



City Council Meeting

December 9, 2014

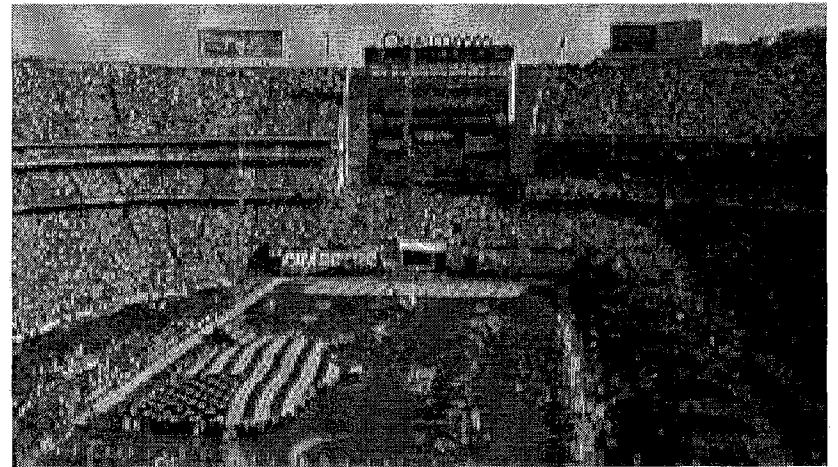
Item 330

Janitorial Contract with Aramark Sports and Entertainment Services, LLC for Qualcomm Stadium

Qualcomm Stadium

18-26 public events each year:

- Chargers
- San Diego State Aztecs
- Soccer
- CIF High School
- Holiday Football Bowl
- Miscellaneous events



10,000-70,000 spectators attend each event

Request for Proposal

- Pre-Event, Event Day, Post Event and Extra Janitorial Services RFP issued April 2014.
- Five vendors responded and were evaluated by committee.
- Aramark was selected as most qualified & responsible and offered the best overall value.

Janitorial Contract

- 3-year term with two 1-year options to extend.
- City is reimbursed for janitorial services for all events except for Chargers games due to existing contractual requirements.
- Chargers games comprise approximately 70% of the total contract.
- Components of pricing:
 - ✓ Scheduled Event – costs based on attendance, includes:
 - Pre-Cleaning for each event
 - Event Day service
 - Post Event service
 - ✓ As-Needed Work – costs based on square footage, requires pre-authorization.

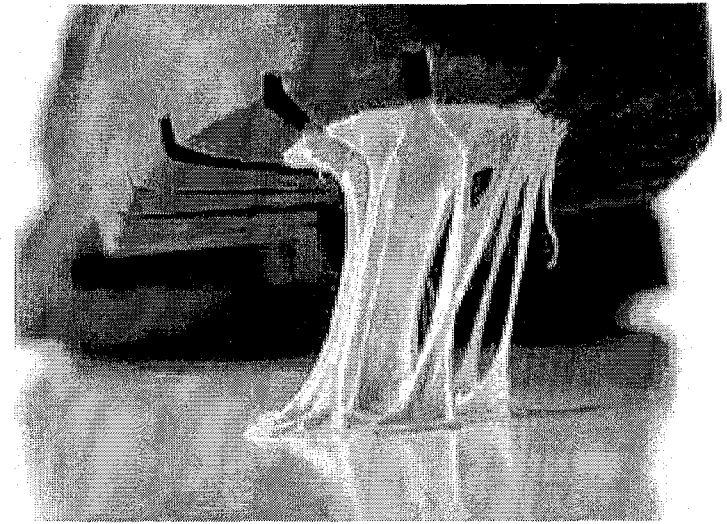
Scheduled Event Cleaning

(cost based on attendance)

- **Pre-Cleaning:** Preparation work, light cleaning and finalization of areas in advance of events.
- **Event Cleaning:** Full and complete janitorial service including wiping down seating areas, cleaning aisles, concourses, ramps, restrooms, sidewalks, mopping, cleaning up spills, wet areas, vomit, re-stocking restrooms, pick up and secure trash, etc.
- **Post Event:** Clean all 112 suites, seating areas, wipe down fronts and backs of seats, clean aisles, concourses, remove loose trash under seating areas, 122 acre parking lot, take trash to designated locations for removal, etc.

As-Needed Additional Cleaning Work

(costs based on square feet if required)



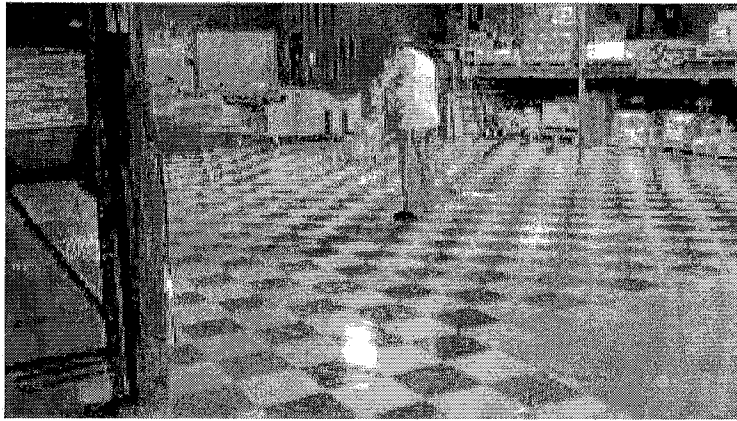
Up to 1 million square feet in and around stadium requires regular and additional cleaning.

Stadium events, parking lot events and weather contribute to the need for additional cleaning.

Additional cleaning is done as needed, only on necessary portions of stadium.

Vendor must submit a written quote and City must provide written pre-authorization before any additional cleaning is done.

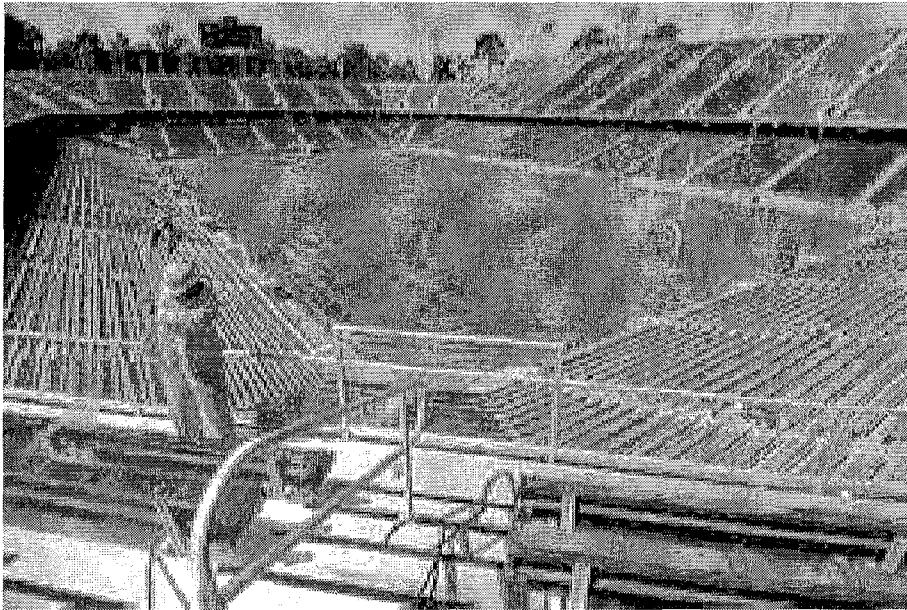
Additional Cleaning	\$/SF	SF	Total	Times per Year	Annual NOT TO EXCEED
Strip Wax Buff	0.18	200,000	\$ 36,000	3	\$ 108,000
Power Wash	0.02	900,000	\$ 18,000	3	\$ 54,000
Steam Clean	0.09	38,000	\$ 3,420	3	\$ 10,260
NOT TO EXCEED Total:					\$ 172,260



Strip, Wax, Buff

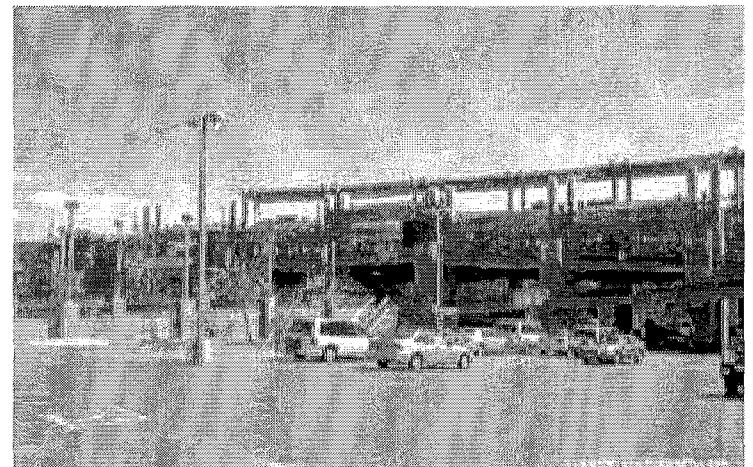
- Performed on ceramic and vinyl tile flooring in the 96 restrooms, club level concession stands, offices and concourses.
- These high traffic areas are prone to dirt and grit which can cause scratches and damage floors permanently.





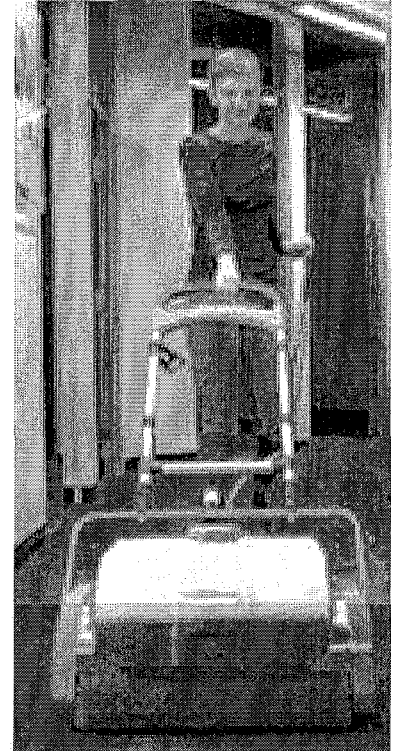
Power Wash

- Removes dirt, dust, bird droppings, stains, stickiness & debris from front/back of seats, rows, aisles, ramps, steps, entrance gates, walls, railings, walls/sidewalk around perimeter of stadium, etc.
- Important for mold control.



Steam Cleaning

- Removes dirt, stains, mold and mildew from club level concourse, club level lounges, and locker room carpeting.
- Important for health and maintenance of carpet.



Price Breakdown

	%	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Scheduled Events \$841,495 estimated previously. Added \$24,209 soccer + \$75,000 pre-clean = \$940,704	-	\$ 940,704	\$ 940,704	\$940,704	\$ 940,704	\$ 940,704
3 Misc Unscheduled Events Examples: Soccer, CIF High School Games, concerts, etc.	-	-	114,960	114,960	114,960	114,960
Estimated Living Wage Adjustment Living Wage has increased 1.3-3% over the last three years.	0.03	-	31,670	64,290	97,889	132,495
Total Event Base Cost:	-	\$ 940,704	\$ 1,087,334	\$ 1,119,954	\$ 1,153,553	\$ 1,188,159
Additional Cleaning Includes Living Wage Adjustment Not automatic - only when needed Not to Exceed amount.	0.03	-	\$ 177,428	\$ 182,751	\$ 188,233	\$ 193,880
Discretionary Adjustment for years 4&5 Not automatic. Not to Exceed amount.	0.05	-	-	-	\$ 67,089	\$ 69,102
NOT TO EXCEED Total:	-	\$ 940,704	\$ 1,264,762	\$1,302,705	\$ 1,408,875	\$ 1,451,141

Discretionary Adjustment

- This is included in all standard City procurements, including RFPs and ITBs for goods and services.
- Allows the City to realize better and more accurate pricing (vendors don't build in buffer for unknown expenses).
- Only for Years 4 & 5, at City's discretion.
- Vendor may request increases based on actual/documentated increases in operating expenses.
- Allows for vendor's increased costs due to increases from suppliers, fuel, electric, employee benefits, etc.
- Never granted to increase vendor's profit.

Fiscal Considerations

Contract expenses are paid from Qualcomm Stadium Fund

Fiscal Year 2015:	\$ 940,704
Fiscal Year 2016:	1,264,492
Fiscal Year 2017:	<u>1,302,705</u>
Total 3 years NTE:	\$3,508,170

Fiscal Year 2018:	\$1,408,875
Fiscal Year 2019:	<u>1,451,141</u>
Total 2 years NTE:	\$2,860,016

Not To Exceed expense for all five years: \$6,368,187

Requested Action

This item is to request authorization of the 3-year contract with two options to renew for additional 1-year periods with Aramark Sports and Entertainment Services, LLC to furnish janitorial services at Qualcomm Stadium.

