



## Legislation Details (With Text)

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**Title:** Resolution Authorizing Execution of Contract No. 2019-10686 for Coliseum Post Event Seat Cleaning Services in the Amount of \$1,450,000 with United Maintenance Company, Inc.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. MWBE.pdf, 2. 19-170 Resolution.pdf

Date	Ver.	Action By	Action	Result
3/19/2019	1	City Council	denied	Pass

Resolution Authorizing Execution of Contract No. 2019-10686 for Coliseum Post Event Seat Cleaning Services in the Amount of \$1,450,000 with United Maintenance Company, Inc.

Department: Greensboro Coliseum Complex

Council District: All

Public Hearing: N/A

Advertising Date/By: N/A

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Contact 2 and Phone: Scott Johnson, Coliseum Deputy Director, 336-373-7449

**PURPOSE:**

The Greensboro Coliseum Operations Department is responsible for the cleaning of large seating areas in multiple locations within the Coliseum Complex. The Department uses contracted services to support the performance of this work. This contract is anticipated to exceed \$100,000 and requires City Council approval.

**BACKGROUND:**

At the request of the Coliseum, the Procurement Services Division conducted an on-line competitive Request for Bids (RFB) for Coliseum Post Event Seat Cleaning Services through the Greensboro Electronic Procurement System (GEPS) under Event #9273. The solicitation process included notifications to 535 suppliers which included the 37 MWBE firms supplied by the MWBE office. Four suppliers submitted a response and two of the responses were submitted by HUB certified MWBE suppliers. Each supplier was required to submit a firm bid for providing the specified services based on different event attendance levels. The total bid for each supplier in the chart below represents the sum of bids for each attendance level. Actual expenditures will depend upon the number of events each year and the specific attendance for those events.

	United Maintenance Company, Inc.	Douthit Group	Hopkins Services, Inc.	Century Janitorial Services Plus, Inc.
Total Bid	\$86,529.08	\$87,010.00	\$93,900.00	\$135,290.00
Location	Chicago, IL	Winston Salem	Greensboro	Greensboro
MWBE	No	No	Yes	Yes

*Note: The total bid is a sum of the individual bids for the various attendance levels required in the solicitation.*

Service contracts are not governed by NC General Statute. As a result, project requirements and objectives are evaluated to determine the standard of award on an individual project basis. The City uses two standards of award: 1) lowest, responsive, responsible bidder or 2) a qualifications-based selection. Coliseum and Procurement Services Division staff after careful consideration of the performance requirements of the contract, collectively determined the lowest, responsive, responsible bidder as the appropriate standard of award for this project.

The Procurement Services Division evaluated the responses and determined that a Local Preference Policy match was not applicable. The second lowest bidder is within 5% of the lowest bid however, the company is located in Winston-Salem and therefore, does not meet the eligible bidder definition in the Local Preference Policy. All other bids were significantly higher and exceed the 5% LPP threshold.

The performance requirements included in the RFB do not allow an opportunity for de-bundling. The current RFB would have to be approved or rejected in its entirety. Coliseum and PSD staff considered multiple options in developing the specifications and concluded contract de-bundling would not be in the City's best interest based on the complexity of administration, scheduling, and managing the performance of multiple suppliers.

Coliseum staff evaluated all bids submitted and determined that United Maintenance Company, Inc. meets or exceeds all requirements of the specifications and contract and is the lowest, responsive, responsible bidder.

**BUDGET IMPACT:**

The initial contract term begins March 1, 2019 and ends on June 30, 2019, a period of 16 months. The estimated contract amount for the initial period is \$400,000. The contract includes three optional and additional fiscal year renewals not to exceed four years and four months in entirety. The estimated aggregated value of all optional renewals is \$1,450,000. Funds for the current fiscal year are available in account number 521-7535-03.5414 of the current budget. Future fiscal year appropriations are subject to City Council approval in the annual budget.

**RECOMMENDATION / ACTION REQUESTED:**

The Greensboro Coliseum Complex, M/WBE Office and Procurement Services Division concur in the recommendation for City Council to adopt the resolution authorizing Contract # 2019-10686 with United Maintenance Company, Inc., for Coliseum Event Seat Cleaning Services.