

5.0 FEE PROPOSAL FORM: Company Name: Affineco LLC d/b/a United Services of America – page 1

Bidder shall submit separate prices for each facility. Award of contract may be made in total to one bidder. The City reserves the right to award this Bid in total to one or more vendors, as determined by the Purchasing Agent, to be in the best interest of the City of Stamford.

	Government Center					Police Headquarters				
	Cost 1st Year	Cost 2nd Year	Cost 3rd Year	Cost 4th Year	Cost 5th Year	Cost 1st Year	Cost 2nd Year	Cost 3rd Year	Cost 4th Year	Cost 5th Year
Working Supervisor (Day) Police Headquarters only (\$)						\$66,301.08	\$69,453.41	\$72,005.20	\$74,602.95	\$77,248.38
Cleaners (Day) Police Headquarters only (\$)						\$87,255.81	\$91,682.20	\$95,012.50	\$98,392.82	\$101,824.90
# of Cleaners (Day) to be provided Police Headquarters						3	3	3	3	3
Porter/Matron (Day) to be provided Government Center (\$)	\$204,052.78	\$211,988.21	\$219,743.55	\$227,637.27	\$237,985.40					
# of Porters/Matrons (Day) to be provided Government Center	3	3	3	3	3					
Working Supervisor (Night) Government Center and Police Headquarters (\$)	\$25,770.67	\$26,668.07	\$27,657.35	\$28,612.02	\$29,667.27	\$27,777.52	\$29,936.54	\$30,937.40	\$31,900.61	\$32,970.59
Cleaners (Night) Government Center and Police Headquarters (\$)	\$282,880.49	\$293,017.03	\$303,808.17	\$314,242.43	\$325,734.46	\$97,840.52	\$106,551.65	\$110,475.70	\$114,269.97	\$118,448.89
# of Cleaners (Night) to be provided at each location	12	12	12	12	12	5	5	5	5	5
Fee for Supplies (refer to Cleaning Supplies & Equipment Section)	\$53,782.71	\$55,336.33	\$56,944.33	\$58,608.60	\$60,331.12	\$32,099.82	\$32,882.71	\$33,693.01	\$34,531.67	\$35,399.68
Grand Total before Alternates (Fixed Annual Rate)	\$566,486.65	\$587,009.64	\$608,153.40	\$629,100.32	\$653,718.25	\$311,274.75	\$330,506.50	\$342,123.81	\$353,698.02	\$365,892.44
Alternate 1 – Exterior window washing	\$6,480.00	\$6,674.40	\$6,874.63	\$7,080.87	\$7,293.30	\$4,560.00	\$4,696.80	\$4,837.70	\$4,982.84	\$5,132.32
Alternate 2 – Power sweep, scrub garage; stripe spaces	\$7,860.00	\$8,095.80	\$8,338.67	\$8,588.83	\$8,846.50	\$7,234.32	\$7,451.35	\$7,674.89	\$7,905.14	\$8,142.29
Grand Total with Alternates	\$580,826.65	\$601,779.84	\$623,366.71	\$644,770.02	\$669,858.04	\$323,069.07	\$342,654.65	\$354,636.40	\$366,585.99	\$379,167.05
Janitorial – call-back/extra duty (\$ per hour) with no-minimum	\$50.85	\$52.77	\$54.64	\$56.54	\$59.05	\$50.85	\$52.77	\$54.64	\$56.54	\$59.05

City of Stamford
 Government Center: 888 Washington Blvd, Stamford CT
 and
 Police Department: 725 Bedford St., Stamford CT

Submitted by United Services of America, Inc., an AffinEco LLC Co.

Pricing Notes/Assumptions

- Our pricing is based on getting paid for the current month by the end of that month.
- The staffing details for Year 1 are as follow: Shift time to be agreed upon by Affineco and the City.

Government Center Staffing

Employees	# of Staff	Shift	Hours per Day	Loaded Pay Rate Yr1
Day Lead	1	7:00am-3:30pm	8	\$33.57
Matron	1	8:00am-4:30pm	8	\$32.28
Porter	1	8:30am-5:00pm	8	\$31.30
Night Supervisor (Non-Union)	1	6:00pm-10:00pm	4	\$24.54
Night Cleaners	10	6:00pm-10:00pm	4	\$24.49
Project Cleaner	1	6:00pm-10:00pm	4	\$24.49

Police Department Staffing

Employees	# of Staff	Shift	Hours per Day	Loaded Pay Rate Yr1
Day Lead	1	7:00am-3:30pm	8	\$32.18
Porter (Sat & Sun)	1	8:00am-4:30pm	8	\$24.95
Matron	1	8:00am-4:30pm	8	\$30.90
Night Supervisor (Non-Union)	1	6:00pm-10:00pm	4	\$26.97
Night Cleaners	3	6:00pm-10:00pm	4	\$23.75
Project Cleaner	1	6:00pm-10:00pm	4	\$23.75

- Police Department - Alternate Option: We have removed the 240 hours per year of project time and reduced our cost accordingly because we are currently sharing the periodic person from the Government Center with Police Headquarters

- Police Department: We have supplied one 6 hours per day porter at an overtime rate to cover Saturday and Sunday. Due the background and IA checks, which limit our ability to bring people into the site. This will allow the lead porter to cover the weekend.
- Police Department Background Check: Any charges above what we have been previously charge for will be passed thru to the City. We have included our standard background check fees in our proposal.
- Consumable Supplies: Government Center - We have updated our pricing for the 3-year contract and 2 optional years such that it is firm.
- Holiday Coverage: We have included limited holiday coverage for the Government Center's 911 call center and the Police Headquarters.
- Consumable Supplies: Police Department - We have updated our pricing for the 3-year contract and 2 optional years such that it is firm.
- We have a 4-hour call in minimum (this does not apply to hold over from a regular shift). This allows us to pay our employees enough to come in to work and complies with our union contract. Hold over time will be based on actual time and no minimum
- Garage Maintenance for Government Center and Police Headquarters: The alternate option includes blowing and pressure washing the garage (all levels) including ramp down to ground level instead of using a ride on auto scrubber as required in the RFP.
- Regarding RFP and Alternate Option – the City reserves the right to elect these alternates at any time, at the fee proposed, during the term of the agreement; however, USA recognizes that this agreement does not grant USA the exclusive right to perform the work for the City and that the City may enter into similar agreements with other Contractors for the same work at the City's sole discretion.
- If a Hydraulic lift is required, United Services of America would have to rent one and the cost will be passed thru to the client. The City of Stamford indicated it would make alternate arrangements if required.
- Government Center and Police Department: Both sites are union. Our proposal reflects that.
- AffinEco LLC dba United Services of America will abide by all union holidays. Any difference in client holidays will be billed as an extra at the Overtime rate.
- The Local 32BJ cleaning contract expires on December 31, 2023. We have estimated the increases beyond the above date using the same percentage cost increases each year. Our price for the current wage categories and staffing levels are now firm for the entire contract and optional years.
- Should there be a need for an increased number of Contractor's Employees, or the City requests an increase in the number of staff provided, the parties shall confer regarding the appropriate change in contract price and conditions. Any changes shall be reduced to writing and signed by both Client and Contractor. Any new costs of approved changes or modifications shall be retroactive to the time such change was made and only if additional staffing was provided to accommodate such change.
- Our pricing is predicated on the client paying by ACH or electronic payment within terms.

- In the event of any significant changes in statutory tax laws, regulations, or requirements (including, but not limited to the Affordable Care Act and minimum wage), whether of Federal, State or Municipal jurisdiction, which significantly impact pricing, we reserve the right to pass thru these adjustments.
- Payment terms shall be net 30 days.