



Watsonville
CALIFORNIA

CITY COUNCIL AGENDA REPORT

MEETING DATE: Tuesday, July 8, 2025
TO: CITY COUNCIL
WRITTEN BY: IMELDA NEGRETE
RECOMMENDED BY: DEPUTY CITY MANAGER CALUBAQUIB
APPROVED BY: TAMARA VIDES, CITY MANAGER

SUBJECT: RESOLUTION APPROVING AWARD OF A TWO-YEAR CONTRACT WITH UNIFIED CLEANING SERVICES, INC. FOR THE PROVISION OF JANITORIAL SERVICES, IN AMOUNT NOT TO EXCEED \$321,000

RECOMMENDATION:

Staff recommend that the Council adopt a resolution awarding a two-year contract for consultant services to Unified Cleaning Services, Inc., a corporation, for janitorial services at City Recreation facilities, in an amount not to exceed \$321,000.00 from FY 25/26 through FY 26/27 with the option to renew for two additional one-year terms, and authorizing and directing the City Manager to execute the same.

BACKGROUND:

The current contract for janitorial services for City recreation facilities is set to expire on July 31, 2025. City staff issued a Request for Proposals for Janitorial Services for Recreation facilities on April 4, 2025.

DISCUSSION:

On April 4, 2025, a request for proposal was released for janitorial services for City Recreation facilities for one two-year term with the option to renew for two additional one-year terms. The scope of work included janitorial services for recreation centers, as needed event clean up services (cleaning services following facility rentals), as needed pressure washing of entrances and quarterly and annual cleaning services (includes services such as deep kitchen cleaning, cleaning of exterior and interior windows, buffing and waxing floors). The City received proposals from four (4) companies.

The following were the bid results for services:

<i>Facility</i>	<i>A-1 Janitorial Service</i>	<i>Advance Cleaning 365, Inc.</i>	<i>Bewley's Cleaning, Inc.</i>	<i>Unified Cleaning Services, Inc.</i>
Regular Services (cost per month)				
Callaghan Cultural Center	\$1,580	\$1,470	\$774.48	\$1,475
GHWR Youth Center	\$2,880	\$2,770	\$2,933.12	\$2,785
Marinovich Park Community Center	\$1,260	\$1,245	\$1,330.88	\$1,255
Ramsay Park Family Center	\$2,100	\$2,160	\$1,279.36	\$2,165
Veterans Memorial Building	\$2,200	\$770	\$2,479.36	\$758
Watsonville Senior Center	\$1,380	\$1,365	\$1,576	\$1,375
Year 1 monthly total	\$11,400	\$9,780	\$10,373.02	\$9,813
Year 2 monthly total	\$11,400	\$10,269	\$10,373.02	\$9,813
Year 1 annual total	\$125,400	\$107,580	\$114,103.22	\$107,943
Year 2 annual total	\$136,800	\$123,228	\$124,476.24	\$117,756
Total 2 Year Cost	\$262,200	\$230,808	\$238,579	\$225,699
Bid Alternates (cost per service)				
Quarterly Services	\$1,295	\$1,240	\$1,850	\$1,245
Annual Services	\$2,800	\$2,800	\$3,875	\$2,800
Total 2 Year Cost	\$15,960	\$15,520	\$22,550	\$15,560
Total 2 Year Cost (Regular Services + Bid Alternates)	\$278,160	\$246,328	\$261,129	\$241,259
Additional Services				
Event Clean Up				
Small Sized Rooms	\$300	\$330	\$300	\$250
Medium Sized Rooms	\$360	\$300	\$300	\$300
Large Sized Rooms	\$475	\$300	\$300	\$350
Auditorium/ Great Room	\$500	\$500	\$500	\$450
Pressure Washing of Entrances	\$600	\$160	\$1,850	\$85
Hourly Rate	\$35	\$39	\$42	\$42
Day Porter Services	\$1,300	\$1,230	\$42/hour	\$1,350

The selection Committee recommended Unified Cleaning Services, Inc. for provision of janitorial services. Out of a maximum score of 100 points, the Section Committee rated Unified Cleaning Services, Inc. at an overall average score of 84.

Unified Cleaning Services, Inc., was selected based on a comprehensive evaluation of their detailed responses to technical questions in the Request for Proposal, performance during the interview process

and finally, their pricing proposal. Their proposal reflected a clear understanding of the scope of services, and they demonstrated the capacity to meet the specific janitorial needs of our recreation facilities.

Unified Cleaning Services, Inc., is the City's current contractor for janitorial services, and they have consistently delivered quality work throughout the duration of the contract. They have maintained City facilities to a clean and professional standard, contributing to a welcoming and safe environment for community members. Beyond their regular cleaning schedule, they have shown a strong commitment to customer service by being responsive and dependable during cleaning emergencies or special requests, often responding with urgency and efficiency.

Their familiarity with City facilities and operations, combined with their proven reliability and competitive pricing, supports a low-risk, high-value continuation of service and thus the City Manager is recommending the contract be awarded to Unified Cleaning Services, Inc.

CALIFORNIA ENVIRONMENTAL QUALITY ACT (CEQA) DETERMINATION:

This action does not meet CEQA's definition of a "project" per CEQA Guidelines Section 15378(b)(5) because the action is administrative or organizational and does not have the potential for resulting in either a direct physical change in the environment or a reasonably foreseeable indirect physical change in the environment.

STRATEGIC PLAN:

Infrastructure & Environment – This contract will help improve and maintain the City's recreational facilities.

FINANCIAL IMPACT:

The total not to exceed amount recommended for this contract is \$321,000.00 for this two-year contract, which spans two fiscal years (FY 25-26 and FY 26-27) and would include the following services:

Service	FY 25-26	FY 26-27	TOTAL CONTRACT
Regular Janitorial Services for Recreation Facilities	\$88,000	\$115,000	\$203,000
Quarterly and Annual Services	\$10,000	\$10,000	\$20,000
Event Clean Up Services	\$20,000	\$25,000	\$45,000
Pressure Washing Services	\$1,900	\$2,050	\$3,950
Day Porter Services	\$14,850	\$16,200	\$31,050
Emergency Services	\$8,000	\$10,000	\$18,000
TOTAL ANNUAL	\$142,750	\$178,250	\$321,000
Account			
150-681-7361-00000	\$142,750	\$178,250	\$321,000

ALTERNATIVE ACTION:

The Council could:

1. Elect to approve a contract for some of the proposed services, or
2. Elect not to approve this contract.

ATTACHMENTS AND/OR REFERENCES (IF ANY):

None.