

Lakewood School District Evaluation Committee Report for the Facilities Management Services RFP

1. List of Proposers:

- Aramark
- Pritchard
- ABM
- S.J. Services
- HES

2. List of Evaluation Committee Members:

- Diane Piasentini, Purchase Manager
- Charles DePeri, Director of Facilities
- Jeffrey Frantz, Assistant Facilities Manager

Evaluation Committee Report

3. Cost of Proposals (Ranked from lowest to highest five-year price):

Comparison of Proposal Form A - PRICING											
Description	Details	Aramark		Pritchard		ABM		S.J. Services		HES	
		Percent	Total Charges	Percent	Total Charges	Percent	Total Charges	Percent	Total Charges	Percent	Total Charges
Custodial	Charge for Wages		\$8,500,404.11		\$8,354,528.00		\$8,743,503.60		\$8,867,102.40		\$9,474,426.00
	Charge for Health Care Benefits	47%	\$4,016,440.84	41%	\$3,427,398.00	46%	\$4,014,162.45	27%	\$2,428,049.00	41%	\$3,928,332.01
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	9%	\$766,537.73	11%	\$862,074.00	3%	\$279,246.63
	Charge for Payroll Taxes	17%	\$1,454,693.67	19%	\$1,549,764.94	13%	\$1,093,639.72	19%	\$1,729,080.00	17%	\$1,651,392.45
	Consistent Recom'd FTE's	42.75	No. of FTE's (1 FTE=2080 Hours per Year)	37.75	42.75	42.75	42.75	42.75	42.75	42.75	
Consistent Recom'd Wage Rate	\$18.52	Avg. Wage Rate Excl. Benefit & Taxes	\$19.12	\$21.28	\$19.67	\$19.94	\$21.31				
Custodial Overtime	Charge for Wages		\$243,770.02		\$271,320.00		\$250,741.50		\$254,286.00		\$271,702.50
	Charge for Payroll Taxes	17%	\$41,716.89	19%	\$50,329.86	13%	\$31,363.55	19%	\$49,581.00	17%	\$47,357.75
	Number of Annual Hours	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700		
	Consistent Recom'd FTE's	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00		
	Consistent Recom'd Wage Rate	\$27.78	Avg. Wage Rate Excl. Benefit & Taxes	\$28.68	\$31.92	\$29.50	\$29.92	\$31.97			
Custodial - Head/ Leads	Charge for Wages		\$1,525,067.00		\$2,905,344.00		\$1,590,825.60		\$1,601,891.20		\$1,678,768.00
	Charge for Health Care Benefits	50%	\$768,743.16	38%	\$1,089,504.00	46%	\$730,417.91	40%	\$632,812.00	38%	\$643,383.02
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	9%	\$139,479.38	10%	\$156,682.00	3%	\$45,724.60
	Charge for Payroll Taxes	17%	\$255,601.10	19%	\$538,941.31	13%	\$198,998.93	19%	\$312,364.00	18%	\$312,911.72
	Consistent Recom'd FTE's	7.00	No. of FTE's (1 FTE=2080 Hours per Year)	12.00	7.00	7.00	7.00	7.00	7.00		
Consistent Recom'd Wage Rate	\$20.58	Avg. Wage Rate Excl. Benefit & Taxes	\$20.95	\$23.28	\$21.85	\$22.00	\$23.06				
Custodial Heads/Lead Overtime	Charge for Wages		\$235,673.13		\$261,900.00		\$245,835.00		\$247,545.00		\$259,425.00
	Charge for Payroll Taxes	17%	\$39,498.82	19%	\$48,582.45	13%	\$30,751.90	19%	\$48,267.00	17%	\$45,217.80
	Number of Annual Hours	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500		
	Consistent Recom'd FTE's	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00		
	Consistent Recom'd Wage Rate	\$30.87	Avg. Wage Rate Excl. Benefit & Taxes	\$31.42	\$34.92	\$32.78	\$33.01	\$34.59			
Maintenance	Charge for Wages		\$1,148,913.98		\$1,931,384.00		\$1,932,548.80		\$1,923,667.20		\$1,969,968.00
	Charge for Health Care Benefits	10%	\$111,256.90	33%	\$635,544.00	36%	\$690,538.49	33%	\$632,812.00	33%	\$643,383.02
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	8%	\$158,871.21	10%	\$199,530.00	2%	\$45,724.60
	Charge for Payroll Taxes	16%	\$186,144.14	19%	\$358,271.73	12%	\$232,175.07	18%	\$375,110.00	17%	\$343,365.42
	Consistent Recom'd FTE's	7.00	No. of FTE's (1 FTE=2080 Hours per Year)	6.00	7.00	7.00	7.00	7.00	7.00		
Consistent Recom'd Wage Rate	\$25.00	Avg. Wage Rate Excl. Benefit & Taxes	\$18.41	\$26.53	\$26.55	\$26.42	\$27.06				
Prevailing Wages for Maintenance	Charge for Wages		\$1,695,432.15		\$1,018,200.00		\$313,054.56		\$1,291,251.69		\$1,238,524.56
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	8%	\$25,809.93	92%	\$1,274,124.00	4%	\$46,483.64
	Charge for Payroll Taxes	20%	\$347,461.97	19%	\$189,061.60	12%	\$37,837.83	19%	\$271,291.00	17%	\$215,879.95
	Number of Hours 7-1-2023 to 6-30-2023	5,616	5,099	6,552	6,552	6,552	6,552	6,552	6,552		
	Consistent Recom'd Wage Rate	\$60.41	Consistent Average Hourly Wage Rate	\$69.04531	\$40.00	\$99.48750	\$99.54750	\$99.09000	\$101.47500		
Maintenance Overtime	Charge for Wages		\$69,045.31		\$99,487.50		\$99,547.50		\$99,090.00		\$101,475.00
	Charge for Payroll Taxes	16%	\$11,195.91	19%	\$18,454.93	12%	\$12,031.27	19%	\$19,320.00	17%	\$17,677.11
	Number of Annual Hours	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500		
	Consistent Recom'd FTE's	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00		
	Consistent Recom'd Wage Rate	\$37.50	Avg. Wage Rate Excl. Benefit & Taxes	\$27.62	\$39.80	\$39.82	\$39.64	\$40.59			
Grounds	Charge for Wages		\$870,228.15		\$885,248.00		\$909,043.20		\$915,366.40		\$929,286.00
	Charge for Health Care Benefits	49%	\$427,769.80	41%	\$363,168.00	42%	\$381,713.35	40%	\$361,604.00	38%	\$369,201.78
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	8%	\$73,614.45	10%	\$92,158.00	3%	\$26,128.34
	Charge for Payroll Taxes	17%	\$146,881.17	19%	\$164,213.50	12%	\$111,506.46	19%	\$178,490.00	17%	\$167,205.29
	Consistent Recom'd FTE's	5.00	No. of FTE's (1 FTE=2080 Hours per Year)	4.00	4.00	4.00	4.00	4.00	4.00		
Consistent Recom'd Wage Rate	\$20.58	Avg. Wage Rate Excl. Benefit & Taxes	\$20.92	\$21.28	\$21.85	\$22.00	\$23.06				
Grounds Overtime	Charge for Wages		\$62,756.91		\$63,840.00		\$65,556.00		\$66,012.00		\$69,180.00
	Charge for Payroll Taxes	17%	\$10,592.39	19%	\$11,842.32	12%	\$8,041.33	19%	\$12,868.00	17%	\$12,058.08
	Number of Annual Hours	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500		
	Consistent Recom'd FTE's	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00		
	Consistent Recom'd Wage Rate	\$30.87	Avg. Wage Rate Excl. Benefit & Taxes	\$31.38	\$31.92	\$32.78	\$33.01	\$34.59			
General Manager	Charge for Wages		\$450,685.51		\$480,912.00		\$504,358.40		\$504,400.00		\$433,284.80
	Charge for Health Care Benefits	21%	\$94,353.84	9%	\$45,000.00	14%	\$71,431.94	0%	\$0.00	12%	\$51,996.70
	Charge for Other Fringe Benefits	16%	\$70,765.38	0%	\$0.00	3%	\$15,131.04	8%	\$41,746.00	6%	\$27,081.61
	Charge for Payroll Taxes	16%	\$73,159.40	19%	\$91,064.18	12%	\$58,014.42	19%	\$98,350.00	17%	\$75,521.36
	Consistent Recom'd FTE's	1.00	No. of FTE's (1 FTE=2080 Hours per Year)	1.00	1.00	1.00	1.00	1.00	1.00		
Consistent Recom'd Wage Rate	\$45.67	Avg. Wage Rate Excl. Benefit & Taxes	\$43.34	\$47.20	\$48.50	\$48.50	\$41.66				
Maintenance Manager	Charge for Wages		\$389,753.44		\$415,912.00		\$424,736.00		\$425,568.00		\$514,384.00
	Charge for Health Care Benefits	21%	\$81,608.05	11%	\$45,000.00	13%	\$54,402.29	0%	\$0.00	10%	\$51,844.13
	Charge for Other Fringe Benefits	16%	\$61,206.04	0%	\$0.00	3%	\$12,741.93	8%	\$35,976.00	5%	\$26,771.36
	Charge for Payroll Taxes	16%	\$63,937.97	19%	\$77,151.68	11%	\$47,472.17	19%	\$82,980.00	17%	\$89,142.15
	Consistent Recom'd FTE's	1.00	No. of FTE's (1 FTE=2080 Hours per Year)	1.00	1.00	1.00	1.00	1.00	1.00		
Consistent Recom'd Wage Rate	\$38.46	Avg. Wage Rate Excl. Benefit & Taxes	\$37.48	\$39.99	\$40.84	\$40.92	\$49.46				
Custodial Evening Supervisors	Charge for Wages		\$582,526.50		\$631,824.00		\$637,104.00		\$636,979.20		\$647,961.60
	Charge for Health Care Benefits	21%	\$122,011.67	14%	\$90,000.00	14%	\$90,229.82	0%	\$0.00	11%	\$70,412.19
	Charge for Other Fringe Benefits	16%	\$91,508.75	0%	\$0.00	3%	\$19,112.89	8%	\$52,418.00	8%	\$50,092.56
	Charge for Payroll Taxes	17%	\$97,140.09	19%	\$117,203.35	12%	\$73,281.37	18%	\$124,206.00	17%	\$112,945.62
	Consistent Recom'd FTE's	2.00	No. of FTE's (1 FTE=2080 Hours per Year)	2.00	2.00	2.00	2.00	2.00	2.00		
Consistent Recom'd Wage Rate	\$28.85	Avg. Wage Rate Excl. Benefit & Taxes	\$28.01	\$30.38	\$30.63	\$30.62	\$31.15				
Grounds Supervisor's	Charge for Wages		\$278,877.05		\$290,779.85		\$295,172.80		\$291,990.40		\$303,284.80
	Charge for Health Care Benefits	21%	\$58,414.89	31%	\$80,792.00	13%	\$37,700.81	0%	\$0.00	12%	\$35,206.10
	Charge for Other Fringe Benefits	16%	\$43,811.16	0%	\$0.00	3%	\$8,855.38	9%	\$24,868.00	8%	\$22,748.55
	Charge for Payroll Taxes	17%	\$46,637.36	19%	\$53,939.66	12%	\$34,698.40	19%	\$56,934.00	17%	\$52,080.84
	Consistent Recom'd FTE's	1.00	No. of FTE's (1 FTE=2080 Hours per Year)	1.00	1.00	1.00	1.00	1.00	1.00		
Consistent Recom'd Wage Rate	\$26.44	Avg. Wage Rate Excl. Benefit & Taxes	\$26.82	\$27.96	\$28.38	\$28.08	\$29.16				
Clerical	Charge for Wages		\$248,337.29		\$223,912.00		\$220,854.40		\$220,771.20		\$265,408.00
	Charge for Health Care Benefits	15%	\$36,916.71	20%	\$45,000.00	14%	\$31,279.67	0%	\$0.00	13%	\$35,206.10
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	3%	\$6,625.80	9%	\$19,104.00	9%	\$22,748.55
	Charge for Payroll Taxes	16%	\$40,842.25	19%	\$41,535.68	12%	\$25,404.21	19%	\$43,044.00	17%	\$46,261.52
	Consistent Recom'd FTE's	1.00	No. of FTE's (1 FTE=2080 Hours per Year)	1.00	1.00	1.00	1.00	1.00	1.00		
Consistent Recom'd Wage Rate	\$20.00	Avg. Wage Rate Excl. Benefit & Taxes	\$23.88	\$21.53	\$21.24	\$21.23	\$25.52				
Contractor Start Up Charges - attach detail breakdown											
Years total amount amortized over: 5		Input Total Start-Up Charges Amount		\$0	\$0	\$0	\$117,485	\$117,485	\$0	\$200,000	\$200,000
Contractor Equipment Budget/Pool =		\$300,000		\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000
Years total amount amortized over: 5		Total Equip. Budget Pool Amount		\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000
Contractor Charge for Computerized Quality Assurance System		\$14,853.26		\$2,625.00	\$663,777.88	\$32,500.00	\$54,163.23				
Contractor Charge for Office and/or Warehouse Rent		\$0.00		\$0.00	\$0.00	\$0.00	\$0.00				
Contractor Charge for Required Office Equipment		\$62,662.85		\$18,100.00	\$25,041.43	\$45,000.00	\$395,761.05				
Contractor Charge for Supplies and On-Going Operating Costs		\$4,610.12		\$1,658.54	\$553,538.55	\$2,627.02	\$876,766.59	\$3,821.20	\$1,275,325.50	\$540.00	\$180,225.00
Contractor Management Fee		\$671,644.94		2.4%	\$557,232.36	6.9%	\$2,017,656.38	3.7%	\$1,150,000.00	7.2%	\$2,264,311.72
District Charge for Contract Monitoring		\$121,668.00		\$121,668.00	\$121,668.00	\$121,668.00	\$121,668.00				
TOTAL CONTRACT CHARGE FOR FIVE YEARS		\$27,789,187.82		\$28,840,518.46		\$29,081,280.72		\$30,687,266.18		\$31,314,849.82	

Evaluation Committee Report

4. Evaluation Criteria - The following were the criteria used by the committee in evaluating the proposals:

The Criteria Used in Evaluating Proposals <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>	Weighting Factor	Points
1. Program Price: What is the price of the program proposed and its impact upon the District's operating budgets? Are the charges detailed in the proposal form realistic; i.e., Health care costs, payroll taxes, management fee, etc.	15%	1 to 5
2. Contractor's financial viability, strength, capability and record of performance: Considers the Contractor's capability and experience as measured by financial statements, performance record, litigation, years in the industry, number of public school districts served and references.	12%	1 to 5
3. On-Site Management: Considers the references; proposal resumes, face to face interviews and any other method to discover the capabilities and skill level of on-site management. At a minimum the proposed candidate must demonstrate the following: General Manager: <ol style="list-style-type: none"> Should have at least two years' experience in managing a comparable sized public school district. Should have more than five years' experience in the facilities management industry. Must have a high school diploma or GED equivalent diploma. Must be in the process of obtaining or have a Black Seal License by 7-1-2025. For public safety requirements and in case of an emergency, all Contractor General Managers must be fluent in English and able to effectively communicate with the District's staff, fire, police and the public in the respective buildings by being able to read, write, speak and understand English. Daytime custodians must also be capable of communicating effectively both in-person as well as via email. Must be a NJ Certified Educational Facilities Manager (CEFM) pursuant to 18A:17-49 or obtain it within two years of contract start date. Assistant/Maintenance Manager: <ol style="list-style-type: none"> Should have at least one year experience in managing a comparable sized public school district. Should have more than five years' experience in the facilities management industry. Must be in the process of obtaining or have a Black Seal License by 7-1-2025. Must have a high school diploma or GED equivalent diploma. For public safety requirements and in case of an emergency, all Contractor Assistance/Maintenance Managers must be fluent in English and able to effectively communicate with the District's staff, fire, police and the public in the respective buildings by being able to read, write, speak and understand English. Daytime custodians must also be capable of communicating effectively both in-person as well as via email. Custodial Supervisor/s: <ol style="list-style-type: none"> Should have at least one year experience in managing a comparable sized public school district. Should have two years' experience in the custodial industry. Must have a high school diploma or GED equivalent diploma. Must be in the process of obtaining or have a Black Seal License by 7-1-2025. Should be fluent in English and Spanish. 	25%	1 to 5
4. Staffing Viability: Considers whether proposed wages and staffing levels are sufficient to recruit and maintain a stable workforce by the proposed wage rates to the following: <ul style="list-style-type: none"> The current outsourced average wage rates and wages as detailed in the Exhibit 6 wage rates. The Consultant's Recommended Staffing, Wage Rates and Salaries as detailed in Exhibit 7. Are benefits and paid time off provided/offered and employee contribution to insurance premiums and copays/deductibles sufficient to recruit and maintain a stable workforce? Is the number of proposed custodial, maintenance, grounds management and clerical staff sufficient to meet the Scope of Work in this RFP? Can the Contractor meet the Black Seal requirement? 	24%	1 to 5
5. Contractor's Proposed Program: Are the Proposer's program, systems, training, and procedures for custodial and management services thorough and comprehensive to meet the scope of work?	10%	1 to 5
6. Contractor's Start Up/Transition Plan: Is the Proposer's start-up plan customized to the needs of the District? Is the plan detailed from pre-planning (30 days prior to the start of the contract) through the start of the contract and the first three months to September 30, 2025? Did it detail the additional management and resources they shall be providing as well as the startup task, any requirements for the District, implementation date, estimated completion date, and who is responsible (name and title)? Did the plan have 100 or more different (not repetitive) tasks listed covering the startup activities in implementation, management, HR, custodial, maintenance, grounds and training? Was it submitted in Excel format or a Gantt chart?	14%	1 to 5

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5. Scoring: The following are the actual and weighted points for each proposer:

TOTALS											
CRITERIA	Weighing Percent	Points Awarded (1 to 5)					Weighted Points				
		Aramark	Pritchard	ABM	S.J. Services	HES	Aramark	Pritchard	ABM	S.J. Services	HES
Program Price:	15%	15.00	12.00	9.00	6.00	3.00	2.25	1.80	1.35	0.90	0.45
Contractor's capability and record of performance:	12%	10.50	11.00	6.50	9.00	9.00	1.26	1.32	0.78	1.08	1.08
On-Site Management:	25%	14.50	12.50	8.50	7.00	8.00	3.63	3.13	2.13	1.75	2.00
Staffing Viability	24%	15.00	15.00	8.00	11.00	11.50	3.60	3.60	1.92	2.64	2.76
Contractor's Proposed Program:	10%	14.00	15.00	12.00	11.50	15.00	1.40	1.50	1.20	1.15	1.50
Contractor's Start Up/Transition Plan:	14%	13.00	15.00	8.00	8.00	15.00	1.82	2.10	1.12	1.12	2.10
TOTALS	100%	82.00	80.50	52.00	52.50	61.50	13.96	13.45	8.50	8.64	9.89

6. Scoring Summary:

- Aramark: 13.96 Points** – Aramark ranked first for Program Price because they had the lowest five-year price. Contractor's Capability and Record of Performance was based on the references provided as well as financial stability and was worthy of second place. For On-Site Management, Aramark's proposed candidate stood out as being the strongest, earning first place. The proposed staffing, wages and benefits provided caused their proposal to be tied for first place for Staffing Viability. Aramark came in second in the Contractor's Proposed Program. They ranked second for Contractor's Startup/Transition Plan because they demonstrated that they had the systems, procedures, and corporate support to achieve success through the life of the contract.
- Pritchard 13.45 Points** – For Program Price, Pritchard ranked second. The school districts served, and references had them placed first for Contractor's Capability and Record of Performance. Pritchard's proposed candidate ranked second amongst the companies for On-Site Management. Pritchard also tied for first for Staffing Viability. They ranked first for the Contractors Proposed Program and first for their Start Up/Transition Plan.
- HES: 9.89 Points** – HES had the highest five-year contract price and scored lowest in points awarded for pricing. Their list of school districts served, and references ranked them tied for third regarding Contractor's Capability and Record of Performance. In reviewing their proposed candidate's resume, they scored fourth for On-Site Management. HES ranked second in Staffing Viability and tied first in Contractor's Proposed Program. Their Start Up/Transition Plan ranked them tied for first.
- SJ Services: 8.64 Points** - SJ Services had the second highest price which earned fourth place ranking for Program Price. Their references were good enough to tie for third for Contractor's Capability and Record of Performance. In reviewing the resume of SJ Services' proposed candidate, they were fifth for On-Site Management. SJ Services received a third place score for Staffing Viability. They received fourth place for Contractor's Proposed Program. They tied for fourth place for their Startup Plan/Transition Plan.
- ABM: 8.50 Points** - ABM had the third highest price which earned them the third place ranking for Program Price. They ranked fourth place for Contractor's Capability and Record of Performance. In reviewing the resume of ABM's proposed candidate, they placed third for On-Site Management. ABM received the fourth place score for Staffing Viability and third for their Contractor's Proposed Program. They tied for fourth place for their Startup Plan/Transition Plan.

7. Recommendation of the Lakewood School District's Custodial RFP Evaluation Committee:

- Upon review of the proposals submitted and based upon the RFP evaluation criteria, the committee concludes that the **Aramark** proposal is most advantageous for the Lakewood School District.