

# Presented to: Beaufort County School District

Request for Proposal: Custodial Services Technical Proposal

## Presented by:

Beck Education Services

Matt Morrison

mmorrison@becksupport.com

678.551.3429

September 8, 2020



# **Mission Statement**

Beck Education Services mission is to be a company of excellence. We believe in honoring God, Family, and our Organization. We strive to meet our customers' needs, offer opportunity for employee growth, and contribute to the communities we serve.



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#### **Beaufort County School District**

Solicitation Number: 21-005
Date Printed: July 30, 2020
Date Issued: July 30, 2020

Procurement Officer:

Kaylee Yinger, CPPB

Phone:

843-322-2349

Email:

Kaylee. Yinger@beaufort.k12.sc.us

#### Request for Proposals (RFP)

DESCRIPTION:

**Custodial Services** 

SUBMIT OFFER BY (Opening Date & Time): September 7, 2020 2:00 PM EST

**QUESTIONS MUST BE RECEIVED BY:** 

August 31, 2020

NUMBER OF COPIES TO BE SUBMITTED:

Six (6) Original Signed Copies

Two (2) CD versions - One (1) Redacted

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.

#### SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

**MAILING ADDRESS:** 

PHYSICAL ADDRESS:

Beaufort County School District

Procurement Office

P.O. Drawer 309

Beaufort County School District

Procurement Office 2900 Mink Point Blvd Beaufort, SC 29902

Beaufort, SC 29901-0309

CONFERENCE TYPE: Mandatory Pre-Proposal

LOCATION: District Office

**Conference / Site Visits** 

2900 Mink Point Blvd

DATE & TIME: August 13, 2020 @ 8:00 AM

Beaufort, SC 29902

#### **AWARDS & AMENDMENTS:**

Award will be posted at the Physical Address stated above on or after August 30, 2020. The award, this solicitation, and any amendments will be posted at the following web address: <a href="http://beaufortschools.net">http://beaufortschools.net</a>.

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR:

(Full legal name of business submitting the offer)

ENTITY TYPE:

Beck Building Services, Inc DBA Beck Education Services

S-Corporation

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

Matt Morrison

President

PRINTED NAME

TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

## PAGE TWO

	(Return Page Two	with Your Offer)
HOME OFFICE ADDRESS (Addre	ess for Offeror's home office/	NOTICE ADDRESS (Address to which all procurement
Principal place of business):		and contract related notices should be sent):
147 Jackson Street		147 Jackson Street
Newnan, GA 30263		Newnan, GA 30263
PHONE NUMBER: 770-304-176	3	
EMAIL ADDRESS: mmorrison@	becksupport.com	
PAYMENT ADDRESS (Address to w	which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders
		will be sent):
Payment Address Same as Home Office	Address	Payment Address Same as Home Office Address
Payment Address Same as Home Notice	Address	Payment Address Same as Notice Address
(check one only)	(check one only)	
ACKNOWLEDGEMENT OF	Amendment Numbe	Amendment Issue Date
AMENDMENTS:	-1	8/11/20
	1	
	2	9/1/20
Offeror acknowledges	<b>o</b>	111120
receipt of amendments by indicating amendment number	2	9/2/20
and its date of issue.	5	9/2/20
MINIODITY DADTICIDATION	A no vou a Minamita I	Dugin ogg Entomoriga Vas Na Na
MINORITY PARTICIPATION- A		Business Enterprise: Yes   No
If yes, please include a copy of yo	ui certification.	

## **Document A310<sup>TM</sup> - 2010**

Conforms with The American Institute of Architects AIA Document 310

#### **Bid Bond**

**CONTRACTOR:** 

(Name, legal status and address)

Beck Building Services, Inc. 147 Jackson Street Suite C Newnan, GA 30263

OWNER:

(Name, legal status and address)

Beaufort County School District 2900 Mink Point Blvd Beaufort, SC 29902 SURETY:

(Name, legal status and principal place of husiness)

Platte River Insurance Company

PO Box 5900 Madison, WI 53705 Malling Address for Notices

PO Box 71429 Newnan, GA 30271 This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

**BOND AMOUNT: 5%** 

Five Percent of Amount Bid

PROJECT:

(Name, location or address, and Project number, if any)

21-005 Custodial Services, Beaufort County Schools

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and scaled this

7th

day of September, 2020.

Beck Building Services, Inc.

(Principal)

(Seal)

By: Pegi L

(Title)

Platte River Insurance Company

(Seal)

(Seal)

(Seul)

Attorney-in-Fact

#### PLATTE RIVER INSURANCE COMPANY POWER OF ATTORNEY

PR2712565

Bond Number

KNOW ALL MEN BY THESE PRESENTS, That the PLATTE RIVER INSURANCE COMPANY, a corporation of the State of Nebraska, having its principal offices in the City of Middleton, Wisconsin, does make, constitute and appoint

-----ANN M. CAMPBELL; JENNIFER FREEMAN; FREDERICK M. LANIER; J. ERIK MCMICHAEL; KRISTINE M. THOMAS; GARY E IVEY----------SUZANNE YEATMAN; CHARLOTTE L. YARBOROUGH; CLAUDIA C. MCCOY; TONI S VARNER; MICHELLE DELIGNE; PATRICIA MIDDLETON----

its true and lawful Attorney(s)-in-fact, to make, execute, seal and deliver for and on its behalf, as surety, and as its act and deed, any and all bonds, undertakings and contracts of suretyship, provided that no bond or undertaking or contract of suretyship executed under this authority shall exceed in amount the sum of

------ALL WRITTEN INSTRUMENTS IN AN AMOUNT NOT TO EXCEED: \$20,000,000.00------

This Power of Attorney is granted and is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of PLATTE RIVER INSURANCE COMPANY at a meeting duly called and held on the 8th day of January, 2002.

"RESOLVED, that the President, Executive Vice President, Vice President, Secretary or Treasurer, acting individually or otherwise, be and they hereby are granted the power and authorization to appoint by a Power of Attorney for the purposes only of executing and attesting bonds and undertakings, and other writings obligatory in the nature thereof, one or more resident vice-presidents, assistant secretaries and attorney(s)-in-fact, each appointee to have the powers and duties usual to such offices to the business of this company; the signature of such officers and seal of the Company may be affixed to any such power of attorney or to any certificate relating thereto by facsimile, and any such power of attorney or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the Company, and any such power so executed and certified by facsimile signatures and facsimile seal shall be valid and binding upon the Company in the future with respect to any bond or undertaking or other writing obligatory in the nature thereof to which it is attached. Any such appointment may be revoked, for cause, or without cause, by any of said officers, at any time."

In connection with obligations in favor of the Florida Department of Transportation only, it is agreed that the power and authority hereby given to the Attorney-in-Fact includes any and all consents for the release of retained percentages and/or final estimates on engineering and construction contracts required by the State of Florida Department of Transportation. It is fully understood that consenting to the State of Florida Department of Transportation making payment of the final estimate to the Contractor and/or its assignee, shall not relieve this surety company of any of its obligations under its bond.

In connection with obligations in favor of the Kentucky Department of Highways only, it is agreed that the power and authority hereby given to the Attorney-in-Fact cannot be modified or revoked unless prior written personal notice of such intent has been given to the Commissioner - Department of Highways of the Commonwealth of Kentucky at least thirty (30) days prior to the modification or revocation.

IN WITNESS WHEREOF, the PLATTE RIVER INSURANCE COMPANY has caused these presents to be signed by its officer undersigned and its corporate seal to be hereto affixed duly attested, this 1st day of January, 2020.

Attest:

Rvan J. Byrnes Senior Vice President, Chief Financial Officer and Treasurer

Suranne on Broadband Suzanne M. Broadbent Assistant Secretary

STATE OF WISCONSIN COUNTY OF DANE

S.S.:

On the 1st day of January, 2020 before me personally came John L. Sennott, Jr., to me known, who being by me duly sworn, did depose and say: that he resides in the County of Hartford, State of Connecticut; that he is Chief Executive Officer and President of PLATTE RIVER INSURANCE COMPANY, the corporation described in and which executed the above instrument; that he knows the seal of the said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by order of the Board of Directors of said corporation and that he signed his name thereto by like order.

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STATE OF WISCONSIN COUNTY OF DANE

David J. Regele Notary Public, Dane Co., WI My Commission Is Permanent

anial G. Ragele

PLATTE RIVER INSURANCE COMPANY

Chief Executive Officer and President

I, the undersigned, duly elected to the office stated below, now the incumbent in PLATTE RIVER INSURANCE COMPANY, a Nebraska Corporation, authorized to make this certificate, DO HEREBY CERTIFY that the foregoing attached Power of Attorney remains in full force and has not been revoked; and furthermore, that the Resolution of the Board of Directors, set forth in the Power of Attorney is now in force.

Signed and sealed at the City of Middleton, State of Wisconsin this

7th

day of

September

Andrew B. Diaz-Matos Senior Vice President, General Counsel and Secretary the MBE or WBE has the skill and expertise and carries out its responsibilities by actually performing, managing and supervising the work involved.

#### **Business Utilization Report**

In order to facilitate an effective monitoring system, each contractor, bidder or offeror must submit a completed and signed Utilization Report with the bid submission which lists the names, addresses and contact persons of the M/WBE and majority owned businesses, if any, to be used in the contract, the type of work each business will perform, the dollar value of the work and the scope of work. The Utilization Report submitted by the contractor shall be submitted as a part of the contract with BCSD. If the information contained in the Contractor's Utilization Report changes by the time the contract is executed, the Contractor shall amend the Utilization Report and such amended Utilization Report shall be incorporated into the contract.

#### **Business Enterprise Utilization Report**

List all vendors/subcontractors to be used on this project. All MBEs or WBEs proposed for utilization on this project must be certified by the Small and Minority Business Assistance Office through the State of South Carolina according to the criteria of the Beaufort County School District's Minority Business Enterprise Plan prior to utilization on this project.

In column 2 below, please specify ethnic/racial/gender group as follows:

- AABE African-American Business Enterprise
- HBE Hispanic Business Enterprise
- ABE Asian-American Business Enterprise
- WBE Woman Business Enterprise

Sub- Contractor Name	Gender Group	Address	Phone #	<u>Other</u>	E-Mail
N/A	N/A	N/A	N/A	N/A	N/A

#### **Statement of Intent**

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically, the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business Utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.

Signature 9/4/20	
Date	

Name: Matt Morrison	<u>-</u>
Title: <u>President</u>	
Project: <u>Custodial Servi</u>	ces

Beck Education Services 147 Jackson Street Newnan, GA 30263 (770) 304- 1763

September 8, 2020

Thank you for allowing Beck Education Services the opportunity to submit our proposal to Beaufort County School District for providing custodial services.

Beck Education Services mission is to be a company of excellence. We believe in honoring God, Family, and our Organization. We strive to meet our customers' needs, offer opportunity for employee growth and contribute to the communities we serve.

Beck Education Services is a leading facility services company that has made a dramatic transition from a small, entrepreneurial company to a highly successful corporation. Beck Education Services has been in business for more than 25 years, and has a long-standing tradition of customer service based on hard work and integrity. Currently revenues are close to \$50 million annually and we have over 1800 associates that serve our partners all over the United States.

Our Corporate Headquarters are located in Newnan, GA with clients located in 14 different states. Your primary contact for contract negotiations will be Matt Morrison, Partner- Education Services Division. If you have any questions, please feel free to contact me at (678) 551-3429.

Beck Education Services accepts all the requirements and policies that are outlined in the RFP provided by Beaufort County School District .

Thank you,

Matt Morrison

President/Partner



## **Executive Summary**

Beck Education Services is a leading facility services company that has made a dramatic transition from a small, entrepreneurial company to a highly successful corporation. Beck currently has over 1,800 employees that service account across the United States. Beck Education Services has been in business since 1991, and has a long-standing tradition of customer service based on hard work and integrity.

Beck Education Services has been in business for over 25 years and offers a diverse range of services, which include but are not limited to:

- Full service cleaning programs
- Floor care programs for all types of flooring
- Specialty cleaning services (detailing, power washing, etc.)
- Landscaping services
- Porter services
- Window cleaning services
- > Trash and debris removal
- Recycling
- Light maintenance



St. Helena Elementary School (104,768 square feet)

861 Sea Island Parkway

St. Helena, SC

Regular Occupancy Hours: 7:45 AM – 2:45 PM Monday-Friday

**Adult Education** (16,721 square feet)

1300 King Street

Beaufort, SC

Regular occupancy Hours: 8:00 AM - 5:00 PM Monday - Friday

#### 4.0 INFORMATION FOR OFFEROR TO SUBMIT:

In order to ensure a uniform review process and to obtain the maximum degree of comparability, it is required that proposals be submitted in the format outlined below. **Any portion not included will be cause for possible elimination from the proposal process.** Any portions of the submitted proposal that are to be treated by the District as proprietary and confidential information must be clearly marked as such. Proprietary and confidential information submitted by an Offeror shall not be subject to public disclosure; however, the Offeror must invoke this protection by so stating in writing. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secrets or proprietary information. The classification of the entire proposal document, line item prices and/or total proposal prices as proprietary or trade secret information is not acceptable and may result in rejection of the proposal as nonresponsive. By submission of a proposal, you are guaranteeing that all goods meet the requirements of this RFP.

- 4.0.1 The **Proposal** shall include the information listed below, tabbed and indexed in the following sequence:
  - 4.0.1.1 Offeror shall submit a signed Cover Page and Page Two.
  - 4.0.1.2 Executive Summary:

A business or executive summary of the Offeror's firm. Inclusion of historical and financial information about the firm is encouraged. Section is limited to three (3) pages, exempting financials.

#### 4.0.1.3 Custodial Experience:

Proposer has been providing custodial services to (please check ( $\sqrt{\ }$ ) next to each appropriate type of building(s) serviced and indicate number of years' experience for each checked service area)

X - 12 school district athletic fields for 15 years;

X Publicly owned and operated facilities for 29 years;

X Privately owned and operated facilities for 29 years.



## References

Carroll County Schools 164 Independence Drive Carrollton, GA 30116 Custodial Services

Terry Jones

770-832-3568

Terry.jones@carrollcountyschools.com

6/1/2018- Present

Approx. Contract Amount- \$2,850,000

Coffee County Schools 1311 South Peterson Ave Douglas, GA 31533

**Custodial Services** 

Mike Spikes

912-850-5018

Michael.spikes@coffee.k12.ga.us

6/1/2019- Present

Approx. Contract Amount- \$1,500,000

Butts County Schools 181 Mulberry Street Jackson, GA 30233 Custodial Services

Todd Simpson

770-504-2300

Todd.Simpson@bcss.k12.org

6/1/2016- Present

Approx. Contract Amount- \$675,000

Coweta County Schools- 6 schools

237 Jackson Street Newnan, GA 30263

**Custodial and Maintenance Services** 

Walter Drake

770-712-8881

Walter.drake@cowetaschools.net

6/1/2012- Present

Approx. Contract Amount- \$750,000

**Murray County Schools** 

1006 Green Road

Chatsworth, GA 30705

**Custodial Services** 

Mike Pritchett

706-934-6231

Mike.pritchett@murray.k12.ga.us

1/1/2020- Present

Approx. Contract Amount- \$1,450,000

**PetSmart National Distribution** 

570 International Park

Newnan, GA 30265

**Custodial and Material Handling** 

Tony Rump

770-254-5583

trump@petsmart.com

5/1/2010-Present

Approx. Contract Amount- \$6,500,000





#### CEO

Ryan Brooks primary responsibilities are chief operating officer and associate relations. Ryan received his undergraduate from Auburn University and has had the opportunity to work for large corporations such as American Express, Hilton Hotels and Fidelity National Bank. Quality service, customer satisfaction and associate morale are his main focus. He is an active member of First United Methodist Church in Newnan, Georgia. Ryan also serves as a Boy Scout Leader and has worked with the Boys and Girls Clubs of America, Habitat for Humanity and other civic organizations. He believes that quality service is derived from happy associates. An active tri-athlete and marathon runner, he also serves as the "CHIEF CHEF" for the quarterly associate's picnic.



#### **President- Education Division**

Matt Morrison has over 20 years in Sales, Customer Service and the Building Maintenance field. Matt received a Bachelor of Business Administration degree in Finance from The University of Georgia in 2000. In his career, he has work with large clients such as Lowe's Home Improvement, Belk, and BB&T to find workable solutions to problems they face in their facilities. He enjoys many activities such as running, spending time with friends and family and of course, watching Georgia football.



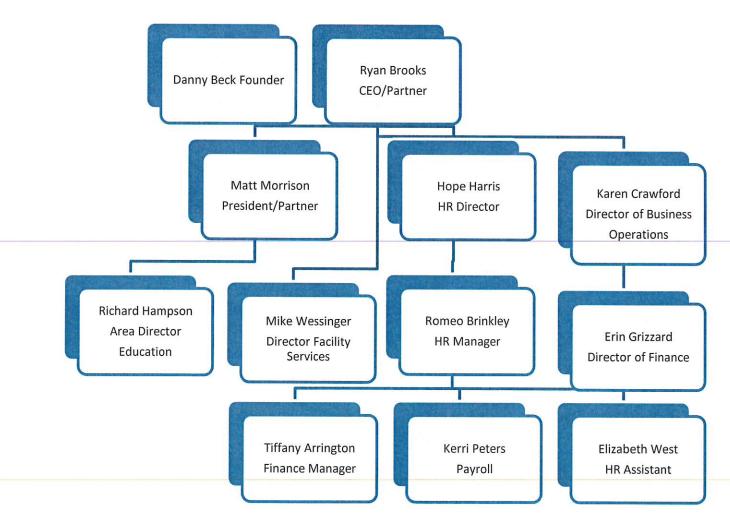
#### Area Director

Richard Hampson has been in Sales and Service of Building Service Contractors since 1998. Richard is currently enrolled in Wilson University taking courses in Christian Leadership. Richard currently serves as Lead Pastor of his local church in Franklin, Ga. In his career he has worked with clients such as Duracell (Gillette), Ga Power, and large school districts Such as Auburn City Schools, Carroll Co Schools, etc.. He enjoys time with his Church, Family, and Friends..



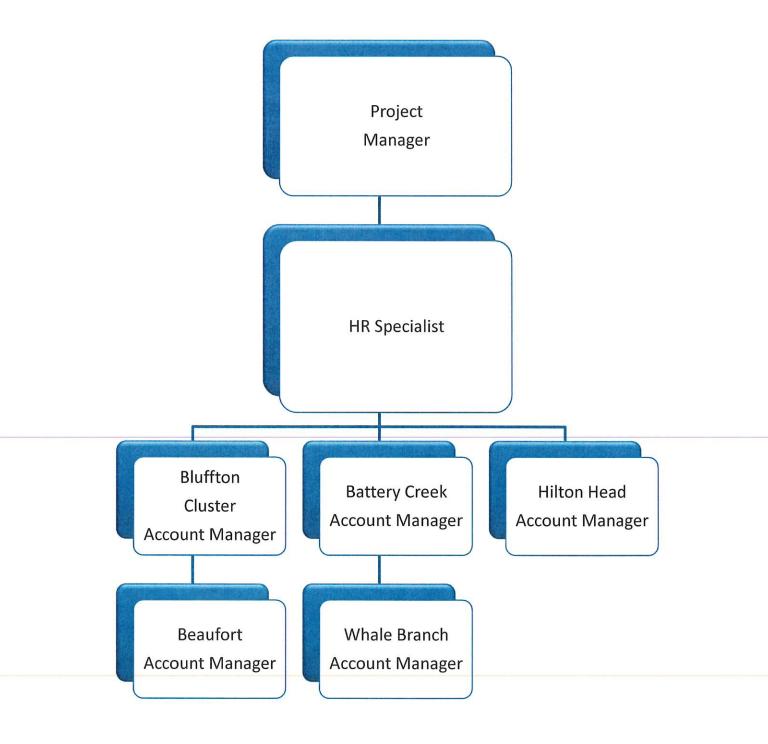
## **Organizational Chart**







## Organizational Chart- Beaufort County Schools





Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Adult Education

Daily:

# Employees (FTE)	Position	Hours
1	Facility Supervisor (Night)	8

	Webbandson
ility Supervisor (Night)	2080
	ility Supervisor (Night)

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

	School/Site:	Battery	Creek High	School
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#### Daily:

# Employees (FTE)	Position	Hours
3	Day Porter	24
1	Facility Supervisor (Night)	8
4	General Cleaners (Night)	32
1	Floor Tech (Night)	8

# Employees (FTE)	Position	Hours
3	Day Porter	6240
1	Facility Supervisor (Night)	2080
4	General Cleaners (Night)	8320
1	Floor Tech (Night)	2080

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Beaufort	Elementary	1

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Beaufort High School

#### Daily:

# Employees (FTE)	Position	Hours
3	Day Porter	24
1	Facility Supervisor (Night)	8
5	General Cleaners (Night)	40
1	Floor Tech (Night)	8

# Employees (FTE)	Position	Hours
3	Day Porter	6240
1	Facility Supervisor (Night)	2080
5	General Cleaners (Night)	10,400
1	Floor Tech (Night)	2080

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Beaufort Middle	

## Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Bluffton Early	/ Childhood	

## Daily:

# Employees (FTE)	Position	Hours
1.	Day Porter	8
1	Facility Supervisor (Night)	8
.5	General Cleaners (Night)	4
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
1	Day Porter	2080
1	Facility Supervisor (Night)	2080
.5	General Cleaners (Night)	1040
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Bluffton Elementary	
	•	

## Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1.5	General Cleaners (Night)	12
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
1.5	General Cleaners (Night)	3120
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Bluffton High School

## Daily:

# Employees (FTE)	Position	Hours
3	Day Porter	24
1	Facility Supervisor (Night)	8
4	General Cleaners (Night)	32
1	Floor Tech (Night)	8

# Employees (FTE)	Position	Hours
3	Day Porter	6240
1	Facility Supervisor (Night)	2080
4	General Cleaners (Night)	8320
1	Floor Tech (Night)	2080

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Bluffton Middle	

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2.5	General Cleaners (Night)	20
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2.5	General Cleaners (Night)	5200
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Broad River Elementary	
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## Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1.5	General Cleaners (Night)	12
.5	Floor Tech (Night)	4

Position	Hours
Day Porter	4160
Facility Supervisor (Night)	2080
General Cleaners (Night)	3120
Floor Tech (Night)	1040
	Day Porter  Facility Supervisor (Night)  General Cleaners (Night)

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Coosa Elementary	

## Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1.5	General Cleaners (Night)	12
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
1.5	General Cleaners (Night)	3120
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Daufuskie Island Elementary	
	•	

## Daily:

# Employees (FTE)	Position	Hours
1	Facility Supervisor (Night)	8

# Employees (FTE)	Position	Hours
1	Facility Supervisor (Night)	2080

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	District Office	

#### Daily:

# Employees (FTE)	Position	Hours
1	Day Porter	8
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
1	Day Porter	2080
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	H E McCracken Middle	

## Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
3	General Cleaners (Night)	24
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
3	General Cleaners (Night)	6240
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Hilton Head Island Elementary CAS

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2.5	General Cleaners (Night)	20
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2.5	General Cleaners (Night)	5200
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Hilton Head Island Early Childhood

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4
		(4)

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2.5	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040
		1.

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Hilton Head Island Elementary

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
4	General Cleaners (Night)	32
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
4	General Cleaners (Night)	8320
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Hilton Head Island High School

#### Daily:

# Employees (FTE)	Position	Hours
3	Day Porter	24
1	Facility Supervisor (Night)	8
4	General Cleaners (Night)	32
1	Floor Tech (Night)	8

# Employees (FTE)	Position	Hours
3	Day Porter	6240
1	Facility Supervisor (Night)	2080
4	General Cleaners (Night)	8320
1	Floor Tech (Night)	2080

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Hilton Head Island Middle	

## Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2.5	General Cleaners (Night)	20
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2.5	General Cleaners (Night)	5200
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: James J Davis Early Childhood

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1	General Cleaners (Night)	8
.5	Floor Tech (Night)	4
		WHILE STATE OF THE

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	2080
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	J	S	Shanklin	Elementar	У

# Daily:

# Employees (FTE)	Position	Hours	
2	Day Porter	16	
1	Facility Supervisor (Night)	8	
1.5	General Cleaners (Night)	12	
.5	Floor Tech (Night)	4	

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
1.5	General Cleaners (Night)	3120
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Lady	Island	Elementary	/
	State of the State			

# Daily:

# Employees (FTE)	Position	Hours
1	Day Porter	8
1	Facility Supervisor (Night)	8
1	General Cleaners (Night)	8
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
1	Day Porter	2080
1	Facility Supervisor (Night)	2080
1	General Cleaners (Night)	2080
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Lady Island Middle	
	*	

# Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
3	General Cleaners (Night)	24
.5	Floor Tech (Night)	4
		47

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
3	General Cleaners (Night)	6240
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Maintenance

Daily:

# Employees (FTE)	Position	Hours
.25	Facility Supervisor (Night)	2

# Employees (FTE)	Position	Hours
.25	Facility Supervisor (Night)	520

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Maintenance Annex (Fire Station)

#### Daily:

# Employees (FTE)	Position	Hours
.25	Facility Supervisor (Night)	2

# Employees (FTE)	Position	Hours
.25	Facility Supervisor (Night)	520

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	May	River High School	

# Daily:

# Employees (FTE)	Position	Hours
3	Day Porter	24
1	Facility Supervisor (Night)	8
5	General Cleaners (Night)	40
1	Floor Tech (Night)	8

# Employees (FTE)	Position	Hours
3	Day Porter	6240
1	Facility Supervisor (Night)	2080
5	General Cleaners (Night)	10,400
1	Floor Tech (Night)	2080

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	MC Riley	Early	Childhood	

#### Daily:

# Employees (FTE)	Position	Hours
1	Day Porter	8
1	Facility Supervisor (Night)	8
.5	General Cleaners (Night)	4
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
1	Day Porter	2080
1	Facility Supervisor (Night)	2080
.5	General Cleaners (Night)	1040
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	MC Riley	Elementary	

Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1	General Cleaners (Night)	8
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	2080
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Mossy	Oak Elementary	

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1	General Cleaners (Night)	8
.5	Floor Tech (Night)	4
,		

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
1	General Cleaners (Night)	2080
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Okatie Elementar	У

# Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1.5	General Cleaners (Night)	12
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours	
2	Day Porter	4160	
1	Facility Supervisor (Night)	2080	
1.5	General Cleaners (Night)	3120	
.5	Floor Tech (Night)	1040	
4			

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Pink House

Daily:

# Employees (FTE)	Position	Hours
.125	Facility Supervisor (Night)	1

# Employees (FTE)	Position	Hours
.125	Facility Supervisor (Night)	260

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Port Ro	yal Elementar	<b>/</b>

# Daily:

# Employees (FTE)	Position	Hours
1	Day Porter	8
1	Facility Supervisor (Night)	8
.5	General Cleaners (Night)	4
.5	Floor Tech (Night)	4

Position	Hours
Day Porter	2080
Facility Supervisor (Night)	2080
General Cleaners (Night)	1040
Floor Tech (Night)	1040
-	
	Day Porter  Facility Supervisor (Night)  General Cleaners (Night)

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

	School/Site:	Pritchardville	Elementary
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# Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2.5	General Cleaners (Night)	20
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2.5	General Cleaners (Night)	5200
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Red	Cedar	Elementary	

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040
		×:

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	River Ridge Acaden	ıy

# Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
3.5	General Cleaners (Night)	28
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
3.5	General Cleaners (Night)	7280
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Robert Smalls International Academy

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1.	Facility Supervisor (Night)	8
3.5	General Cleaners (Night)	28
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
3.5	General Cleaners (Night)	7280
.5	Floor Tech (Night)	1040
	=	

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	St Helena	Elementary
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#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site: Whale Branch Early College High

#### Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
3	General Cleaners (Night)	24
.5	Floor Tech (Night)	4
1		

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
3	General Cleaners (Night)	6240
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

Whale Branch Elementary	
	Whale Branch Elementary

# Daily:

# Employees (FTE)	Position	Hours
2	Day Porter	16
1	Facility Supervisor (Night)	8
1	General Cleaners (Night)	8
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
2	Day Porter	4160
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	2080
.5	Floor Tech (Night)	1040

Contractor must supply a list of the custodial staff by FTE count (one FTE is equal to 2080 paid hours annually) for each School/Site proposed, including Supervisors and Head Custodians.

Identify day custodians separately from evening custodians

School/Site:	Whale Branch Middle	

# Daily:

# Employees (FTE)	Position	Hours
1	Day Porter	8
1	Facility Supervisor (Night)	8
2	General Cleaners (Night)	16
.5	Floor Tech (Night)	4

# Employees (FTE)	Position	Hours
1	Day Porter	2080
1	Facility Supervisor (Night)	2080
2	General Cleaners (Night)	4160
.5	Floor Tech (Night)	1040

#### Implementation Plan

With over 25 years of experience in managing countless new account transitions, Beck Education Services will provide a customized and seamless start-up process for your business. To eliminate the apprehension involved with change, Beck takes extreme care in managing the start-up mode.



Beck's transition process is executed over three identifiable phases.

Our approach in launching a new client account is based on designing and executing a customized transition plan based on the individual needs and environment of the client.

Upon award of the contract, we will implement the following plan to ensure a smooth operation for Beaufort County School District.

# Phase I

- > Implementation Plan Finalization/ Alignment with Customer
- > Establish Implementation Action Plan
- > Establish Dedicated "Core" On-site Transition Team
- > Establish Necessary Tools, Materials, and Processes

# Phase II

- > Establish Baseline Performance Data
- > Staff Recruiting Understand Site & Scope of Services
- ➤ Alignment with Expectations of Customer

# Phase III

- > Start-Up of Services
- > Communication Process Plan Established with Customer
- Continuous Monitoring of Key Performance Indicators.



#### Phase I: Prior to Contract Start-up

#### I. Beaufort County School District

- Designate representative(s) to be contacts for Beck Education Services
- Establish storage space for Beck Education Services
- Organization of keys and access to facilities
- Prepare checklist of all contractor responsibilities
- Coordinate required training for Beck Education Services employees

#### **II. Beck Education Services:**

- Establish a management team to help support and organize the opening process.
- Designate Contract Manager and Area Manager for Schools.
- Coordinate opening process with local office:
  - Place ad/all personnel
  - Interview existing contractor's personnel (if applicable)
  - Hire all personnel/supervision
- Schedule start-up meeting(s) with building representatives.
- Develop job descriptions/area assignments.
- Purchase equipment and supplies.
- Coordinate with Beaufort County School District building representatives on all special procedures; i.e., safety, rules and regulations.
- Orientation of all personnel and begin training necessary for start-up.
- Adapt quality control process to specifically meet the needs of the facility.



#### Phase II: Start-up

**Beck Education Services** 

- Management team on site
- ➤ Continue employee training
- > Regular follow-up with Beaufort County School District building representatives
- > Inspect all phases of operation.

# Phase III: Follow-up

**Beck Education Services** 

- Scheduled meeting(s) with the Beaufort County School District representatives to review progress, fine-tune operation
- > Review inspection process for quality results
- > Evaluate personnel performance
- > Follow-up training



Beck Education Services believes in offering all employees the opportunity for development. We believe our employees are our biggest assets. We know that by investing in the training and development of our employees, we will improve their performance, job satisfaction, and ultimately their retention. Our experience has shown that this investment has a direct effect on their performance, and ultimately, on customer satisfaction.

In this effort, we have partnered with local technical schools, churches, and universities to offer programs and courses to enhance our employees' knowledge and improve their skill set.



#### **Initial Training**

Beck Education Services utilizes a combination of video training seminars and classroom instruction during initial orientation. Video training consist of a ten part series based on best practices of the industry provided by our partner Diversey.

For your reference the title of each video is as follows:

- Cleaning and Disinfecting
- Commit 2 Clean Carpet Care
- Commit 2 Clean Floor Care
- Commit 2 Clean Restroom Care
- Commit2Clean Bloodborne Pathogens
- Dispensing Course
- HAZCOM (F&B)
- Introduction to Cleaning Sanitation v.1
- Operation Room Cleaning (Medical Only)
- Patient Room Cleaning (Medical Only)



Once classroom training is complete, on site training is provided up to eight hours. All employees are required to complete both initial and site specific training courses prior to joining the project teams.

Specific topics covered in all training (video, classroom, and job site) include:

# **Safety Training**

Beck Education Services wants all employees to be healthy, productive, and safe from harm. Our employees receive several hours of general safety training, which covers job safety, lifting, falls, and chemicals. Topics covered in our safety training program include:

- Emergency evacuation (site specific)
- > Safety in the workplace
- > Hazardous materials
- Chemical labels and MSDS (Materials Safety Data Sheets)
- > Slips, trips and falls
- > First Aid
- Back Safety
- Blood borne pathogens
- Wet floor procedures
- Lockout / Tagout

### **Site Specific Training**

The following is an overview of the items in which the janitorial team will be trained:

- Rest Rooms
  - · Supplies needed
  - Method of application
  - The finished product—clean, sanitized restrooms
  - Demonstration
- > Common Area Cleaning
  - Supplies
  - Method of application
  - Policing techniques
  - Cleaning for show
  - Demonstration



# **Cleaning Training Continued**

- ➤ Transport Systems—Cleaning Stairs
  - · Supplies, chemicals, equipment
  - · Application and required standards
  - Policing dictated by traffic
  - · Safety precautions
  - Demonstration
- Dusting
  - Equipment, supplies, chemicals
  - Effective procedures—high and low dusting
  - Safety equipment precautions
  - Work pattern—types of surfaces
  - Demonstration
- Carpet Care
  - · Supplies methods of application
  - · Vacuuming methods, frequencies
  - Shampoo (Bonnet) cleaning or extraction
  - Spotting carpet maintenance techniques
- > Floor Care Resilient, Hard Composition
  - · Routine maintenance
  - Dust mop
  - Damp mop
  - · Chemicals, supplies
  - Reconditioning
  - · Theory of spray buffing
  - · Technique equipment and chemicals
  - Refinishing
  - Demonstration



#### **Cleaning Training Continued**

- ➤ Quality Standards
  - Industry cleaning standards
  - Beck Education Services level satisfied customers
  - Employee evaluated by these standards
  - Discussion
- > Rules, Regulations
  - Attendance policy
  - Theft
  - Response to directives
  - Destruction of property
- Care of Equipment
  - Vacuuming works best when cleaned and bag is emptied often
  - Floor machine operation and maintenance
  - Equipment well maintained works better, lasts longer
  - Safety considerations Do's and Don'ts

# **On-going Training**

To reinforce training, Beck Education Services provides a minimum of one hour training per month. The training is site specific and is executed by the Account Manager/Facility Supervisor.



#### **Health Insurance Options**

Full time employees eligible to participate

Beck Education Services pays percentage of the premium cost for all F/T employees.

#### 401(k)

Full and Part Time employees eligible to contribute after one (1) year <u>and</u> 1000 hours. Beck will match 100% of employee contribution up to 3%, and will match 50% up to 2%

#### **Paid Vacation**

Full time employees eligible to participate

After one year of service, all full time employees are eligible for 35 hours paid vacation. After two years of service, full time employees are eligible for 70 hours paid vacation, and after three years of service, full time employees are eligible for 105 hours paid vacation.

#### Premium Pay for Holidays

Holiday/Premium Rate will apply to the following 6 holidays where we pay our employees time and one half their straight time salary for working on the holiday:

New Years Day	Memorial Day	Independence Day
Thanksgiving Day	Labor Day	Christmas Day

#### **Uniforms**

➤ Provided at NO COST to the employees

### **Special Incentives**

- Employee of the Month
- ➤ Perfect Attendance Program
- ➤ Gift Certificates for Achievements
- Quality Assurance Award Monthly



#### **BECK EDUCATION SERVICES BENEFITS INFORMATION**

#### **HEALTH INSURANCE:**

Health insurance is offered to full time employees within 90 days of employment.

The insurance offering satisfies the individual mandate (minimum essential coverage) under the affordability care act.

Three plans are offered: one is a wellness plan and two are indemnity plans which pay you a dollar amount for specific procedures.

Additionally, Beck offers an accident expense plan which provides a benefit of up to \$1000 or \$3000. This plan does not satisfy the ACA individual mandate by itself.

For full time employees the coverage is effective on the first day of the month following 60 days from the hire date. Part time employees must work one year and accumulate 1560 hours to be eligible. The same rule applies for effective date of coverage.

#### **EXAMPLES:**

Hired full time 02/16/2017. Effective date of coverage would be 05/01/2017.

Hired part time 02/16/2017. Eligible 02/15/2018 (if worked 1560 hours). Effective date of coverage would be 05/01/2018.

#### PERSONAL TIME OFF (PTO):

PTO is earned after one year of service with a minimum of 1,820 hours (1,540 hours in our Educational markets). Upon meeting this requirement, the employee is credited with 35 hours of PTO to be used over the next employment year. PTO increases to 70 hours after meeting the requirement for two consecutive years, and caps out at 105 hours for three consecutive years or more of meeting the hours requirement.

#### **HOLIDAY PAY:**

Holiday pay for full time employees is earned after meeting the one year and 1,820 hours of service (1,540 hours in our educational markets) requirement. Beck recognizes six paid holidays annually. New Years Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day. You must be scheduled to work the holiday in order to receive the holiday pay.



# **Employee Benefits**

#### THE BECK HARVET PLAN (401(K):

Our plan provides employees with the opportunity to save for retirement on a tax-advantaged basis. Eligibility for participation is full time employee, age 21 with one year of service and 1000 hours worked.

There are two entry dates (July 1 and January 1) in each year. IRS regulations restrict your contributions to \$18,000 annually or \$24,000 if over the age of 50.

Beck makes a "safe harbor" matching contribution equal to 100% of your salary deferral which does not exceed 3% of your compensation plus 50% of your salary deferrals between 3% and 5% of your compensation.

The plan offers three types of investments. Equities (stocks), fixed income securities (bonds) and cash equivalents (money market funds, CD's, and treasury bills).

This is a self-directed investment plan

On-line, paper, or telephonic sign up available.

Always have access once you set up your account.

Target date funds available and used as the default funds for new enrollees.



# Uniforms

# Standard Beck Uniform





# EXHIBIT D – EQUIPMENT LIST

Contractor must supply a list of the equipment (initial cost of \$500 or more) to be utilized full-time at the District to adequately perform all cleaning tasks outlined in Section 3 – Scope of Work.

Item	Model	Make	Туре	Replacement Value
Ride on Scrubber	DRS32BT	Betco	Stealth	\$10,000.00
Auto Scrubber	ASO20BT	Betco	Stealth	\$4,800.00
Propane Buffer	XR27	Betco	Optima	\$3,000.00
Propane Stripper	E123-27	Betco	Big Bertha	\$5,000.00
Low Speed	20HD	Betco	Crewman	\$650.00
Wet/Dry Vacuum	E83012	Betco	Workman	\$650.00
Carpet Extractor	E87303	Betco	Fiberpro	\$2,500.00
	301			
		·		



Customer Service: 1-888-GO-BETCO Equipment Tech Support 1-877-856-5954 8AM - 5:30PM EST, Monday - Friday

# CREWMAN™ 20HD



#### 20" Heavy Duty Standard Floor Machine

Betco floor machines are engineered for easy use, rugged durability, and long lasting reliability. Each model comes standard with a heavy duty 1.5 hp motor to take on all cleaning jobs from scrubbing to stripping or carpet bonnet cleaning.

Durable roto-mold base. Heavy duty 1.5 hp motor. Precision balancing reduces operator fatigue. Triple planetary gearbox. Value positioned.

#### Available In

CREWMAN™ 17HD Item #E83013-00

CREWMAN™ 20HD Item #E83014-00

#### **Directions for Use**

#### **Tech Specs**

Cleaning Path

**Brush Motor** Gearbox

1.5 HP, Dual Capacitor Triple Planetary Stainless Steel

Pad Speed Power Supply 175 RPM 120 Volt AC

Power Cord Productivity

50' - 14/3 Gauge Safety Yellow

2,400 sq. ft./hour





Customer Service: 1-888-GO-BETCO Equipment Tech Support 1-877-856-5954 8AM - 5:30PM EST, Monday - Friday

#### **BIG BERTHA®**



#### 30" Propane Stripping Machine

Betco provides the most productive stripping machines eatic provides the most productive stripping machines available today. Built with a tough steel frame and a reliable 603cc Kawasaki V-Twin engine this propane powered machine provides the performance and durability required to quickly handle large areas and excessive finish build ups

A wide 30" stripping path maximizes productivity. Floating shroud contains stripper solution and prevents

Power and performance are boosted with a 17 hp Kawasaki engine.

Rugged powder coated steel construction for heavy use in tough environments.

Triple counter-rotating brushes easily eliminate machine torque. Triple counter-rotating brushes easily remove multiple layers of floor finish in a single pass.

#### Available In

BIG BERTHA& Item #E12327-00

#### Directions for Use

See Operator's Manual for instructions.

#### **Tech Specs**

Scrubbing Path 30"

603cc Kawasaki

Engine Starting System

12 Volt Battery

**Brush Size** 

Steel, UL Approved, OPD Equipped

Scrubbing Pressure 270 Lbs. Length

(3) 11" Brushes

Width Height 57" 33" 44"

Weight Productivity

410 Lbs.

30,000 sq. ft./hour





Customer Service: 1-888-GO-BETCO Equipment Tech Support 1-877-856-5954 8AM - 5:30PM EST, Monday - Friday

# Optima XR - 27 in



#### Optima XR Propane Burnisher - 27 Inch

The new Optima XR (Xtended Run) propane burnisher saves a truckload of propane versus leading competition while delivering top-of-class performance. Betco's exclusive fuel delivery system increases fuel efficiency and can reduce operating costs up to 21% or \$1,100.00 annually. Combine this with simple operation, easy maintenance and an industry-leading warranty and it is the highest value propane burnisher on the market.

#### Features

Kawasaki 603cc Motor
Cast aluminum frame
Large, 12V Starting Battery
Catalytic muffler
Meets EPA Certification
Noise levels of 85 dBa or less
3-year parts & labor warranty / 2-year motor warranty (see warranty for full details)
Options: Centrifugal Clutch, Emissions Monitor & Dust Control

#### Directions for Use

Calculate your savings using the Optima XR Savings Calculator

See Operator Manual for detailed instructions for use and maintenance.

#### **Tech Specs**

Kawasaki 603cc V-Twin Fuel Delivery System Exclusive, high efficiency Pad Size 27-inch Pad Speed 1,450 RPM Productivity Up to 33,750 sq ft / hr Aluminum casting Frame Construction Starting Battery 12V AGM Noise (operator ear) 85 dBa Catalytic Muffler Exhaust System

**EPA** 

Machine Certifications

#### Available In

Optima XR - 27 in Item #E12830-00

Optima XR – 27 in with Dust Control Item #E12850-00





Customer Service: <u>1-888-GO-BETCO</u> Equipment Tech Support <u>1-877-856-5954</u> 8AM - 5:30PM EST, Monday - Friday

### STEALTH™ DRS26BT



### Stealth™ DRS 26" Riding Automatic Scrubber

Stealth™ DRS Automatic Scrubbers feature the new innovative design with Stealth Noise Reduction Technology making it 4 times quieter than other standard automatic scrubbers. The 26" clean path provides maximum productivity while the exclusive one-touch Intelligent Drive Control makes operation simple. With up to 4 hours of runtime large area day cleaning is now a reality.

### Features

24 Volt Power Supply And Maximum Run Time Up To 4 Hours 26" Wide Clean Path for Maximum Productivity, Up To 42,000 Sq. Ft./Hour Locking Head Applies Up To 140 Pounds of Head Pressure One-Touch Intelligent Drive Control System Simple And Easy Maintenance Ultra Quiet Steath Operation, 58 dBA Sound Level Variable Solution Flow Control

### Available In

STEALTH™ DRS26BT Item #E29926-00

Stealth DRS26BT w/ 4-6V 200 AH AGM Bat, 25A Charger Item #E29927-00

### **Directions for Use**

### **Tech Specs**

Clean Path 26"
Scrub Head (2) 13" Disks
Brush Motor (2) 0.6 HP
Brush RPM 170
Standard Head 70 Powerte

Pressure 70 Pounds

Maximum Head Pressure 140 Pounds Traction Motor 0.54 HP Vacuum Motor 0.5 HP Power Supply 24 Volt

Batteries (4) 235 AH Wet Cell or (4) 210 AH AGM

Solution Tank Capacity 29 Gallons Recovery Tank 33 Gallons

Operating Sound Level 58 dBA Length 59"

Width 28" (Without Squeegee)

Height 52"

Productivity Up To 42,000 Sq. Ft/Hr.





Customer Service: 1-888-GO-BETCO Equipment Tech Support 1-877-856-5954 8AM - 5:30PM EST, Monday - Friday

## Stealth ASO20BT w/ 2-12V 130AH Wet Bat 12A External Charger



### 20" Orbital Automatic Scrubber

The new Stealth™ ASO20BT Orbital Scrubber is a dual function workhorse - performing daily cleaning and stripper-free finish removal quickly and easily. Boasting the highest down pressure in the 10-12-gallon scrubber class, it removes the dirty, dingy layers of even the hardest finishes in one pass. Combine this performance with the best overall warranty in its class, you can be confident you've chosen the best.

### Features

Dual function daily scrubber and project work machine Reduce finish removal labor by over 80% versus traditional stripping Highest down pressure in its class increased safety by reducing slip/fall hazards Best overall warranty - including a 2-year isolator warranty Low 60's dBa sound levels are non-disruptive even in the most

noise sensitive environments National Service Network gets you back-up and running quickly

### Available in

Stealth ASO20BT w/ 2-12V 130AH Wet Bat 12A External Charger Item #E89769-00

Stealth ASO20BT w/ 2-12V 110AH AGM Bat 12A External Charger Item #E89770-00

### Directions for Use

### **Tech Specs**

Cleaning 20-inch

Path

Productivity Up to 20,000 sq ft / hour

Head 110 lb

Brush

Motor (1) 0.91 HP

Pad Speed 2,000 RPM

Solution

10.5 Gallons

Tank Recovery

.

Tank

13 Gallons

Vacuum Motor

(1) 0.75 HP

Sound

64 dBa / Eco Mode 62 dBa

Levels Warranty

Tanks: 10-yr / Machine 3-yr / Parts 3-yr / Labor 3-yr

/ Isolator 2-yr (See full Warranty)





Customer Service: 1-888-GO-BETCO Equipment Tech Support 1-877-856-5954 8AM - 5:30PM EST, Monday - Friday

### **WORKMAN® 20**



### 20 Gallon Wet Dry Vacuum

Betco electric wet dry tank vacuums provide powerful performance for a variety of cleaning tasks. Designed for ease of operation and heavy use each machine includes a standard tool kit with accessories for both hard floors and carpets. A wide range of sizes are available to meet any cleaning maintenance need.

### Features

20 gallon capacity.
Easy tip and pour design.
Multi task tool kit included.
Optional front mount squeegee available.
Powerful 1.75 hp motor offers maximum recovery.

### Available in

WORKMAN& 20 Item #E83012-00

### Directions for Use

### **Tech Specs**

Tank Size 20 Gallons 1.75 HP Vacuum Motor Noise Level 65 dB Water Lift 98\* Airflow 125 CFM Power Cord 50" Weight 56 Pounds Tool Kit Included Front Mount Squeegee Optional





Customer Service: 1-888-GO-BETCO Equipment Tech Support 1-877-856-5954 8AM - 5:30PM EST, Monday - Friday

### FIBERPRO® 20



### 20 Gallon Self Contained Extractor

Betco carpet extractors are designed to provide highly productive and professional carpet cleaning. Combining a sleek simple design with a large capacity tank our walk behind machine achieves maximum productivity in large areas without sacrificing maneuverability in smaller areas.

Certified by the Carpet and Rug Institute
Floating Vacuum Shoe for Superior Water Recovery
Large 20 Gallon Solution and Recovery Tanks
Multiple Brush Settings for Maximum Performance
Self Propelled, Variable Speed
Simple Design with Easy to Use Controls

### Available in

FIBERPRO& 20 Item #E87303-00

### Directions for Use

### **Tech Specs**

Clean Path 18" Brush Motor 0.33 HP Vacuum Motor 2.0 HP - 3 Stage Traction Drive Variable Speed Control Water Lift 117" Solution Pump 100 PSI

Solution Tank 20 Gallons Recovery Tank 20 Gallons 49° Length Width 22\* **Height** 41"

Power Supply 115 Volt AC

Power Cord 75

8,000 Sq. Ft./Hr. Productivity



## 7 steps to quality

Beck Education Services's quality program offers a customized set of processes that are implemented and measured throughout our on-site operations at your facility. Our program is constantly changing as we strive to offer more value added solutions. Our program is designed to enable us to meet your needs and expectations in a cost effective and efficient manner.

Beck Education Services utilizes a Quality Assurance Program based on the following seven fundamental tools:

### 1. Pro-active Communication

We know that the key to any successful janitorial program is regular, proactive communication. That's why we establish a consistent form of communication with your team members, our staff, and other key representatives. This will include, but is not limited to, Beck on-site staff attendance at team meetings, safety meetings, etc. In addition, we set meetings that recur on a regular basis to review the overall program and point out any trends, concerns or areas of improvement that need to be addressed. A plan of corrective action and a timeline is established.

## 2. Utilizing Key Performance Indicators (KPIs) to Measure Success

We work with you to establish working standards with a performance measurement guideline to allow Beck Education Services employee and management team, along with your management team, to determine the level of service that is acceptable throughout your facility. These standards are reviewed and operating activities fine-tuned to ensure that the Beck employees exceed the acceptable minimum standards on a regular basis.



## 3. Daily Log/Work Order Reports

These reports alert our on-site supervision to any reoccurring or potential concerns. They also allow us to track areas that may require additional attention and improvement. Work order reports allow us to be aware of all re-occurring problems and help us prepare for any upgrades as we plan for the future.

## 4. Inspections

Beck Education Services performs regularly scheduled inspections to determine the quality of the work being performed. Data from these inspections is used to measure our overall program and allow us to set methods for improvement in the areas needing attention. Past inspections are maintained in a database allowing us to identify trends and areas of enhancement.

## 5. Employee Team Meetings

Team meetings give Beck Education Services the opportunity to review, with the on-site employees, any areas of concern. In addition, they allow the employees to give feedback or ask questions on any area that will help them to improve their work efforts. This is a good time for Beck Education Services to introduce any new safety or training topics, as well as, other important issues of importance. These meetings also promote continuity and a team atmosphere with all employees.

## 6. Customer Surveys

Beck Education Services utilizes an email customer survey program, which allows us to send survey requests to multiple employees within one account. The responses we receive are quantified allowing us to measure the satisfaction of the employees throughout the facility. Survey feedback is incorporated into our on-going improvement plan with deficiencies addressed in writing via a formal action plan.

Customer surveys provide us with constant feedback from various associates, members of management, and staff throughout the facility. Areas of concern or opportunity are noted and addressed accordingly via a formal written action plan. Specific areas are weighted allowing us to evaluate the customer's perception of the overall security program.



## 7. Program Review Meetings

Periodic meetings are held with Beck Education Services and the customer. These allow Beck Education Services to report accomplishments and mutually enables both organizations to establish priorities for the months ahead.

### **Implementation of Quality Program**

Our quality program is implemented by our on-site management team. In addition, our designated customer service associate, area manager, and our corporate management team, perform regular quality audits and customer visits to ensure the acceptable level of service is being performed at your facility.

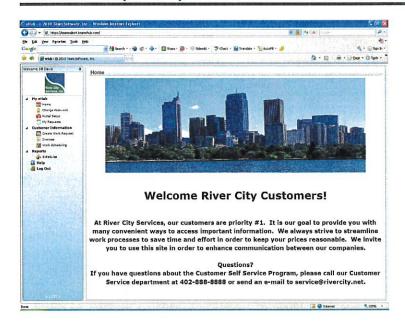






## **eHub Customer Self Service**

### Internet portal for enhanced communication with Beck Education Services

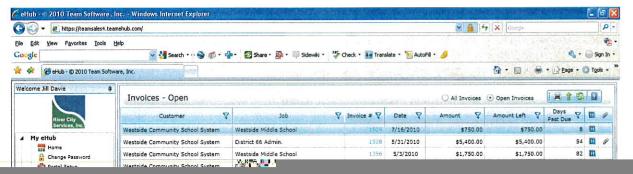


Beck Clients Can log in securely to:

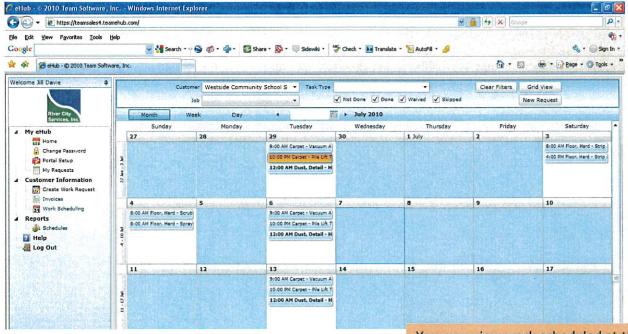
- View current & past invoices
- View & print supporting documentation for invoices
- Reprint an invoice
- View Work Scheduling Calendar
- Request Work
- View/print Work Tickets

The Invoice History is shown below. You may review all invoices or open invoices only. Information displayed includes Invoice Number, Date, Amount, Amount Left and Days Past Due. Your customer can also view a particular invoice and print that invoice.

If you click on the History icon , you will see a history of which users viewed a particular invoice, along with a date and time stamp. Attachments are viewed by clicking the paper clip icon.



## **Operations & Communication**



### Workflow

eHub makes it easy for you to request additional work. Simply complete the screen on the right and submit your request. From here, eHub's Workflow engine automatically routes the request based on your preferences.

- Tolerances may be set to escalate requests if they are not addressed in a timely manner
- Requests are routed intelligently based on the work requested.
- When the request is approved, it may be imported automatically to Beck's Work Scheduling program to create a work ticket
- You can view a history of all requests along with the status of each request

You may view work scheduled at their locations only. From this screen, they may also view and print Work Tickets.

Medium Priority		A CANADA PARA			
*Customer	Westside Commu	unity School S	•		
*Job	Westside High So	chool (10002A)	Jisti		
*Requested By	Bob Sampson				
CC: E-mail Address					
*Request Type	Service		•		
Section/Area	Cafeteria				
Preferred Start Date	8/23/2010				
Preferred Start Time	6:00 PM		Ø		
P.O. Number	15789				
* Short Description	Scrub Floors				
*Work Description	We are hosting a need an extra cle		ng an	d the floors	September 1
Special Instructions	Please do not sta meeting in that a		beca	use of a	1000



### **Environmental Program**

It is Beck Education Services policy to manage our business in an environmentally responsible manner. We will endeavor to protect the quality and diversity of our environment and continually improve our performance in this regard. We will comply with all applicable laws and regulations. We will work with all government agencies regulating our activities, and with responsible citizen organizations within the communities we serve.

Beck Education Services is committed to promoting, creating, and maintaining a safe and healthy workplace and to improving the environmental quality of our operations and surrounding communities. This effort begins with providing safe and hazard-free working conditions. To accomplish these goals, Beck Education Services adheres to the following Environmental & Safety (E&S) principles:

- Minimize any significant adverse environmental impacts or safety/health risks to employees, customers and the public, through the use of integrated E&S management procedures and planning;
- Maintain compliance with all applicable federal, state and local regulations and laws;
- Prevent pollution, reduce waste emissions, and commit to reuse, recovery and recycling;
- Secure and maintain all applicable permits and other regulatory approvals required for operations; and
- Continually assess and anticipate future E&S laws and regulations and the effects they may have on our operations.

Beck Education Services is committed to continuous improvement in all activities with focus on pollution prevention, waste minimization, and reduction in use of chemical raw materials. We work to improve our products and processes to reduce any negative impact on the environment, safety, and health.



### **Green Cleaning**

Beck Education Services has teamed with Johnson Diversey and their "Responsible Solutions" program to develop a comprehensive green cleaning solution for our entire customer base. A complete description of this program available upon request.



Highlights of this program include the following:

### Utilizing "Green Seal" cleaning chemicals only

These chemicals include general purpose, washroom, and glass cleaning products that meet Green Seal's Standard for Industrial and Institutional Cleaners. Beck Education Services is currently using "Green Seal" cleaning chemicals for all sites.

### Utilizing microfiber dusting cloths and flat mops

Cleaning with microfiber products is environmentally friendly because chemical use can be minimized. Microfiber products are lint free, extremely soft and do not scratch surfaces, but at the same time, they are sturdy and tough on dirt. Test results show microfiber can reduce bacteria levels by 96%. Beck Education Services is currently using microfiber products at a majority of our customer sites.

### Utilizing vacuums with HEPA filters

This will minimize the amount of dust thrown into the air by traditional vacuum cleaners. Beck Education Services currently utilizes HEPA filter vacuums when requested by the customer.

### Paper products

Beck Education Services currently uses "eco-friendly" paper products for all consumables purchased through our supply house.

### Trash liner change policy

In order to limit the amount of waste created by trash liners, Beck Education Services has implemented the following policy for all sites: Trash liners will only be replaced if food items are left in the receptacle or the liner is soiled or broken in some capacity. This will reduce the amount of plastic waste thrown back into the environment.



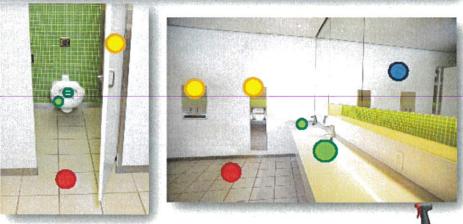


## **Product Solutions for Schools**

In the Classroom.



In the Restroom...





SC Johnson Professional Floor Care System

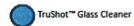
TruFill™ Neutral Floor Cleaner





Use Trufill\* Dispensing System wi Trufill\* Hose Hook-up Kit)









TruShot™ Restroom
Disinfectant Cleaner\*







\*Note: Use only with TruShot™ Disinfectant Trigger Dispenser marked for use with Disinfectant Chemistries. The TruShot™ Disinfectant Trigger Dispenser can only be used with Disinfectant Chemistries.









The items marked with ore certified to ECOLOGO standards UL 2759 - 2011 Standard for the Sustainability for Hard Surface Cleaners. These ECOLOGO standards set metrics for a wide variety of environmental and other criteria, including in the following categories: materials and packaging; human health and environment; and product performance and

For more information and to view specific standards to which the products have been certified, please visit ul.com/el.

TruShot™ Glass Cleaner

Item #'s:

Ammoniated: 681024 / 681026

Non-Ammoniated: 681025 / 681027





### **Recommended Surfaces:**

- Glass
- Mirrors

### TruShot™ Multi-Surface Cleaner





### Recommended Surfaces:

Use on a variety of non-porous

- surfaces
- **Floors** Walls
- Countertops

### TruShot™ Power Cleaner & Degreaser Item #: 681021



### Recommended Surfaces:

Use on a variety of non-porous surfaces

- Sinks
- Countertops
- Stove tops
- Oven hoods



TruShot™ Restroom Cleaner (Non-Disinfectant)

Item #: 681022



### Recommended Surfaces:

Use on Restroom Surfaces

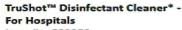
- Toilets
- Tile
- Tubs
- **Shower Doors**
- Sinks
- Faucets

### DISINFECTANT CLEANERS



For non-porous restroom surfaces

- Toilets
- Tubs
- Tiles
- Faucets



Item #: 689950

### **Recommended Surfaces:**

For virtually any hard, nonporous surface

- Countertops
- Stainless Steel
- Sinks
- Tubs
- Doorknobs
- Floors
- Walls
- **Garbage Cans**

\*Note: Use only with TruShot\*\* Disinfectant Trigger Dispenser (part # 690707) marked for use with Disinfectant Chemistries. The TruShot\*\* Disinfectant Trigger Dispenser can only be used with Disinfectant Chemistries.







## RESTROOM CARE AND CLEANING PROCEDURES

### CUIDADO Y PROCEDIMIENTOS DE LIMPIEZA PARA BAÑOS

### STEP 1 PASS 1

### PREPARE THE AREA.

- 2. Announce yourself.
- 3. Close restroom with proper signage.

### PREPARE EL ÁREA

- Anunciese
- 3. Cierre el baño colocando letreros adecuados.



### STEP 2 PASS 2

### REMOVE TRASH AND REPLACE BAGS. SWEEP FLOORS.

QUITE LA BASURA Y REEMPLACE LAS BOLSAS. BARRA LOS PISOS.



### STEP 2 PASS 2

### APPLY TOILET BOWL CLEANER AND RESTROOM CLEANER.

 Apply toilet bowl cleaner on the inside and outside of toilets and urinals. Apply restroom cleaner to sinks, countertops and walls where needed.

3. Allow cleaner to dwell for 5 minutes while completing other cleaning procedures.



- Aplique el limpiador para inodoros al interior y exterior de los inodoros y uninarios.
- Aplique el limpiador para baños a los lavabos, cubiertas y paredes según se necesite.
   Deje actuar el limpiador durante 5 minutos mientras completa otras tareas de limpieza.

### STEP 4 PASO 4

### CHECK SOAP DISPENSER AND TOILET PAPER. REPLENISH IF NECESSARY.

VERIFIQUE EL DISPENSADOR DE JABÓN Y PAPEL HIGIÉNICO. REABASTÉZCALOS SI ES NECESARIO.



### STEP 5 PASS 5

### **DUST SURFACES AS NEEDED.**

DESEMPOLVE LAS SUPERFICIES SEGÚN SE NECESITE.



TOOLS USED: Proper signage, cleaning doths and paper towels, toilet brush, string mop

CLEANING SCHEDULE: Daily or as needed for heavy soil build-up on restroom surfaces. PREPARATION: Collect all tools, equipment and products required. Review MSDS, product labels and caution statements. Choose appropriate safety equipment.

SPECIAL DIRECTIONS: Wear chemical-resistant gloves to help minimize contact with germs in the restroom facility. Use eye protection to guard against chemical splashes when deaning toilets and urinals.

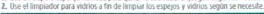
### STEP & PASO &

### CLEAN ALL SURFACES.

1. Use a damp cloth or sponge to remove soil. Rinse if necessary. 2. Use glass cleaner to clean mirrors and glass as needed.



Use un trapo o esponia húmeda para quitar la suciedad. Enfuaque según se necesite



### STEP 7 PASS 7

### CLEAN TOILETS AND URINALS.

1. Brush interior surfaces (including under the rim) of bowls and urinals

2. Wipe down exterior surface of toilets and urinals with clean cloth or paper towel.

3. Flush toilet to complete procedure.

### **LIMPIE LOS INODOROS Y URINARIOS**

Cepille todas las superficies interiores (incluso debajo del reborde) de los inodoros y urinarios.

2. Seque las superficies exteriores de los inodoros y urinarios con un trapo limpio o una

3. Tire de la cadena para completar el procedimiento

### STEP 8 PASS 8

### MOP FLOORS.

1. Prepare cleaning solutions using floor cleaner. Dilute per instruction

With a clean, string mop, apply cleaner to floor with back and forth motion. Wring out mop as needed.

### TRAPEE LOS PISOS

1. Prepare las soluciones de limpieza con el limpiador para pisos. Diluve de acuerdo con las instrucciones.

Aplique el limpiador al piso con un trapeador con fibras de mecate limpio usando un movimiento hacia adelante y atrás. Escurra el trapeador según se necesite.

### RETURN RESTROOM TO SERVICE.

Check your work. Be sure all areas are completely clean.
 Spray air & odor eliminator as needed.

Remove any signage and lock or secure cleaning products in your cart or utility closet.

### **VOLVER A PONER EL BAÑO EN SERVICIO**

1. Revise su trabajo. Asegúrese de que todas las áreas estén completamente

Rocie el Ambientador y Eliminador de olores según se necesite.

Quite todos los letreros y guarde bajo flave los productos de limpieza de su carrito o clóset de conseriería.

HERRAMIENTAS A UTILIZAR: Letreros adecuados, trapos y toallitas de papel, cepillo para inodoros, trapeador con fibras de mecate y cubeta.

HORARIO DE LIMPIEZA: Diario o según se necesite para limpiar acumulaciones espesas de

suciedad en superficies de baños. PREPARACIÓN: Reúna todas las herramientas, equipos y productos que se requieren. Consulte las FDS, etiquetas de productos y declaraciones de precaución. Seleccione el

equipo de seguridad adecuado.

INSTRUCCIONES ESPECIALES: Use guantes resistentes a químicos para ayudar a minimizar el contacto con gérmenes en instalaciones de baños. Al limpiar inodoros y urinarios use una protección ocular par proteger contra salpicaduras de productos químicos.

For product or procedure questions contact SCJ Customer Service Technical Support at 800-294-3632 Para preguntas sobre los productos o procedimientos, llame a la Asistencia Técnica del Servicio a Clientes al 800-294-3632.



## Floor Stripping Procedures Continued

### Stripping the Floor:



**Step 1**: With your mop and bucket, apply the stripper to the floor by outlining the perimeter of your work area. Then fill in the interior by using an overlapping figure 8 motion with the mop head.







Step 2: Use an edge tool or floor scraper to remove the floor finish next to baseboards and in corners or hard to reach areas.

Re-wet floor as necessary to loosen finish.

**Step 3**: Use the machine to remove the finish, after installing the correct pad on the machine, according to the manufacturer's recommendation.



### Using a rotary machine:

1) outline the perimeter of your work area, and then box out a smaller area at the far side of the work area and swing the machine back and forth. Repeat this process until you've covered the entire floor.





2) Remove the stripper slurry from the work area:

Option 1: With a wet vac, use a back and forth motion going across the work area starting back to front.

Option 2: Use a mop and bucket filled with clean rinse water to pick up the slurry solution.

Use SC Johnson Professional® Hyper Concentrate Floor Stripper.





## Floor Finish

## Completing the Task:



Step 1: Allow 24 hours before burnishing.



Step 2: Discard the trash can liner and any unused finish.

Do not store finish in the mop bucket

Do not return unused finish to the container

Use SC Johnson Professional® Multi-Surface Floor Finish Plus Sealer.



**Step 3**: Thoroughly rinse all tools, mops and applicators.



**Step 4**: After the floor is completely dry, remove the blockades and return the area to service.





To protect the finish, clean it daily using SC Johnson Professional Heavy Duty Neutral Floor Cleaner.





### Two Devices. In One. Mist Fogger/Blower.

The *GenEon Mist* is ideal for large open areas and is perfect for spraying and cleaning bathrooms, classrooms, walk- in freezers, hotel rooms, medical facilities, ambulances, and other hard-to-reach places. The compact design allows for ease of use.

When the *Mist* is combined with solutions from one of GenEon's on-site generators, it makes for the perfect system to help you create a cleaner, healthier, and saferenvironment.

### The Mist is ideal for:

- Mold and mildew remediation
- Odor elimination
- •Adjustable flow rate for moisture control and blower speed
- •Sanitizing and disinfecting hard-to-reach places
  - y use with its hand-held and user friendly design
- Increasing productivity
- •Use in tough environ for with its du one and rugged design
- •Large open ace suncted in

- Bathrooms
- Classroom
- Community Rooms

The MIST combined with

solutions from GenEon's Trio Rx as a Fast Responder tool

to eliminate pathogen in large areas. This technology is proven effective in schools and universitie

### "Where is it used?"

GenEon's Mist can support a wide variety of industry
Medical/Healthcare, Commercial Food Production

g: Janitorial, Environmental Service, Version of the Project of On, Hospitality (1995)

### "What users are saying?"

"I am writing this letter to share some interesting findings, I am the Manager of Environmental Services at the Westminster Schools in Atlanta. For the past few years during football and wrestling season we had some issues with odors in the locker room and a few cases of staph infections. I am pleased to announce that this year we were able to remove the odors and did not have any cases of staph. This was made possible by the purchasing of the GenEon Trio and the fogging machine. We simply developed a weekly routine of fogging our wrestling and weight rooms along with the showers and were able to keep bacteria and germs from spreading.

I would strongly recommend this product to anyone who may have the same challenges that I was having, it works.

... Manager of Env. Srv., The Westminster School"







### How it works

The Mist works with Solutions generated from GenEon's On-Site Generators including:

Trio Rx

Trio™ maxx





### **Specifications**

Particle Size	20-50 um
Tank Capacity	3L / .8 gal
Dimensions	160 mm x 550 mm x 250 mm 6.2 in x 22 in x 9.8 in
Weight	3.1 kg / 6.8 lbs.
Power	110 - 220 V
Cord Length	6 m / 19.6 ft.

Immerse-a-clean

### **Ideal with GenEon solutions**

for: Sanitizing/Disinfecting

Kitchen Areas Chopping Boards Toilet Bowl Counter Tops Blood Matter Organic Matter Food Areas Freezers Common Areas Hallways Classrooms

GenEon solutions are a safer and sustainable alternative to traditional chemical products and are comprised of only natural minerals, water, and energy – an ideal solution for a healthier environment.

H20 Management Limited. PO BOX 337, SALE, CHESHIRE, M33 5XY | Tel: 0161 976 2363

Email: info@h20manager-geneon.co.uk | www.h20manager-geneon.co.uk



## **Custodial Supplies Procurement**

Beck Education Services agrees to provide all supplies and have them approved, in advance of use, by the CASO or designated representative. We will provide all dispensers and repair any broken dispensers as well as repair any areas occupied by previous device so that area has a uniform finish to match existing wall.



## **Key Control Policy**

Beck Education Services will adhere to the Beaufort County School Districts Key Control Policy if awarded contract.



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# Budget Income Statement %

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	This	This Period	This Period	eriod	This Period	Year To Date	Date	Year To Date	Date	Y-T-D
	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Revenue										
Service Income	10,710,530	67.12%	10,532,774		177,756	10,710,530	67.12%	10,532,774	70.30%	177,756
Hourly Service Income	4,572,600	28.66%	4,227,582	7	345,018	4,572,600	28.66%	4,227,582	28.22%	345,018
Project Income	318,640	2.00%	2,237		316,403	318,640	2.00%	2,237	0.01%	316,403
Utility Income	95,684	0.60%	38,352		57,332	95,684	0.60%	38,352	0.26%	57,332
Product Resale Income - SHP	20,520	0.13%	20,520		0 0	20,520	0.13%	20,520	0.14%	0 65
Product/Service Resale Income	214,079	1.34%	141,600	0.95%	72,479	19 800	1.34%	141,600	0.95%	0,4/9
Equipment Relian Income Revenue Adjustments Income	215	0.00%	0		215	215	0.00%	0	0.00%	215
	מאס ניחס ח	1 2000	14 082 865	100000	202 090	15 952 068	99 97%	14 982 865	100.00%	969.203
lotal kevenue	20,706,01	0/2/6:66								
Labor Expense										
Supervisory Labor	946,460	5.93%	943,453	6.30%	(3,007)	946,460	5.93%	943,453	6.30%	(3,007)
Janitorial Labor	8,436,307	52.87%	8,936,218	59.64%	499,911	8,436,307	52.87%	8,936,218	59.64%	499,911
Janitorial Overtime Premium Labor	89,773	0.56%	47,388	0.32%	(42,385)	89,773	0.56%	47,388	0.32%	(42,385)
Training Labor	2,490	0.02%	_	%00.0	(2,490)	2,490	0.02%	0	%00.0	(2,490)
Holiday Labor	41,325	0.26%	27,204	0.18%	(14,121)	41,325	0.26%	27,204	0.18%	(14,121)
Vacation Labor	65,021	0.41%	22,251	0.15%	(42,770)	65,021	0.41%	22,251	0.15%	(42,770)
Sub-Contracted Labor	883,983	6.17%	245,846		(738,137)	883,983	6.17%	245,846	1.64%	(738,137)
Utilties Labor	87,716	0.55%	54,000		(33,716)	87,716	0.55%	24,000	0.36%	(33,716)
Utilities Overtime Premium Labor	2,529	0.02%	0	%00.0	(2,529)	2,529	0.02%	0	%00.0	(2,529)
Total Labor Expense	10,655,605	%82'99	10,276,360	68.59%	(379,245)	10,655,605	66.78%	10,276,360	68.59%	(379,245)
Materials Expense										
Supply Budget	0	0.00%	211,720	1.41%	211,720	0	0.00%	211,720	1.41%	211,720
Chemicals - Product Expense	124,656	0.78%	2,330		(122,326)	124,656	0.78%	2,330	0.02%	(122,326)
Linens - Product Expense	16,557	0.10%	170	0.00%	(16,387)	16,557	0.10%	170	%00.0	(16,387)
Laundry Services	15,053	0.09%	3,980		(11,073)	15,053	0.09%	3,980	0.03%	(11,073)
Equipment - Product Expense	15,891	0.10%	(11,961)		(27,852)	15,891	0.10%	(11,961)	-0.08%	(27,852)
Stripper/Wax Supplies	137,746	0.86%	150,715		12,969	137,746	0.86%	150,715	1.01%	12,969
Supplies - Product Expense	89,143	0.56%	1,960		(87,183)	89,143	0.56%	1,960	0.01%	(87,183)
Product Expense -Resale (Key Maint.)	14,690	0.09%	15,120		430	14,690	0.09%	15,120	0.10%	430
Product/Service Expense -Resale	156,225	0.98%	009,66		(56,625)	156,225	0.98%	009'66	0.66%	(56,625)
Project Work Expense	17,726	0.11%	0		(17,726)	17,726	0.11%	0	0.00%	(17,726)
Consumables Expense	235,873	1.48%	207,183		(28,690)	235,873	1.48%	207,183	1.38%	(28,690)
Account Start-Up Material Expense	19,360	0.12%	40,056		20,696	19,360	0.12%	40,056	0.27%	20,696
Sales Tax	32,019	0.20%	12,000	0.08%	(20,019)	32,019	0.20%	12,000	0.08%	(20,019)
Company Totals										

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		This	This Period	This	This Period	This Period	Year To Date	Jate	Year To Date	Date	Y-T-D
		Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Use Tax Shipping And Freight Cost		20,158	0.13%	15,230	30 0.10%	(4,928)	20,158	0.13%	15,230	0.10%	(4,928)
		00010				(200/=)			200/2		(200/-)
Total Materials Expense		900,100	5.64%	751,103	5.01%	(148,997)	900,100	5.64%	751,103	5.01%	(148,997)
Total Labor And Materials		11,555,705	72.42%	11,027,463	33 73.60%	(528,242)	11,555,705	72.42%	11,027,463	73.60%	(528,242)
**Gross Margin**		4,396,363	27.55%	3,955,402	26.40%	440,961	4,396,363	27.55%	3,955,402	26.40%	440,961
Variable Expense											
Employee Recruitment		17,916	0.11%		0 0.00%	(17,916)	17,916	0.11%	0	0.00%	(17,916)
Employee Lunch/Event		34,471	0.22%	6,800		(27,671)	34,471	0.22%	6,800	0.05%	(27,671)
Employee Gift Expense		760'6	%90.0	2,176	76 0.01%	(6,921)	260'6	0.06%	2,176	0.01%	(6,921)
Uniform/Badge Expense		54,516	0.34%	37,497		(17,019)	54,516	0.34%	37,497	0.25%	(17,019)
Employee Training & Education		160	%00.0		0 0.00%	(160)	160	%00.0	0	%00.0	(160)
Education Reimbursement		3,039	0.02%		0.00%	(3,039)	3,039	0.02%	0	%00.0	(3,039)
Employee Wellness Program		195	0.00%	180		(15)	195	0.00%	180	%00.0	(15)
Employee Expense Other		13	0.00%			(13)	13	0.00%	0	%00.0	(13)
Employee Expense - Drug Screens/Background Che	ens/Background Ch	le 16,142	0.10%	4,416		(11,726)	16,142	0.10%	4,416	0.03%	(11,726)
Equipment Maintenance/Repair - Operation	- Operation	38,776	0.24%	36,393		(2,383)	38,776	0.24%	36,393	0.24%	(2,383)
Propane		2,301	0.01%	1,500		(801)	2,301	0.01%	1,500	0.01%	(801)
Batteries		9,341	0.06%			(9,341)	9,341	0.06%	0	%00.0	(9,341)
Cell Phones		39,815	0.25%	32,337		(7,478)	39,815	0.25%	32,337	0.22%	(7,478)
Vehicle Maintenance - Operations	SL	24,539	0.15%	7,300		(17,239)	24,539	0.15%	2,300	0.05%	(17,239)
Vehicle Gas & Oil - Operations		54,494	0.34%	47,018		(7,476)	54,494	0.34%	47,018	0.31%	(7,476)
Vehicle Leasing - Operations		8,087	0.05%	15,653		7,566	8,087	0.05%	15,653	0.10%	2,566
Vehicle Taxes & Registration - Operations	Operations	8,619	0.05%	1,3		(7,297)	8,619	0.05%	1,322	0.01%	(7,297)
Vehicle Mileage Reimbursement - Operations	: - Operations	12,411	0.08%			(12,411)	12,411	0.08%	0	%00.0	(12,411)
Customer Claims/Damages/Misc		3,302	0.02%	1,700		(1,602)	3,302	0.02%	1,700	0.01%	(1,602)
Bonding Insurance Cost		10,839	0.07%			(10,839)	10,839	0.02%	0	%00.0	(10,839)
Bonus - Operations/Other		34,350	0.22%	2,500		(31,850)	34,350	0.22%	2,500	0.02%	(31,850)
Bonus - Education Market		22,820	0.14%		0.00%	(22,820)	22,820	0.14%	0	%00.0	(22,820)
Bonus - Office		15,207	0.10%		_	(15,207)	15,207	0.10%	0	0.00%	(15,207)
Vehicle Allowance		171,636	1.08%	150,260		(21,376)	171,636	1.08%	150,260	1.00%	(21,376)
Customer Meals/Entertainment		7,501	0.05%	5,440		(2,061)	7,501	0.05%	5,440	0.04%	(2,061)
Customer Gift Expense		3,068	0.02%	200		(2,568)	3,068	0.02%	200	%00.0	(2,568)
Chamber Expense		3,000	0.02%	3,000		0	3,000	0.02%	3,000	0.02%	0
Advertising		17,835	0.11%	13,600		(4,235)	17,835	0.11%	13,600	%60.0	(4,235)
Miscellaneous Other Expenses		(461)	%00.0		0 0.00%	461	(461)	0.00%	0	%00.0	461

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	Actual	Ratio	Budget	Katio	Variance	Actual	Katio	Budget	Катіо	variance
Total Variable Expense	623,026	3.90%	369,592	2.47%	(253,434)	623,026	3.90%	369,592	2.47%	(253,434)
Facilities Fixed Expense										
Salaried Labor Expense										
Administrative Labor	3,900	0.02%	3,900	0.03%	0	3,900	0.02%	3,900	0.03%	0
Executive Labor	160,350	1.00%	113,568	0.76%	(46,782)	160,350	1.00%	113,568	0.76%	(46,782)
Finance Labor	152,783	%96.0	59,196	0.40%	(93,587)	152,783	0.96%	59,196	0.40%	(93,587)
HR Labor	157,460	0.99%	85,200	0.57%	(72,260)	157,460	0.99%	85,200	0.57%	(72,260)
Facilities Labor	84,558	0.53%	74,400	0.50%	(10,158)	84,558	0.53%	74,400	0.50%	(10,158)
Education Labor	162,376	1.02%	159,060	1.06%	(3,316)	162,376	1.02%	159,060	1.06%	(3,316)
Education Admin Labor	143,594	0.90%	256,800	1.71%	113,206	143,594	0.90%	256,800	1.71%	113,206
Retirement Labor	26,400	0.17%	21,600	0.14%	(4,800)	26,400	0.17%	21,600	0.14%	(4,800)
Total Salaried Labor	891,421	5.59%	773,724	5.16%	(117,697)	891,421	5.59%	773,724	5.16%	(117,697)
Fixed Expense										
Rent	84,178	0.53%	84,178	0.56%	0	84,178	0.53%	84,178	0.56%	0
Building Maintenance And Repair	9,095	0.06%	13,600	0.09%	4,505	9,095	0.06%	13,600	0.09%	4,505
Telephone/Internet/Digital T.V. Expense	6,764	0.04%	4,800	0.03%	(1,964)	6,764	0.04%	4,800	0.03%	(1,964)
Personal Property Taxes	5,843	0.04%	3,500	0.02%	(2,343)	5,843	0.04%	3,500	0.02%	(2,343)
Medical/Dental Insurance Expense	70,278	0.44%	71,290	0.48%	1,012	70,278	0.44%	71,290	0.48%	1,012
Equipment Rental/Leasing - Operation	3,530	0.02%	0	0.00%	(3,530)	3,530	0.02%	0	%00.0	(3,530)
Vehicle - Depreciation Operations	27,157	0.17%	14,843	0.10%	(12,314)	27,157	0.17%	14,843	0.10%	(12,314)
Vehicle Depreciation - Administration	966'98	0.23%	43,764	0.29%	6,768	36,996	0.23%	43,764	0.29%	6,768
Machinery & Equipment Depr. Exp.	76,440	0.48%	68,857	0.46%	(7,583)	76,440	0.48%	68,857	0.46%	(7,583)
Office Equip - Depr. Exp.	4,272	0.03%	2,638	0.02%	(1,634)	4,272	0.03%	2,638	0.02%	(1,634)
Furniture And Fixture Depreciation	4,321	0.03%	252	0.00%	(4,069)	4,321	0.03%	252	0.00%	(4,069)
Vehicle Insurance	23,961	0.15%	25,993	0.17%	2,032	13,961	0.15%	25,993	0.17%	2,032
Property Insurance	1,2/4	0.01%	732	0.00%	(542)	11,274	0.01%	4 200	0.00%	(242)
Conformat Librith Tourness	11,737	0.07%	7,056	0.0378	(11,326)	18,737	0.07	7.056	0.05%	(11 376)
D&O Togusance	26,422	0.12%	000,	0.00	(525)	525	0.00%	000	%00.0	(525)
General Liability Insurance Expense	202 17	0.45%	67.830	0.45%	(3.375)	71.205	0.45%	67.830	0.45%	(3,375)
Worker's Compensation Insurance Expense	489.217	3.07%	512,338	3.42%	23,121	489,217	3.07%	512,338	3.42%	23,121
Company 401(K) Match	49,024	0.31%	43,618	0.29%	(5,406)	49,024	0.31%	43,618	0.29%	(5,406)
Coulded Statement West	The state of the s					1				100000
Total Fixed Expense	994,250	6.23%	969,489	6.47%	(24,761)	994,250	6.23%	969,489	0.47%	(74',01)
	1 005 671	7000 ++	1 743 213	11.63%	(142.458)	1.885.671	11.82%	1.743,213	11.63%	(142,458)
iotal Salaned And Fixed Exp	1,0,000,1	11.62%			(22./2.2)					

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	This	This Period	This Period	iod	This Period	Year To Date	Oate	Year To Date	Date	Y-T-D
	Actual	Ratio Bu	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Other Fixed Expense							50		1	
Hotel/Travel Expenses	74,342	0.47%	000'29	0.45%	(7,342)	74,342	0.47%	000'29	0.45%	(7,342)
Postage	8,697	0.05%	2,000	0.01%	(269'9)	8,697	0.05%	2,000	0.01%	(6,697)
Reproduction And Printing	4,081	0.03%	2,100	0.01%	(1,981)	4,081	0.03%	2,100	0.01%	(1,981)
Office Supplies	15,164	0.10%	0006	%90.0	(6,164)	15,164	0.10%	000'6	0.06%	(6,164)
Office Breakroom/Food/Drinks	954	0.01%	200	0.00%	(454)	954	0.01%	200	%00.0	(454)
Computer Maintenance	1,410	0.01%	2,000	0.01%	290	1,410	0.01%	2,000	0.01%	290
Computer Supplies	8,536	0.05%	000′9	0.04%	(2,536)	8,536	0.05%	6,000	0.04%	(2,536)
Donations	44,889	0.28%	25,000	0.17%	(19,889)	44,889	0.28%	25,000	0.17%	(19,889)
Dues & Subscriptions	5,629	0.04%	1,500	0.01%	(4,129)	5,629	0.04%	1,500	0.01%	(4,129)
Vehicle Maintenance - Administration	10,126	0.06%	1,800	0.01%	(8,326)	10,126	0.06%	1,800	0.01%	(8,326)
Vehicle Gas And Oil - Administration	15,694	0.10%	8,400	0.06%	(7,294)	15,694	0.10%	8,400	0.06%	(7,294)
Vehicle Tax And Registration - Administration	1,350	0.01%	2,350	0.02%	1,000	1,350	0.01%	2,350	0.02%	1,000
Interest Expense	32,951	0.21%	28,747	0.19%	(4,204)	32,951	0.21%	28,747	0.19%	(4,204)
Bad Debt Expense	81	0.00%	0	0.00%	(81)	81	0.00%	0	%00.0	(81)
Fees - Team Software	59,024	0.37%	48,480	0.32%	(10,544)	59,024	0.37%	48,480	0.32%	(10,544)
Fees - Accounting/CPA	25,311	0.16%	10,000	0.07%	(15,311)	25,311	0.16%	10,000	0.07%	(15,311)
Fees - Payroll/Benefit Services	9,546	%90.0	0	0.00%	(9,546)	9,546	%90.0	0	%00.0	(9,546)
Fees - Legal/Collection	996'09	0.38%	6,700	0.04%	(54,266)	996'09	0.38%	6,700	0.04%	(54,266)
Fees - 401(K)	5,356	0.03%	0	0.00%	(5,356)	2,356	0.03%	0	%00.0	(5,356)
Fees - Banking Services	6,432	0.04%	1,300	0.01%	(5,132)	6,432	0.04%	1,300	0.01%	(5,132)
Fees - IT Services	23,632	0.15%	0	0.00%	(23,632)	23,632	0.15%	0	%00.0	(23,632)
Fees - Salesforce	21,889	0.14%	0	%00.0	(21,889)	21,889	0.14%	0	%00.0	(21,889)
Fees - Leasing Documentation Fee	0	%00.0	1,800	0.01%	1,800	0	%00.0	1,800	0.01%	1,800
Accounts Receivable Write Offs	2,737	0.02%	0	0.00%	(2,737)	2,737	0.02%	0	0.00%	(2,737)
Total Other Fixed Expense	438,796	2.75%	224,677	1.50%	(214,119)	438,796	2.75%	224,677	1.50%	(214,119)
Payroll Taxes										
Medicare Tax Employer's Portion	150,623	0.94%	156,646	1.05%	6,023	150,623	0.94%	156,646	1.05%	6,023
Fica Tax Employer's Portion	644,014	4.04%	668,849	4.46%	24,835	644,014	4.04%	668,849	4.46%	24,835
FUTA - Employer's Portion	34,312	0.22%	66,121	0.44%	31,810	34,312	0.22%	66,121	0.44%	31,810
GA SUTA - Employer's Portion	105,146	%99.0	195,961	1.31%	90,815	105,146	0.66%	195,961	1.31%	90,815
IL SUTA - Employer's Portion	12,673	0.08%	15,012	0.10%	2,339	12,673	%80.0	15,012	0.10%	2,339
PA SUTA - Employer's Portion	14,316	%60.0	25,512	0.17%	11,196	14,316	%60.0	25,512	0.17%	11,196
TN SUTA - Employer's Portion	1,919	0.01%	2,445	0.02%	256	1,919	0.01%	2,445	0.02%	526
OH SUTA - Employer's Portion	068'9	0.04%	2,101	0.01%	(4,789)	068′9	0.04%	2,101	0.01%	(4,789)
AZ SUTA - Employer's Portion	4,305	0.03%	0	0.00%	(4,305)	4,305	0.03%	0	0.00%	(4,305)
NV SUTA - Employer's Portion	10,497	0.07%	0	0.00%	(10,497)	10,497	0.07%	0	%00.0	(10,497)
TX SUTA - Employer's Portion	1,008	0.01%	0	0.00%	(1,008)	1,008	0.01%	0	0.00%	(1,008)
Total Payroll Taxes	985,704	6.18%	1,132,647	7.56%	146,943	985,704	6.18%	1,132,647	7.56%	146,943



Beck Building Services, Inc.							Budget	Budget Income Statement %	atement	%
Format Description: 1 Profit & Loss 2019 w/o OH	F		T S	LITY SERVICE	<b>4</b> 8		Date R	Date Range: 01/01/17 To 12/31/17	0 12/31/17	
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	This P	This Period	This Period	riod	This Period	Year To Date	Date	Year To Date	Date	Y-T-D
	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Other Income & Expenses										
Administrative Fee Income	3,253	0.02%	0	0.00%	3,253	3,253	0.02%	0	0.00%	3,253
Other Miscellaneous Income	1,137	0.01%	0	0.00%	1,137	1,137	0.01%	0	0.00%	1,137
Sales & Use Vendor's Compensation	808	0.01%	0	0.00%	809	808	0.01%	0	0.00%	809
Insurance Proceeds	0	0.00%	0	0.00%	0	0	0.00%	0	0.00%	0
Accounts Receivable Discounts	3,996	0.03%	354	0.00%	(3,642)	3,996	0.03%	354	0.00%	(3,642)
Miscellaneous Other Taxes	17,153	0.11%	11,198	0.07%	(5,955)	17,153	0.11%	11,198	0.07%	(5,955)
Gain Or Loss On Sale Of Assets	(14,197)	-0.09%	0	0.00%	14,197	(14,197)	-0.09%	0	0.00%	14,197
Total Other Income Or Expense	(1,755)	-0.01%	(11,552)	-0.08%	762,6	(1,755)	-0.01%	(11,552)	-0.08%	762'6
Net Profit Or <loss></loss>	461,411	2.89%	473,721	3.16%	(12,310)	461,411	2.89%	473,721	3.16%	(12,310)

This	This Period	This Period	poi	This Period	Year To Date	Date	Year To Date	Date	- X-
Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
3,253	0.05%	0	0.00%	3,253	3,253	0.05%	0	0.00%	3,253
1,137	0.01%	0	0.00%	1,137	1,137	0.01%	0	0.00%	1,137
808	0.01%	0	0.00%	809	808	0.01%	0	0.00%	808
0	0.00%	0	0.00%	0	0	0.00%	0	0.00%	
3,996	0.03%	354	0.00%	(3,642)	3,996	0.03%	354	0.00%	(3,6
17,153	0.11%	11,198	0.07%	(5,955)	17,153	0.11%	11,198	0.07%	(5,955)
(14,197)	%60.0-	0	0.00%	14,197	(14,197)	-0.09%	0	0.00%	14,197
(1,755)	-0.01%	(11,552)	-0.08%	762'6	(1,755)	-0.01%	(11,552)	-0.08%	62'6
461,411	2.89%	473,721	3.16%	(12,310)	461,411	2.89%	473,721	3.16%	(12,310

Company Totals

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# Budget Income Statement %

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	This Period	eriod	This Period	eriod	This Period	Year To Date	Date	Year To Date	Date	Y-T-D
	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Revenue										
Service Income	21,483,174	78.14%	15,502,016	62.25%	5,981,158	21,483,174	78.14%	15,502,016	62.25%	5,981,158
Hourly Service Income	4,914,443	17.88%	9,140,236	36.71%	(4,225,793)	4,914,443	17.88%	9,140,236	36.71%	(4,225,793)
Recycling Income	69,446	0.25%	0	0.00%	69,446	69,446	0.25%	0	%00.0	69,446
Project Income	681,514	2.48%	41,148	0.17%	640,366	681,514	2.48%	41,148	0.17%	640,366
Utility Income	76,665	0.28%	35,952		40,713	299'92	0.28%	35,952	0.14%	40,713
Uniform Income	24	%00.0	0	%00.0	24	24	0.00%	0	0.00%	24
Product Resale Income - SHP	20,520	0.07%	20,520		0	20,520	0.07%	20,520	0.08%	0
Product/Service Resale Income	276,940	1.01%	141,585		135,355	276,940	1.01%	141,585	0.57%	135,355
Equipment Rental Income	19,800	0.07%	19,800		0	19,800	0.07%	19,800	0.08%	ט ייני
Revenue Adjustments Income	22,215	0.08%	0	%00.0	22,215	22,215	0.08%	0	0.00%	22,215
Total Revenue	27,564,741	100.27%	24,901,257	100.00%	2,663,484	27,564,741	100.27%	24,901,257	100.00%	2,663,484
- Action Constitution Constitut										
Cinemison   abor	1,699,016	6.18%	1.587,336	6.37%	(111,680)	1,699,016	6.18%	1,587,336	6.37%	(111,680)
Japitorial Labor	14.739.627	53.61%	14,431,422	u,	(308,205)	14,739,627	53.61%	14,431,422	57.95%	(308,205)
Janitorial Overtime Premium Labor	247.280	0.90%	7,466		(239,814)	247,280	0.90%	7,466	0.03%	(239,814)
Training Labor	5,846	0.05%			(5,846)	5,846	0.02%	0	0.00%	(5,846)
Holiday Labor	73,421	0.27%	20,278	%80.0	(53,143)	73,421	0.27%	20,278	0.08%	(53,143)
Vacation Labor	119,766	0.44%	26,396		(93,370)	119,766	0.44%	56,396	0.11%	(93,370)
Sub-Contracted Labor	1,793,361	6.52%	1,033,930		(759,431)	1,793,361	6.52%	1,033,930	4.15%	(759,431)
Utilties Labor	88,173	0.32%	54,000		(34,173)	88,173	0.32%	54,000	0.22%	(34,173)
Utilities Overtime Premium Labor	4,831	0.02%	0		(4,831)	4,831	0.02%	0 (	0.00%	(4,831)
Attendance/Referral Incentive	29,533	0.11%	0	0.00%	(29,533)	29,533	0.11%	0	0.00%	(29,533)
Total Labor Expense	18,800,854	68.39%	17,160,828	68.92%	(1,640,026)	18,800,854	68.39%	17,160,828	68.92%	(1,640,026)
Materials Expense										
Supply Budget	0	0.00%	188,626		188,626	0	0.00%	188,626	0.76%	188,626
Chemicals - Product Expense	186,143	0.68%	112,822		(73,321)	186,143	0.68%	112,822	0.45%	(73,321)
Linens - Product Expense	24,413	0.09%	6,710		(17,703)	24,413	0.09%	6,710	0.03%	(17,703)
Laundry Services	19,240	0.02%	4,640		(14,600)	19,240	0.07%	4,040	0.02%	(000,71)
Equipment - Product Expense	58,376	0.21%	32,026		(26,350)	58,376	0.21%	32,026	0.13%	40 541
Stripper/Wax Supplies	178,822	0.65%	219,363		40,541	1/8,822	0.65%	200,203	0.85%	45,255
Supplies - Product Expense	155,264	0.56%	200,519	0.81%	45,255	15,204	0.36%	15.000	0.06%	(277)
Product Expense - Resale (Key Maint.)	13,277	0.00%	114 650		(101.604)	216,254	0.79%	114,650	0.46%	(101,604)
Product/ Sel vice Experise - Nesale Project Work Expense	16,034	0.06%			(16,034)	16,034	0.06%	0	0.00%	(16,034)
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Company Totals										

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# Budget Income Statement %

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		This Period	eriod	This Period	eriod	This Period	Year To Date	Date	Year To Date	Date	Y-T-D
		Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Consumables Expense		540,183	1.96%	327,982	1.32%	(212,201)	540,183	1.96%	327,982	1.32%	(212,201)
Account Start-Up Material Expense		33,361	0.12%	1,500	0.01%	(31,861)	33,361	0.12%	1,500	0.01%	(31,861)
Account Start-Up Variable Expense		0	%00.0	11,288		11,288	0	0.00%	11,288	0.05%	11,288
Sales Tax		117,067	0.43%	32,228		(84,839)	117,067	0.43%	32,228	0.13%	(84,839)
Use Tax		35,915	0.13%	20,200	0.08%	(15,715)	35,915	0.13%	20,200	%80.0	(15,715)
Shipping And Freight Cost		13,795	0.05%	4,500	0.02%	(6,295)	13,795	0.05%	4,500	0.02%	(9,295)
Total Materials Expense		1,610,142	5.86%	1,292,054	5.19%	(318,088)	1,610,142	5.86%	1,292,054	5.19%	(318,088)
Total Labor And Materials		20,410,996	74.24%	18,452,882	74.10%	(1,958,114)	20,410,996	74.24%	18,452,882	74.10%	(1,958,114)
**Gross Margin**		7,153,744	26.02%	6,448,375	25.90%	705,369	7,153,744	26.02%	6,448,375	25.90%	705,369
Variable Expense											
Employee Recruitment		15,284	%90.0	20,000	0.08%	4,716	15,284	0.06%	20,000	0.08%	4,716
Employee Lunch/Event		55,396	0.20%	30,700	0.12%	(24,696)	25,396	0.20%	30,700	0.12%	(24,696)
Employee Gift Expense		10,803	0.04%	10,150	0.04%	(653)	10,803	0.04%	10,150	0.04%	(653)
Uniform/Badge Expense		83,250	0.30%	69,959	0.28%	(13,291)	83,250	0.30%	656'69	0.28%	(13,291)
Employee Uniforms - Operations		99	0.00%	0	0.00%	(99)	99	0.00%	0	%00.0	(99)
Employee Training & Education		200	0.00%	0	0.00%	(200)	200	0.00%	0	%00.0	(200)
Education Reimbursement		0	0.00%	3,000	0.01%	3,000	0	0.00%	3,000	0.01%	3,000
Employee Wellness Program		2,285	0.01%	180	0.00%	(2,105)	2,285	0.01%	180	0.00%	(2,105)
Employee Expense Other		644	0.00%	0	0.00%	(644)	644	0.00%	0	%00.0	(644)
Employee Expense - Drug Screens/Background Che	ackground Che	43,976	0.16%	19,815	0.08%	(24,161)	43,976	0.16%	19,815	0.08%	(24,161)
Equipment Maintenance/Repair - Operation	eration	75,991	0.28%	43,467	0.17%	(32,524)	75,991	0.28%	43,467	0.17%	(32,524)
Propane		5,478	0.02%	1,920		(3,558)	5,478	0.02%	1,920	0.01%	(3,558)
Batteries		12,416	0.05%	6,000		(3,416)	12,416	0.05%	000'6	0.04%	(3,416)
Landscaping - Gas & Oil		49	0.00%	0	0.00%	(49)	49	0.00%	0	%00.0	(49)
Cell Phones		58,311	0.21%	46,615		(11,696)	58,311	0.21%	46,615	0.19%	(11,696)
Vehicle Maintenance - Operations		28,506	0.10%	25,868	0.10%	(2,638)	28,506	0.10%	25,868	0.10%	(2,638)
Vehicle Gas & Oil - Operations		95,773	0.35%	70,113		(22,660)	95,773	0.35%	70,113	0.28%	(25,660)
Vehicle Leasing - Operations		0	%00.0	13,056	0.05%	13,056	0	0.00%	13,056	0.05%	13,056
Vehicle Taxes & Registration - Operations	ations	20,889	0.08%	2,352	0.01%	(18,537)	50,889	0.08%	2,352	0.01%	(18,537)
Vehicle Mileage Reimbursement - Operations	perations	17,774	%90.0	0	0.00%	(17,774)	17,774	%90.0	0	%00.0	(17,774)
Customer Claims/Damages/Misc		13,161	0.05%	1,700	0.01%	(11,461)	13,161	0.05%	1,700	0.01%	(11,461)
Bonding Insurance Cost		10,839	0.04%	10,850	0.04%	11	10,839	0.04%	10,850	0.04%	11
Ronis - Onerations/Other		121,487	0.44%	68,937	0.28%	(52,550)	121,487	0.44%	68,937	0.28%	(52,550)
Bonus - Education Market		23,838	0.09%	50,855		27,017	23,838	0.09%	50,855	0.20%	27,017
Bonis - Office		26.777	0.10%	22,848		(3,929)	26,777	0.10%	22,848	0.09%	(3,929)
Vehicle Allowance		260,396	0.95%	178,646		(81,750)	260,396	0.95%	178,646	0.72%	(81,750)
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	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Customer Meals/Entertainment	118,61	0.07%	7,500	0 0.03%	(12,311)	19,811	0.07%	7,500	0.03%	(12,311)
Customer Gift Expense	10,912	0.04%	3,000		(7,912)	10,912	0.04%	3,000	0.01%	(7,912)
Chamber Expense	3,250	0.01%	3,000		(250)	3,250	0.01%	3,000	0.01%	(250)
Advertising - Beck Cycling	3,000	0.01%		0.00%	(3,000)	3,000	0.01%	0	%00.0	(3,000)
Advertising	22,913	0.08%	17,350		(5,563)	22,913	0.08%	17,350	0.07%	(2,563)
Miscellaneous Other Expenses	16,926	0.06%		0 0.00%	(16,926)	16,926	%90.0	0	0.00%	(16,926)
Total Variable Expense	1,060,702	3.86%	730,881	1 2.94%	(329,821)	1,060,702	3.86%	730,881	2.94%	(329,821)
6 H										
Facilities Fixed Expense										
Salaried Labor Expense										
Administrative Labor	3,738	0.01%	3,900	0 0.02%	163	3,738	0.01%	3,900	0.02%	163
Executive Labor	188,271	0.68%	187,140	0 0.75%	(1,131)	188,271	0.68%	187,140	0.75%	(1,131)
Finance Labor	248,833	0.91%	220,332	2 0.88%	(28,501)	248,833	0.91%	220,332	0.88%	(28,501)
HR Labor	342,524	1.25%	258,924	4 1.04%	(83,600)	342,524	1.25%	258,924	1.04%	(83,600)
Facilities Labor	145,720	0.53%	142,808	8 0.57%	(2,912)	145,720	0.53%	142,808	0.57%	(2,912)
Education Labor	199,167	0.72%	168,060		(31,107)	199,167	0.72%	168,060	0.67%	(31,107)
Retirement Labor	26,713	0.10%	26,400	0 0.11%	(313)	26,713	0.10%	26,400	0.11%	(313)
Total Salaried Labor	1,156,412	4.21%	1,007,564	4 4.05%	(148,848)	1,156,412	4.21%	1,007,564	4.05%	(148,848)
Fixed Expense										
Rent	104,500	0.38%	103,036	6 0.41%	(1,464)	104,500	0.38%	103,036	0.41%	(1,464)
Building Utilities	2,247	0.01%			(2.247)	2,247	0.01%	0	0.00%	(2,247)
Building Maintenance And Repair	3.511	0.01%	5,000		1,489	3,511	0.01%	2,000	0.02%	1,489
Telephone/Internet/Digital T.V. Expense	7,431	0.03%	000'9		(1,431)	7,431	0.03%	9'000	0.05%	(1,431)
Personal Property Taxes	5,655	0.02%	5,000	0 0.02%	(655)	5,655	0.02%	2,000	0.02%	(655)
Medical/Dental Insurance Expense	121,788	0.44%	110,898	8 0.45%	(10,890)	121,788	0.44%	110,898	0.45%	(10,890)
Equipment Rental/Leasing - Operation	54,076	0.20%	948	8 0.00%	(53,128)	54,076	0.20%	948	%00.0	(53,128)
Vehicle - Depreciation Operations	90,617	0.33%	35,247	7 0.14%	(55,370)	90,617	0.33%	35,247	0.14%	(55,370)
Vehicle Depreciation - Administration	0	0.00%	43,656		43,656	0	0.00%	43,656	0.18%	43,656
Machinery & Equipment Depr. Exp.	204,334	0.74%	193,260	0 0.78%	(11,074)	204,334	0.74%	193,260	0.78%	(11,074)
Office Equip - Depr. Exp.	10,635	0.04%	5,850	0.02%	(4,785)	10,635	0.04%	2,850	0.02%	(4,785)
Furniture And Fixture Depreciation	5,212	0.02%	4,872	2 0.02%	(340)	5,212	0.02%	4,872	0.02%	(340)
Vehicle Insurance	14,351	0.05%	10,240	0 0.04%	(4,111)	14,351	0.05%	10,240	0.04%	(4,111)
Property Insurance	23,698	0.09%	809'29	8 0.27%	43,910	23,698	0.09%	809'29	0.27%	43,910
Umbrella & Misc Insurance	39,839	0.14%	569	%00.0	(39,270)	39,839	0.14%	269	0.00%	(39,270)
Employment Liability Insurance	16,353	0.06%	13,200	0 0.05%	(3,153)	16,353	0.06%	13,200	0.05%	(3,153)
D&O Insurance	735	0.00%		0.00%	(735)	735	0.00%	0	0.00%	(735)
General Liability Insurance Expense	68,913	0.25%	73,805	5 0.30%	4,892	68,913	0.25%	73,805	0.30%	4,892
Worker's Compensation Insurance Expense	790,854	2.88%	720,218	8 2.89%	(70,636)	790,854	2.88%	720,218	2.89%	(70,636)
Nurse Triage Services	2,380	0.01%		0.00%	(2,380)	2,380	0.01%	0	0.00%	(2,380)
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		Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Company 401(K) Match	Match	64,809	0.24%	58,135	0.23%	(6,674)	64,809	0.24%	58,135	0.23%	(6,674)
Total Fixed Expense	ense	1,631,938	5.94%	1,457,542	5.85%	(174,396)	1,631,938	5.94%	1,457,542	5.85%	(174,396)
Total Salaried And Fixed Exp	nd Fixed Exp	2,788,349	10.14%	2,465,106	9.90%	(323,243)	2,788,349	10.14%	2,465,106	6.90%	(323,243)
Other Fixed Expense	pense										
Hotel/Travel Expenses	inses	135,851	0.49%	180,600	0.73%	44,749	135,851	0.49%	180,600	0.73%	44,749
Postage Reproduction And Printing	Printing	5,792	0.02%	2,100		(3,692)	5,792	0.02%	2,100	0.02%	(3,692)
Office Supplies	n	51,075	0.19%	19,000		(32,075)	51,075	0.19%	19,000	0.08%	(32,075)
Office Breakroom/Food/Drinks	/Food/Drinks	1,954	0.01%	200		(1,454)	1,954	0.01%	200	0.00%	(1,454)
Computer Maintenance	nance	6,380	0.02%	2,000		(4,380)	6,380	0.02%	2,000	0.01%	(4,380)
Computer Supplies	S	2,474	0.01%	8,400	0.03%	5,926	2,4/4	0.01%	8,400	0.03%	5,926
Dues & Subscriptions	900	101,900	0.14%	1 860		6,839	36,101	0.14%	1.860	0.01%	(9.261)
Vehicle Maintenand	Vehicle Maintenance - Administration	2,412	0.01%	2,400		(12)	2,412	0.01%	2,400	0.01%	(12)
Vehicle Gas And O	Vehicle Gas And Oil - Administration	12,891	0.05%	14,850	%90.0	1,959	12,891	0.05%	14,850	0.06%	1,959
Vehicle Tax And Re	Vehicle Tax And Registration - Administration	3,506	0.01%	10,950		7,444	3,506	0.01%	10,950	0.04%	7,444
Interest Expense		137,212	0.50%	32,295		(104,917)	137,212	0.50%	32,295	0.13%	(104,917)
Bad Debt Expense	a)	1	0.00%	0		(1)	1	0.00%	0	%00.0	(1)
Fees - Team Software	ware	90,493	0.33%	94,224		3,731	90,493	0.33%	94,224	0.38%	3,731
Fees - Accounting/CPA	//CPA	20,089	0.07%	25,000		4,911	20,089	0.07%	25,000	0.10%	4,911
Fees - Payroll/Benefit Services	neric services	21,304	0.08%	56 700	0.00%	9 596	47 104	0.06%	1,200	0.00%	9.596
Fees - Legal/Collect		5.616	0.02%			(5.616)	5.616	0.02%	0	0.00%	(5,616)
Fees - Banking Services	rvices	29,453	0.11%	1,300		(28,153)	29,453	0.11%	1,300	0.01%	(28,153)
Fees - IT Services	9,45	34,603	0.13%	23,700	0.10%	(10,903)	34,603	0.13%	23,700	0.10%	(10,903)
Fees - Salesforce		0	0.00%	22,000		22,000	0	0.00%	22,000	%60.0	22,000
Penalty Expense		7,720	0.03%		%00.0	(7,720)	7,720	0.03%	0	%00.0	(7,720)
Fees - Leasing Documentation Fee	cumentation Fee	0	0.00%	1,800		1,800	0	0.00%	1,800	0.01%	1,800
Accounts Receivable Write Offs	ble Write Offs	26,055	0.20%	)	%00:0	(56,055)	56,055	0.20%	0	0.00%	(56,055)
Total Other Fixed Expense	ed Expense	741,857	2.70%	549,744	2.21%	(192,113)	741,857	2.70%	549,744	2.21%	(192,113)
Payroll Taxes											
Medicare Tax Employer's Portion	oloyer's Portion	255,594	0.93%	247,048	%66.0	(8,546)	255,594	0.93%	247,048	%66.0	(8,546)
Fica Tax Employer's Portion	r's Portion	1,168,836	4.25%	1,053,685		(115,151)	1,168,836	4.25%	1,053,685	4.23%	(115,151)
FUTA - Employer's Portion	s Portion	58,770	0.21%	100,916		42,146	58,770	0.21%	100,916	0.41%	42,146
GA SUTA - Employer's Portion	yer's Portion	179,690	0.65%	180,887		1,197	179,690	0.65%	180,887	0.73%	1,197
IL SUTA - Employer's Portion	er's Portion	17,363	0.06%	18,096	0.07%	733	17,363	0.06%	18,096	0.07%	733

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	Actual	Ratio Bu	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
PA SUTA - Employer's Portion	45,381	0.17%	113,113	0.45%	67,732	45,381	0.17%	113,113	0.45%	67,732
TN SUTA - Employer's Portion	3,367	0.01%	7,078	0.03%	3,711	3,367	0.01%	7,078	0.03%	3,711
OH SUTA - Employer's Portion	7,712	0.03%	17,160	0.07%	9,448	7,712	0.03%	17,160	0.07%	9,448
AZ SUTA - Employer's Portion	7,941	0.03%	808'8	0.04%	867	7,941	0.03%	8,808	0.04%	867
NV SUTA - Employer's Portion	27,453	0.10%	13,908	0.06%	(13,545)	27,453	0.10%	13,908	0.06%	(13,545)
MBT Tax	3,638	0.01%	0	0.00%	(3,638)	3,638	0.01%	0	0.00%	(3,638)
TX SUTA - Employer's Portion	6,848	0.02%	3,192	0.01%	(3,656)	6,848	0.02%	3,192	0.01%	(3,656)
IN SUTA - Employer's Portion	8,523	0.03%	0	0.00%	(8,523)	8,523	0.03%	0	0.00%	(8,523)
FL SUTA - Employer's Portion	8,429	0.03%	0	0.00%	(8,429)	8,429	0.03%	0	0.00%	(8,429)
AL SUTA - Employer's Portion	269	0.00%	0	0.00%	(269)	269	0.00%	0	0.00%	(569)
NC SUTA - Employer's Portion	10,195	0.04%	9,257	0.04%	(838)	10,195	0.04%	9,257	0.04%	(826)
VA SUTA - Employer's Portion	520	0.00%	0	0.00%	(520)	520	0.00%	0	0.00%	(520)
Total Payroll Taxes	1,810,530	6.59% 1,	1,773,148	7.12%	(37,382)	1,810,530	6.59%	1,773,148	7.12%	(37,382)
Other Income & Expenses										
Income - Beck Education Services K-1	1,563,527	2.69%	0	0.00%	1,563,527	1,563,527	2.69%	0	0.00%	1,563,527
Income - Beck Facility Services K-1	(1,657,701)	-6.03%	0	0.00%	(1,657,701)	(1,657,701)	-6.03%	0	0.00%	(1,657,701)
Administrative Fee Income	3,583	0.01%	0	0.00%	3,583	3,583	0.01%	0	0.00%	3,583
Other Miscellaneous Income	1,190	0.00%	0	0.00%	1,190	1,190	0.00%	0	0.00%	1,190
Sales & Use Vendor's Compensation	286	0.00%	0	0.00%	286	286	0.00%	0	0.00%	286
Insurance Proceeds	15,549	%90.0	0	0.00%	15,549	15,549	0.06%	0	0.00%	15,549
Accounts Receivable Discounts	26,887	0.10%	210	0.00%	(26,677)	26,887	0.10%	210	0.00%	(26,677)
Recycling Rebate Expense	61,490	0.22%	0	0.00%	(61,490)	61,490	0.22%	0	0.00%	(61,490)
Miscellaneous Other Taxes	38,016	0.14%	8,090	0.03%	(56,626)	38,016	0.14%	8,090	0.03%	(29,926)
Total Other Income Or Expense	(199,258)	-0.72%	(8,300)	-0.03%	(190,958)	(199,258)	-0.72%	(8,300)	-0.03%	(190,958)
Net Profit Or <loss></loss>	553,048	2.01%	921,196	3.70%	(368,148)	553,048	2.01%	921,196	3.70%	(368,148)
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	This	This Period	This	This Period	This Period	Year To Date	Jate	Year To Date	Date	Y-T-D
	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Revenue										
Service Income	19,165,521	52.86%	19,084,750	0 55.75%	80,771	19,165,521	52.86%	19,084,750	55.75%	80,771
Hourly Service Income	15,421,384	42.53%	14,326,329		1,095,055	15,421,384	42.53%	14,326,329	41.85%	1,095,055
Recycling Income	134,524	0.37%			134,524	134,524	0.37%	0	0.00%	134,524
Project Income	968,847	2.67%	269,135	5 0.79%	699,712	968,847	2.67%	269,135	0.79%	699,712
Utility Income	57,578	0.16%	38,352	2 0.11%	19,226	57,578	0.16%	38,352	0.11%	19,226
Product Resale Income - SHP	20,520	0.06%	20,520	%90.0 0	0	20,520	0.06%	20,520	0.06%	0
Product/Service Resale Income	335,783	0.93%	249,374	4 0.73%	86,409	335,783	0.93%	249,374	0.73%	86,409
Equipment Rental Income	351,912	0.97%	235,140	%69:0 0	116,772	351,912	0.97%	235,140	%69.0	116,772
Revenue Adjustments Income	(233,821)	-0.64%		0.00%	(233,821)	(233,821)	-0.64%	0	%00.0	(233,821)
Total Revenue	36,222,247	%68'66	34,223,600	%26.66 0	1,998,647	36,222,247	%68.66	34,223,600	99.97%	1,998,647
Labor Expense										
Supervisory Labor	2,274,579	6.27%	2,317,552		42,973	2,274,579	6.27%	2,317,552	6.77%	42,973
Janitorial Labor	20,459,022	56.42%	20,844,842	v	385,820	20,459,022	56.42%	20,844,842	%68.09	385,820
Janitorial Overtime Premium Labor	305,208	0.84%	295,000		(10,208)	305,208	0.84%	295,000	%98.0	(10,208)
Training Labor	4,147	0.01%		0.00%	(4,147)	4,147	0.01%	0	%00.0	(4,147)
Holiday Labor	139,822	0.39%	89,000		(50,822)	139,822	0.39%	89,000	0.26%	(50,822)
Vacation Labor	190,259	0.52%	132,500		(52,759)	190,259	0.52%	132,500	0.39%	(57,759)
Sub-Contracted Labor	1,758,365	4.85%	183,047		(1,575,318)	1,758,365	4.85%	183,047	0.53%	(1,575,318)
S/C Labor Taxes & Fees	35,775	0.10%			(32,775)	35,775	0.10%	0	%00.0	(35,775)
Utilties Labor	107,693	0.30%	46,760		(60,933)	107,693	0.30%	46,760	0.14%	(60,933)
Utilities Overtime Premium Labor	10,079	0.03%			(10,079)	10,079	0.03%	0 000 201	0.00%	(10,079)
Attendance/ Referral Incentive	140,125	0.39%	103,200	0.30%	(56,95)	140,123	0.3970	103,200	0.307/0	(56,96)
Total Labor Expense	25,425,275	70.12%	24,011,901	1 70.14%	(1,413,374)	25,425,275	70.12%	24,011,901	70.14%	(1,413,374)
Materials Expense										
Supply Budget	0	0.00%	435,997	7 1.27%	435,997	0	0.00%	435,997	1.27%	435,997
Chemicals - Product Expense	131,841	0.36%	480		(131,361)	131,841	0.36%	480	0.00%	(131,361)
Linens - Product Expense	7,015	0.02%		0.00%	(7,015)	7,015	0.02%	0	0.00%	(7,015)
Laundry Services	38,041	0.10%	2,220		(35,821)	38,041	0.10%	2,220	0.01%	(35,821)
Equipment - Product Expense	33,955	%60.0			(33,955)	33,955	%60.0	0	%00.0	(33,955)
Stripper/Wax Supplies	204,080	0.56%	268,767		64,687	204,080	0.56%	268,767	0.79%	64,687
Supplies - Product Expense	207,541	0.57%	740		(206,801)	207,541	0.57%	740	%00.0	(206,801)
Product Expense -Resale (Key Maint.)	19,551	0.05%	26,596		7,045	19,551	0.05%	26,596	0.08%	7,045
Product/Service Expense -Resale	256,607	0.71%	184,283		(72,324)	256,607	0.71%	184,283	0.54%	(72,324)
Project Work Expense	14,305	0.04%		0.00%	(14,305)	14,305	0.04%	0	0.00%	(14,305)
Company Lotals										

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		This	This Period	This Period	eriod	This Period	Year To Date	Date	Year To Date	Date	Y-T-D
		Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Consumables Expense	ense	681,736	1.88%	693,561		11,825	681,736	1.88%	693,561	2.03%	11,825
Account Start-Up Material Expense	Material Expense	22,534	%90.0	35,243		12,709	22,534	0.06%	35,243	0.10%	12,709
Sales Tax		165,109	0.46%	73,086	0.21%	(92,023)	165,109	0.46%	73,086	0.21%	(92,023)
Shipping And Freight Cost	ight Cost	25,254	0.07%	0		(25,254)	25,254	0.07%	0	0.00%	(25,254)
Total Materials Expense	Expense	1,808,827	4.99%	1,720,973	5.03%	(87,854)	1,808,827	4.99%	1,720,973	5.03%	(87,854)
Total Labor And Materials	1 Materials	27,234,101	75.11%	25,732,874	75.17%	(1,501,227)	27,234,101	75.11%	25,732,874	75.17%	(1,501,227)
**Gross Margin**	** uib	8,988,146	24.79%	8,490,726	24.80%	497,420	8,988,146	24.79%	8,490,726	24.80%	497,420
Variable Expense	se										
<b>Employee Recruitment</b>	ment	55,199	0.15%	0		(55,199)	55,199	0.15%	0	%00.0	(52,199)
Employee Lunch/Event	Event	51,253	0.14%	17,454		(33,799)	51,253	0.14%	17,454	0.05%	(33,799)
Employee Gift Expense	pense	9529	0.02%	5,200		(1,356)	6,556	0.02%	5,200	0.02%	(1,356)
Uniform/Badge Expense	xpense	80,715	0.22%	83,566		2,851	80,715	0.22%	83,566	0.24%	2,851
Employee Uniforms - Operations	ns - Operations	355	0.00%	0 1	0.00%	(355)	355	0.00%	0 0	0.00%	(355)
Employee Training & Education	g & Education	374	0.00%	0 (	0.00%	(374)	374	0.00%	0 0	0.00%	(374)
Education Reimbursement	ursement	2,190	0.01%	0		(2,190)	2,190	0.01%	0	0.00%	(2,190)
Employee Weliness Program	ss Program	120	0.00%	75		(45)	120	0.00%	75	0.00%	(45)
Employee Expense Other	se Other		0.00%	384		130	254	0.00%	384	0.00%	130
Employee Expens	Employee Expense - Drug Screens/Background Che		0.21%	40,055		(35,403)	75,458	0.21%	40,055	0.12%	(35,403)
Equipment Mainte	Equipment Maintenance/Repair - Operation	66,094	0.18%	56,054		(10,040)	66,094	0.18%	56,054	0.16%	(10,040)
Propane		5,132	0.01%	0/6	0.00%	(4,162)	5,132	0.01%	0/6	0.00%	(4,162)
Datteries	i C	1 305	0.03%	2 500		1 105	1 395	0.00%	2 500	0.00%	1 105
Cell Phones	5 8 9	74.010	0.20%	51.714		(22,296)	74,010	0.20%	51,714	0.15%	(22,296)
Vehicle Maintenance - Operations	nce - Operations	30,731	0.08%	14,420		(16,311)	30,731	0.08%	14,420	0.04%	(16,311)
Vehicle Gas & Oil - Operations	- Operations	93,410	0.26%	105,418		12,008	93,410	0.26%	105,418	0.31%	12,008
Vehicle Taxes & R	Vehicle Taxes & Registration - Operations	3,373	0.01%	009		(2,773)	3,373	0.01%	009	0.00%	(2,773)
Vehicle Mileage R.	Vehicle Mileage Reimbursement - Operations	21,787	%90.0	1,250		(20,537)	21,787	%90.0	1,250	0.00%	(20,537)
Customer Claims/Damages/Misc	'Damages/Misc	14,873	0.04%	0	0.00%	(14,873)	14,873	0.04%	0	0.00%	(14,873)
Bonding Insurance Cost	e Cost	9,372	0.03%	9,100		(272)	9,372	0.03%	9,100	0.03%	(272)
Bonus - Operations/Other	ns/Other	108,875	0.30%	70,663		(38,212)	108,875	0.30%	70,663	0.21%	(38,212)
Bonus - Education Market	n Market	3,860	0.01%	000'6		5,140	3,860	0.01%	000'6	0.03%	5,140
Bonus - Office		20,764	%90.0	2,713		(18,051)	20,764	0.06%	2,713	0.01%	(18,051)
Vehicle Allowance	a)	184,407	0.51%	204,000		19,593	184,407	0.51%	204,000	0.60%	19,593
Customer Meals/Entertainment	Intertainment	7,220	0.02%	1,125		(6,095)	7,220	0.02%	1,125	%00.0	(6,095)
Customer Gift Expense	oense	3,667	0.01%	0	0.00%	(3,667)	3,667	0.01%	0	0.00%	(3,667)

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	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
Chamber Expense Advertising Miscellaneous Other Expenses	3,000 27,291 11,840	0.01% 0.08% 0.03%	3,000 12,675 0	0.01% 0.04% 0.00%	0 (14,616) (11,840)	3,000 27,291 11,840	0.01% 0.08% 0.03%	3,000 12,675 0	0.01% 0.04% 0.00%	0 (14,616) (11,840)
Total Variable Expense	972,830	2.68%	691,936	2.02%	(280,894)	972,830	2.68%	691,936	2.02%	(280,894)
Facilities Fixed Expense Salaried Labor Expense										
Executive Labor	188,836	0.52%	188,736	0.55%	(100)	188,836	0.52%	188,736	0.55%	(100)
HR Labor	380,966	1.05%	374,229	1.09%	(6,737)	380,966	1.05%	374,229	1.09%	(6,737)
Facilities Labor	105,000	0.29%	105,000	0.31%	0	105,000	0.29%	105,000	0.31%	0
Education Labor	223,400	0.62%	223,400	0.65%	0	223,400	0.62%	223,400	0.65%	0
Retirement Labor Vacation/Holiday Labor - Support Staff	33,900 1,813	0.09% 0.00%	16,956	0.05%	(16,944) (1,813)	33,900 1,813	0.09%	16,956	0.05%	(16,944) (1,813)
Total Salaried Labor	1,225,599	3.38%	1,228,541	3.59%	2,942	1,225,599	3.38%	1,228,541	3.59%	2,942
Fixed Expense										
Rent	117,470	0.32%	108,000	0.32%	(9,470)	117,470	0.32%	108,000	0.32%	(9,470)
Building Utilities	12,643	0.03%	3,887	0.01%	(8,756)	12,643	0.03%	3,887	0.01%	(8,756)
Building Maintenance And Repair	8,065	0.02%	0	0.00%	(8,065)	8,065	0.02%	0	0.00%	(8,065)
Telephone/Internet/Digital T.V. Expense	11,683	0.03%	2,580	0.01%	(9,103)	11,683	0.03%	2,580	0.01%	(9,103)
Personal Property Taxes	19,676	0.05%	9,000	0.02%	(13,676)	19,676	0.05%	000′9	0.02%	(13,676)
Medical/Dental Insurance Expense	175,680	0.48%	140,083	0.41%	(35,597)	175,680	0.48%	140,083	0.41%	(35,597)
Equipment Rental/Leasing - Operation	180,637	0.50%	116,640	0.34%	(263'69)	180,637	0.50%	116,640	0.34%	(63,997)
Vehicle - Depreciation Operations	109,807	0.30%	105,986	0.31%	(3,821)	109,807	0.30%	105,986	0.31%	(3,821)
Vehicle Depreciation - Administration	0 385 177	0.00%	301 132	0.02%	5,328	385 177	0.00%	3,328	0.02%	5,328
Office Fauin - Deor. Exp.	14,629	0.04%	13.816	0.04%	(813)	14,629	0.04%	13,816	0.04%	(813)
Furniture And Fixture Depreciation	5,256	0.01%	5,256	0.02%	0	5,256	0.01%	5,256	0.02%	0
Vehicle Insurance	18,027	0.05%	17,974	0.05%	(53)	18,027	0.05%	17,974	0.05%	(53)
Property Insurance	5,292	0.01%	20,393	0.06%	15,101	5,292	0.01%	20,393	%90.0	15,101
Umbrella & Misc Insurance	88,446	0.24%	92,868	0.27%	4,422	88,446	0.24%	92,868	0.27%	4,422
Employment Liability Insurance	18,676	0.05%	18,240	0.05%	(436)	18,676	0.05%	18,240	0.05%	(436)
General Liability Insurance Expense	63,639	0.18%	74,903	0.22%	11,264	63,639	0.18%	74,903	0.22%	11,264
Worker's Compensation Insurance Expense	841,679	2.32%	924,814	2.70%	83,135	841,679	2.32%	924,814	2.70%	83,135
Loss Fund Assessment	11,517	0.03%	0	0.00%	(11,517)	11,517	0.03%	0	%00.0	(11,517)
OH W/C Expense	27,193	0.07%	11,143	0.03%	(16,050)	27,193	0.02%	11,143	0.03%	(16,050)
Nurse Triage Services	8,500	0.02%	0	%00.0	(8,500)	8,500	0.02%	0	%00.0	(8,500)
Company 401(K) Match	62,033	0.17%	56,095	0.16%	(2,938)	62,033	0.17%	56,095	0.16%	(5,938)
Life Insurance Expense	1,916	0.01%	0	%00.0	(1,916)	1,916	0.01%	0	%00.0	(1,916)

# Beck



			-							
Beck Building Services, Inc.							Budget I	<b>Budget Income Statement</b>	atement	%
Format Description: 1 Profit & Loss 2019 w/o K1	70 K1		M §		4		Date Ra	Date Range: 01/01/19 To 12/31/19	0 12/31/19	
						03/02/20		3:13:22 PM		Page 4 of 5
	This	This Period	This Period	riod Ratio	This Period	Year To Date	Date Ratio	Year To Date	Date	Y-T-D Variance
Total Fixed Expense	2,187,642	6.03%	2,115,138	6.18%	(72,504)	2,187,642	6.03%	2,115,138	6.18%	(72,504)
			6	1			2		1 702.5	(101.00)
Total Salaried And Fixed Exp	3,413,241	9.41%	3,343,679	9.77.6	(89,562)	3,413,241	9.41%	3,343,679	9.11.6	(295,50)
Other Fixed Expense Hotel/Travel Expenses	127 284	0.35%	176 500	%28.0	(784)	177 784	0.35%	126.500	0.37%	(784)
Postage	25,259	0.07%	15,696	0.05%	(6,563)	25,259	0.07%	15,696	0.05%	(6,563)
Reproduction And Printing	11,797	0.03%	357	%00.0	(11,440)	11,797	0.03%	357	%00.0	(11,440)
Office Supplies	67,143	0.19%	009	0.00%	(66,543)	67,143	0.19%	009	0.00%	(66,543)
Omice breakroom/Pood/Drinks Computer Maintenance	3,066	0.01%	0	0.00%	(3,066)	3,674	0.01%	0	0.00%	(3,066)
Computer Supplies	5,129	0.01%	0	0.00%	(5,129)	5,129	0.01%	0	%00.0	(5,129)
Donations	36,841	0.10%	8,250	0.02%	(28,591)	36,841	0.10%	8,250	0.02%	(28,591)
Dues & Subscriptions	17,958	0.05%	2,545	0.01%	(15,413)	17,958	0.05%	2,545	0.01%	(15,413)
Vehicle Gas And Oil - Administration	9,440	0.03%	0 0	0.00%	(9,440)	9,440	0.03%	0 0	0.00%	(11.012)
Vehicle Tax And Registration - Administration	295	0.00%	0	0.00%	(295)	295	0.00%	0	0.00%	(295)
Interest Expense	203,499	0.56%	026,79	0.20%	(135,529)	203,499	0.56%	026'29	0.20%	(135,529)
Fees - Team Software	101,359	0.28%	62,813	0.18%	(38,546)	101,359	0.28%	62,813	0.18%	(38,546)
Fees - Accounting/CPA	23,900	0.07%	25,000	0.07%	1,100	23,900	0.07%	25,000	0.07%	1,100
Fees - Payroll/Benefit Services	6,5/1	0.02%	250	0.00%	(6,321)	6,5/1	0.02%	50.000	0.00%	(6,321)
Fees - Consulting	58,575	0.16%	0	0.00%	(58,575)	58,575	0.16%	0	0.00%	(58,575)
Fees - 401(K)	6,236	0.02%	0	0.00%	(6,236)	6,236	0.02%	0	%00.0	(6,236)
Fees - Banking Services	20,636	%90.0	867	0.00%	(19,769)	20,636	%90.0	867	%00.0	(19,769)
Fees - IT Services	44,065	0.12%	30,110	0.09%	(13,955)	44,065	0.12%	30,110	0.09%	(13,955)
rees - Salestorce Penalty Expense	13.243	0.00%	0 0	0.00%	(500)	300	0.04%	0 0	0.00%	(13,243)
Miscellaneous Other Expenses/Adjustments	(1,075)	0.00%	0	0.00%	1,075	(1,075)	0.00%	0	0.00%	1,075
Accounts Receivable Write Offs	2,227	0.01%	0	0.00%	(2,227)	2,227	0.01%	0	0.00%	(2,227)
Total Other Fixed Expense	872,076	2.41%	390,958	1.14%	(481,118)	872,076	2.41%	390,958	1.14%	(481,118)
Payroll Taxes										
Medicare Tax Employer's Portion	366,981	1.01%	364,142	1.06%	(2,839)	366,981	1.01%	364,142	1.06%	(2,839)
Fica Lax Employer's Portion	1,491,045	4.11%	148 968	4.55%	67,587	1,491,043	0.22%	148,968	0.44%	67,587
GA SUTA - Employer's Portion	217,593	0.60%	327,391	0.96%	109,798	217,593	0.60%	327,391	%96.0	109,798
IL SUTA - Employer's Portion	2,421	0.01%	27,140	0.08%	24,719	2,421	0.01%	27,140	0.08%	24,719
PA SUTA - Employer's Portion	56,813	0.16%	97,397	0.28%	40,584	56,813	0.16%	165,18	0.28%	40,384

Format Description: 1 Profit & Loss 2019 w/o K1



# Budget Income Statement %

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	This Period	eriod	This Period	riod	This Period	Year To Date	Date	Year To Date	Date	Y-T-D
	Actual	Ratio	Budget	Ratio	Variance	Actual	Ratio	Budget	Ratio	Variance
TN SUTA - Employer's Portion	3,342	0.01%	7,308	0.02%	3,966	3,342	0.01%	7,308	0.02%	3,966
OH SUTA - Employer's Portion	29,090	0.08%	31,262	0.09%	2,172	29,090	0.08%	31,262	%60.0	2,172
AZ SUTA - Employer's Portion	38,388	0.11%	76,764	0.22%	38,376	38,388	0.11%	76,764	0.22%	38,376
NV SUTA - Employer's Portion	41,721	0.12%	44,015	0.13%	2,294	41,721	0.12%	44,015	0.13%	2,294
MBT Tax	17,429	0.05%	4,462	0.01%	(12,967)	17,429	0.05%	4,462	0.01%	(12,967)
Franchise Tax	3,670	0.01%	0	0.00%	(3,670)	3,670	0.01%	0	0.00%	(3,670)
TX SUTA - Employer's Portion	3,342	0.01%	24,545	0.07%	21,203	3,342	0.01%	24,545	0.07%	21,203
IN SUTA - Employer's Portion	32,925	0.09%	43,105	0.13%	10,180	32,925	0.09%	43,105	0.13%	10,180
FL SUTA - Employer's Portion	12,112	0.03%	20,147	0.06%	8,036	12,112	0.03%	20,147	0.06%	8,036
AL SUTA - Employer's Portion	992	0.00%	1,631	0.00%	865	292	0.00%	1,631	0.00%	865
NC SUTA - Employer's Portion	14,755	0.04%	14,470	0.04%	(285)	14,755	0.04%	14,470	0.04%	(285)
VA SUTA - Employer's Portion	822	%00.0	1,738	0.01%	916	822	0.00%	1,738	0.01%	916
Total Payroll Taxes	2,415,194	6.66%	2,791,443	8.15%	376,249	2,415,194	6.66%	2,791,443	8.15%	376,249
Other Income & Expenses			8.9							
Administrative Fee Income	3,402	0.01%	0	0.00%	3,402	3,402	0.01%	0	0.00%	3,402
Other Miscellaneous Income	11,553	0.03%	0	0.00%	11,553	11,553	0.03%	0	0.00%	11,553
Sales & Use Vendor's Compensation	1,296	0.00%	0	0.00%	1,296	1,296	0.00%	0	0.00%	1,296
Insurance Proceeds	21,992	%90.0	10,322	0.03%	11,670	21,992	0.06%	10,322	0.03%	11,670
Recycling Rebate Expense	120,625	0.33%	0	0.00%	(120,625)	120,625	0.33%	0	0.00%	(120,625)
Miscellaneous Other Taxes	47,779	0.13%	0	0.00%	(47,779)	47,779	0.13%	0	0.00%	(47,779)
Gain Or Loss On Sale Of Assets	14,492	0.04%	0	0.00%	(14,492)	14,492	0.04%	0	0.00%	(14,492)
Total Other Income Or Expense	(144,654)	-0.40%	10,322	0.03%	(154,976)	(144,654)	-0.40%	10,322	0.03%	(154,976)
Net Profit Or <loss></loss>	1,170,151	3.23%	1,283,032	3.75%	(112,881)	1,170,151	3.23%	1,283,032	3.75%	(112,881)

## Exceptions

Beck Education Services has no Exceptions taken to the RFP released by Beaufort County School District

