



Legislation Details (With Text)

**File #:** ID 19-0788    **Version:** 1    **Name:** Award Contract to Hoskins Services, Inc. for Coliseum Post-Event Seat Cleaning Contract

**Type:** Resolution    **Status:** Passed

**File created:** 11/22/2019    **In control:** City Council

**On agenda:** 12/17/2019    **Final action:** 12/17/2019

**Title:** Resolution Awarding Contract to Hopkins Services, Inc. in an Amount Not to Exceed \$400,000 to Perform Post-Event Seat Cleaning Services for the Greensboro Coliseum

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. SoS Hopkins Services Inc.pdf, 2. 19-0788 RES Hopkins Services Inc.pdf

Date	Ver.	Action By	Action	Result
12/17/2019	1	City Council	adopt	Pass

Resolution Awarding Contract to Hopkins Services, Inc. in an Amount Not to Exceed \$400,000 to Perform Post-Event Seat Cleaning Services for the Greensboro Coliseum

Council Priority: Create an Environment to Promote Economic Development Opportunities and Job Creation

Department: Coliseum  
Council District: All

Public Hearing: N/A  
Advertising Date/By: N/A

Contact 1 and Phone: Matt Brown, 373-7406  
Contact 2 and Phone: James Dickens, 373-2320

**PURPOSE:**

The purpose of this Resolution is to award a contract to Hopkins Services, Inc. for the cleaning of the seating areas of five of the facilities of the Greensboro Coliseum Complex identified as the 1) Coliseum Arena; 2) Coliseum Special Events Center; 3) Coliseum Field House; 4) White Oak Amphitheatre; and 5) Aquatic Center.

The term of this contract shall be from January 1, 2020 to June 30, 2021. This contract is eligible for three one-year renewals, if both parties are interested in continuing the contract without a price increase. This contract is for an amount not to exceed \$400,000 and requires City Council approval.

**BACKGROUND:**

City staff first presented Council with a contract these services on March 19, 2019. In the original solicitation for these services, City staff issued a Request for Bid that required the lowest, responsible, responsive bidder to clean all five facilities of the Greensboro Coliseum Complex. Council denied this resolution and directed City staff to de-bundle the services of this contract to give small, local firms a better opportunity to be competitive

with the larger firms. City Staff developed a Request for Proposal (“RFP”) that was based on a best value standard of award that evaluated factors of a firm’s performance other than price. The RFP also allowed firms to submit bids on any one of the five facilities of the Coliseum Complex or all five of them, and City staff had the option of selecting multiple firms for one or more facilities. This RFP was released on October 18, 2019, and proposals were received on November 8, 2019. The Evaluation Criteria to select the best value proposals for each separate facility were as follows:

1)	Qualifications & Experience-	Maximum 10 points
2)	References Regarding Past Performance	Maximum 30 points
3)	M/WBE Commitment	Maximum 10 Points
4)	Local Preference	Maximum 10 Points
5)	Price	<u>Maximum 40 Points</u>
	Total:	Maximum 100 Points

The RFP was placed in the Greensboro News and Record and the Carolina Peacemaker. Additionally, City staff directly solicited over 600 non-MWBE firms by email and 58 M/WBE firms by email. The City received three responses from three MBE firms, 1) Hopkins Services, Inc.; 2) H & S Resources Corporation d/b/a Akata Global; and 3) Century & Associates Group, Inc. City staff evaluated all three proposals, and unanimously concluded that Hopkins Services, Inc. was the firm that offered the best value to perform these post-event cleaning services for all five Coliseum Complex facilities.

**BUDGET IMPACT:**

**Account Number:** 521-7535-03-5414 - Housekeeping - Temporary Services-

This contract is for an amount not to exceed \$400,000. This is a budgeted expense in the Coliseum’s Maintenance and Operations Budget that is carried every year for proper cleaning of the seating areas.

**RECOMMENDATION / ACTION REQUESTED:**

City staff requests City Council to adopt the resolution awarding Hopkins Services, Inc. the contract to perform Post-Event Seat Cleaning Services for the Greensboro Coliseum from January 1, 2020 to June 30, 2021, with an option for three one-year renewals if both parties are interested in continuing the contract without a price increase.