BID TABULATION

AS-2020-14

CUSTODIAL SERVICES

BID TAB: AS-2020-14, CUSTODIAL SERVICES
OWNER: CITY OF CAMARILLO
BID OPENING DATE: April 22, 2021

Item Description	Omnni Enterprises, Inc. 1420 E. Edinger Ave. Suite 111 Santa Ana, CA 92705						Coastal Building Services 1441 W. Central Park Ave. N. Anaheim, CA 92802						Executive Facilities Services, Inc. 5280 Bonsai Ave. Suite E Moorpark, CA 93021						Allied Universal 300 Pasadena Ave. South Pasadena, CA 90130						Base Hill, Inc. dba Jan Point 11823 E. Slauson Ave. Suite 3 Santa Fe Springs, CA 90670						Servizon Systems, Inc. 3965 Landmark St. Culver City, CA 90232					
	City Hall	Corp Yard	Library	Ranch	Sani	Total Per Year	City Hall	Corp Yard	Library	Ranch	Sani	Total Per Year	City Hall	Corp Yard	Library	Ranch	Sani	Total Per Year	City Hall	Corp Yard	Library	Ranch	Sani	Total Per Year	City Hall	Corp Yard	Library	Ranch	Sani	Total Per Year	City Hall	Corp Yard	Library	Ranch	Sani	Total Per Year
Custodial Serv.																																		
SF Cost/Mo.	$ 0.70	$ 12.50	$ 6.00	$ 10.00	$ 10.00								$ 0.12	$ 0.18	$ 0.23	$ 0.22	$ 0.26		$ 0.13	$ 0.14	$ 0.23	$ 0.26	$ 0.20		$ 0.13	$ 0.14	$ 0.18	$ 0.36	$ 0.15		$ 0.17	$ 0.32		$ 0.59	$ 0.19	
Nightly Crew	2	1	2	1	1		2	1	2	1	1		2-2	1-2	2	1	1-2		2	2	1	1	1		2	1	1	1	1		1	1	1	1	1	
Hours/Month	112	2	430	120	44		130	45	424	160	26		130	37.92	667.33	121.33	27.08		173	37	617	140	20		176	44	480	150	22		190	54	375	272	22	
Hourly Rates:																																		
Straight	$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 14.00	$ 14.00	$ 14.00	$ 14.00	$ 14.00		$ 14.00	$ 14.00	$ 14.00	$ 14.00	$ 14.00		$ 23.65	$ 23.65	$ 23.65	$ 23.65	$ 23.65		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 18.00	$ 18.00	$ 18.00	$ 18.00	$ 18.00	
Overtime	$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 21.00	$ 21.00	$ 21.00	$ 21.00	$ 21.00		$ 21.00	$ 21.00	$ 21.00	$ 21.00	$ 21.00		$ 35.32	$ 35.32	$ 35.32	$ 35.32	$ 35.32		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 27.00	$ 27.00	$ 27.00	$ 27.00	$ 27.00	
Supervisor	$ 18.00	$ 18.00	$ 18.00	$ 18.00	$ 18.00		$ 22.00	$ 22.00	$ 22.00	$ 22.00	$ 22.00								$ 26.88	$ 26.88	$ 26.88	$ 26.88	$ 26.88		$ 15.50	$ 15.50	$ 15.50	$ 15.50	$ 15.50		$ 22.00	$ 22.00	$ 22.00	$ 22.00	$ 22.00	
6 Mo. Cost (1)	$ 3,600.00	$ 1,000.00	$ 8,500.00	$ 3,990.00	$ 1,100.00		$ 3,349.00	$ 1,019.00	$ 9,555.00	$ 4,469.00	$ 789.00		$ 3,970.09	$ 1,252.58	$ 15,051.76	$ 3,102.01	$ 844.93		$ 4,427.48	$ 957.28	$ 15,004.59	$ 3,369.16	$ 637.12		$ 3,801.60	$ 950.40	$ 10,368.00	$ 4,752.00	$ 475.20		$ 5,818.96	$ 1,613.50	$ 18,419.32	$ 8,168.26	$ 645.02	
6 Mo. Cost (2)	$ 3,600.00	$ 1,000.00	$ 8,500.00	$ 3,990.00	$ 1,100.00		$ 3,349.00	$ 1,019.00	**$ 9,555.00**	**$ 4,469.00**	$ 829.00		$ 3,970.09	$ 1,252.58	$ 15,051.76	$ 3,102.01	$ 844.93		$ 4,611.31	$ 1,004.30	$ 15,810.13	$ 3,580.46	$ 672.24		$ 3,801.60	$ 950.40	$ 10,368.00	$ 4,752.00	$ 475.20		$ 5,818.96	$ 1,613.50	$ 18,419.32	$ 8,168.26	$ 645.02	
Minimum Wage	15/15						14/15						14/15						16/17						13/14						14/15					
Carpet Cleaning																																		
Cost/Service	$ 1,200.00	$ 30.00					$ 1,360.00	$ 329.00					$ 2,800.00	$ 120.00					$ 3,360.00	$ 144.00					$ 4,200.00	$ 180.00					$ 3,030.30	$ 1,092.00				
Hours	30	1					28	6					17	3					8	4					6	1					36	23				
Window Wash																																		
Cost/Service	$ 300.00	$ 100.00	$ 700.00	$ 300.00	$ 150.00		$ 329.00	$ 174.00	$ 785.00	$ 720.00	$ 249.00		$ 489.00	$ 261.00	$ 990.00	$ 48.00	$ 78.00		$10/panel	$10/panel	$10/panel	$10/panel	$10/panel		$ 871.20	$ 217.80	$ 3,456.00	$ 1,584.00	$ 158.40		$ 1,010.10	$ 504.00	$ 1,008.00	$ 2,016.00	$ 630.00	
Hours	10	4	11	6	3		10	6	14	20	6		10	10	34	2	3		8	8	8	8	8		6	1	12	6	1		12	6	12	24	7.5	
Profit Margin	15%	15%	15%	15%	15%		10%	10%	10%	10%	10%		7.93%	7.66%	7.93%	8.01%	7.98%		7%	7%	7%	7%	7%		15%	15%	7%	15%	15%		8%	8%	8%	8%	8%	
Q&A																																		
TOTAL - Year 1																																		
Monthly	$ 3,600.00	$ 1,000.00	$ 8,500.00	$ 3,990.00	$ 1,100.00								$ 3,970.09	$ 1,252.58	$ 15,051.76	$ 3,102.01	$ 844.93																		
Annual	$ 43,200.00	$ 12,000.00	$ 102,000.00	$ 47,880.00	$ 13,200.00	$ 218,280.00	**$ 41,184.00**	$ 12,594.00	**$ 114,660.00**	**$ 53,629.00**	$ 9,708.00	$ 231,774.00	$ 47,641.08	$ 15,030.96	$ 180,621.12	$ 37,224.60	$ 10,135.08	$ 290,652.84	**$ 54,484.74**	$ 11,768.28	$ 184,889.52	$ 41,577.72	$ 7,856.18	$ 300,576.42	$ 52,462.08	$ 13,115.52	$ 263,741.16	$ 65,577.60	$ 6,537.96	$ 401,454.12	$ 69,827.52	$ 19,362.60	$ 221,031.84	$ 98,019.12	$ 7,740.24	$ 415,981.32
Hourly Rates:																																		
Straight	$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 25.10	$ 25.10	$ 25.10	$ 25.10	$ 25.10		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 18.00	$ 18.00	$ 18.00	$ 18.00	$ 18.00	
Overtime	$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 37.65	$ 37.65	$ 37.65	$ 37.65	$ 37.65		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 27.00	$ 27.00	$ 27.00	$ 27.00	$ 27.00	
Supervisor	$ 20.00	$ 20.00	$ 18.00	$ 18.00	$ 18.00		$ 22.00	$ 22.00	$ 22.00	$ 22.00	$ 22.00								$ 28.34	$ 28.34	$ 28.34	$ 28.34	$ 28.34		$ 15.50	$ 15.50	$ 15.50	$ 15.50	$ 15.50		$ 22.00	$ 22.00	$ 22.00	$ 22.00	$ 22.00	
6 Mo. Cost (1)	$ 3,780.00	$ 1,050.00	$ 8,925.00	$ 3,990.00	$ 1,100.00		$ 3,535.00	$ 1,080.00	$ 9,800.00	$ 4,660.00	$ 829.00		$ 4,161.52	$ 1,315.97	$ 15,570.35	$ 3,233.05	$ 885.87		$ 4,653.31	$ 1,004.30	$ 15,810.13	$ 3,560.46	$ 672.24		$ 3,877.63	$ 968.41	$ 10,575.36	$ 4,847.04	$ 484.70		$ 5,818.96	$ 1,613.50	$ 18,419.32	$ 8,168.26	$ 645.02	
6 Mo. Cost (2)	$ 3,780.00	$ 1,050.00	$ 8,925.00	$ 3,990.00	$ 1,100.00		$ 3,585.00	$ 1,110.00	$ 9,990.00	$ 4,785.00	$ 845.00		$ 4,161.52	$ 1,315.97	$ 15,570.35	$ 3,233.05	$ 885.87		$ 4,934.50	$ 1,050.91	$ 16,616.07	$ 3,751.75	$ 707.38		$ 3,877.63	$ 968.41	$ 10,575.36	$ 4,847.04	$ 484.70		$ 5,818.96	$ 1,613.50	$ 18,419.32	$ 8,168.26	$ 645.02	
Minimum Wage	15/15						14/15						15/15						17/18						14/15											
Carpet Cleaning																																		
Cost/Service	$ 1,200.00	$ 30.00					$ 1,360.00	$ 329.00					$ 3,024.00	$ 129.60					$ 3,640.00	$ 156.00					$ 4,284.00	$ 183.60					$ 3,030.30	$ 1,092.00				
Hours	30	1					28	6					17	3					8	4					6	1					36	23				
Window Wash																																		
Cost/Service	$ 300.00	$ 100.00	$ 700.00	$ 300.00	$ 150.00		$ 329.00	$ 174.00	$ 785.00	$ 720.00	$ 249.00		$ 582.12	$ 281.88	$ 1,069.20	$ 51.84	$ 84.24		$10/panel	$10/panel	$10/panel	$10/panel	$10/panel		$ 888.02	$ 222.16	$ 3,525.12	$ 1,615.68	$ 161.57		$ 1,010.10	$ 504.00	$ 1,008.00	$ 2,016.00	$ 630.00	
Hours	10	4	11	6	3		10	6	14	20	6		10	10	34	2	3		8	8	8	8	8		6	1	12	6	1		12	6	12	24	7.5	
Profit Margin	15%	15%	15%	15%	15%		10%	10%	10%	10%	10%		7.89%	7.92%	7.97%	7.96%	7.95%		7%	7%	7%	7%	7%		15%	15%	7%	15%	15%		8%	8%	8%	8%	8%	
Q&A																																		
TOTAL - Year 2																																		
Monthly	$ 3,780.00	$ 1,050.00	$ 8,925.00	$ 3,990.00	$ 1,100.00								$ 4,161.52	$ 1,315.97	$ 15,570.35	$ 3,233.05	$ 885.87																		
Annual	$ 45,360.00	$ 12,600.00	$ 107,100.00	$ 47,880.00	$ 13,200.00	$ 226,140.00	$ 42,600.00	$ 13,140.00	**$ 118,740.00**	$ 56,850.00	$ 10,044.00	$ 241,374.00	$ 49,938.24	$ 15,791.64	$ 186,844.20	$ 38,796.00	$ 10,630.44	$ 302,000.52	**$ 57,406.86**	$ 12,330.06	$ 194,558.40	$ 43,873.26	$ 8,277.60	**$ 316,446.18**	$ 53,511.24	$ 13,377.83	$ 269,015.97	$ 66,889.15	$ 6,688.92	$ 409,483.11	$ 69,827.52	$ 19,362.60	$ 221,031.84	$ 98,019.12	$ 7,740.24	$ 415,981.32
Hourly Rates:																																		
Straight	$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 26.56	$ 26.36	$ 26.56	$ 26.56	$ 29.56		$ 15.00	$ 15.00	$ 15.00	$ 15.00	$ 15.00		$ 18.00	$ 18.00	$ 18.00	$ 18.00	$ 18.00	
Overtime	$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 39.65	$ 39.65	$ 39.84	$ 39.65	$ 39.65		$ 22.50	$ 22.50	$ 22.50	$ 22.50	$ 22.50		$ 27.00	$ 27.00	$ 27.00	$ 27.00	$ 27.00	
Supervisor	$ 20.00	$ 20.00	$ 20.00	$ 18.00	$ 18.00		$ 22.00	$ 22.00	$ 22.00	$ 22.00	$ 22.00								$ 28.34	$ 28.34	$ 28.34	$ 28.34	$ 28.34		$ 15.50	$ 15.50	$ 15.50	$ 15.50	$ 15.50		$ 22.00	$ 22.00	$ 22.00	$ 22.00	$ 22.00	
6 Mo. Cost (1)	$ 3,780.00	$ 1,050.00	$ 8,925.00	$ 3,990.00	$ 1,100.00		$ 3,585.00	$ 1,110.00	$ 9,990.00	**$ 4,469.00**	$ 845.00		$ 4,270.61	$ 1,355.95	$ 15,665.31	$ 3,282.41	$ 910.11		$ 4,934.50	$ 1,050.91	$ 16,616.07	$ 3,751.75	$ 707.38		$ 3,955.18	$ 988.80	$ 10,786.87	$ 4,943.98	$ 494.39		$ 5,818.96	$ 1,613.50	$ 18,419.32	$ 8,168.26	$ 645.02	
Carpet Cleaning																																		
Cost/Service	$ 1,200.00	$ 30.00					$ 1,360.00	$ 329.00					$ 3,245.92	$ 139.97					$ 3,920.00	$ 168.00					$ 4,369.68	$ 187.27					$ 3,030.30	$ 1,092.00				
Hours	30	1					28	6					25	3					8	4					6	1					36	23				
Window Wash																																		
Cost/Service	$ 300.00	$ 100.00	$ 700.00	$ 300.00	$ 150.00		$ 329.00	$ 179.00	$ 785.00	$ 720.00	$ 249.00		$ 570.37	$ 304.43	$ 1,154.74	$ 55.93	$ 90.98		$10/panel	$10/panel	$10/panel	$10/panel	$10/panel		$ 906.38	$ 226.60	$ 3,595.62	$ 1,647.99	$ 164.80		$ 1,010.10	$ 504.00	$ 1,008.00	$ 2,016.00	$ 630.00	
Hours	10	4	11	6	3		10	6	14	20	6		17	10	34	2	3		8	8	8	8	8		6	1	12	6	1		12	6	12	24	7.5	
Profit Margin	15%	15%	15%	15%	15%		10%	10%	10%	10%	10%		7.87%	7.89%	7.87%	7.93%	7.92%		7.50%	7.50%	7.50%	7.50%	7.50%		15%	15%	7%	15%	15%		8%	8%	8%	8%	8%	
TOTAL - Year 3																																		
Monthly	$ 3,780.00	$ 1,050.00	$ 8,925.00	$ 3,990.00	$ 1,100.00		$ 3,585.00	$ 1,110.00	$ 9,990.00	$ 4,469.00	$ 845.00		$ 4,270.61	$ 1,355.95	$ 15,665.31	$ 3,282.41	$ 910.11		$ 4,934.50	$ 1,050.91	$ 16,616.07	$ 3,751.75	$ 707.38		$ 3,955.18	$ 988.80	$ 10,786.87	$ 4,943.98	$ 494.39		$ 5,818.96	$ 1,613.50	$ 18,419.32	$ 8,168.26	$ 645.02	
Annual	$ 45,360.00	$ 12,600.00	$ 107,100.00	$ 47,880.00	$ 13,200.00	$ 226,140.00	$ 43,020.00	$ 13,320.00	$ 119,880.00	**$ 53,628.00**	$ 10,140.00	**$ 239,988.00**	$ 51,247.32	$ 16,271.40	$ 187,983.72	$ 39,388.92	$ 10,921.32	$ 305,812.68	$ 58,974.00	$ 12,610.92	$ 199,392.84	$ 45,021.00	$ 8,488.32	$ 324,487.08	$ 54,581.40	$ 13,645.39	$ 274,396.28	$ 68,226.93	$ 6,822.70	417,672.70	$ 69,827.52	$ 19,362.60	$ 221,031.84	$ 98,019.12	$ 7,740.24	$ 415,981.32
TOTAL 3-YEAR CONTRACT	$ 133,920.00	$ 37,200.00	$ 316,200.00	$ 143,640.00	$ 39,600.00	$ 670,560.00	**$ 126,804.00**	$ 39,054.00	**$ 353,280.00**	**$ 164,106.00**	$ 29,892.00	**$ 713,136.00**	$ 148,826.64	$ 47,094.00	$ 555,449.04	$ 115,409.52	$ 31,686.84	$ 898,466.08	**$ 170,865.00**	$ 36,709.26	$ 578,840.76	$ 130,471.98	$ 24,622.08	**$ 941,509.68**	$ 160,554.72	$ 40,138.74	$ 857,153.41	$ 200,693.68	$ 20,069.38	$ 1,228,609.93	$ 209,482.56	$ 58,087.80	$ 663,095.52	$ 294,057.36	$ 23,220.72	$ 1,247,943.96
Addenum/Letter Addendum No. 1																																		
Subcontractors			No Subcontractors						No Subcontractors						Incomplete Form						No Subcontractors						No Subcontractors						No Subcontractors			
							BOLD INDICATES CHANGE MADE TO PROPOSAL DUE TO MATH ERROR												**BOLD INDICATES CHANGE MADE TO PROPOSAL DUE TO MATH ERROR**																	