

CUSTODIAL SERVICES OUTSOURCING

School Board Regular Meeting
April 1, 2025



UNDERSTANDING COOPERATIVE PURCHASING

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WHY USE CO-OPS?

Cooperative purchasing, or “**Co-Ops**”, is a widely accepted method of procurement for **Public entities**. The District participates in several **Cooperative Purchasing Programs** to save **time and resources** when the District lacks the capacity to issue independent solicitations.

HOW IT WORKS

A **Lead Agency** (State, County, City, or Municipality) issues a public solicitation, and includes language indicating that the solicitation is “Cooperative”, and that the resulting contract will be available to other government entities. This allows other public agencies to “**piggyback**” on competitively awarded contracts.

BENEFITS TO GOVERNMENT AGENCIES

Participating agencies benefit from: **economies of scale, reduced administrative costs, and favorable contract terms** that **align with procurement and risk management standards**.

BENEFITS TO VENDORS

Cooperative contracts are ideal for vendors as they provide a **wider client base** across government sectors, **financial security** working with public agencies, **streamlined processes** (less time bidding and managing contracts), and often results in **highly competitive pricing**.

MEETS PROCUREMENT REQUIREMENTS

The solicitation conducted by the Lead Agency satisfies **State and Federal competition rules**, and is allowable per Purchasing and Contracting Policy 440.14

SERVICE AGREEMENT - SCOPE OF SERVICES

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NOTABLE ENHANCEMENTS TO SCOPE OF WORK

- **Initial Clean** at service start to establish a high standard from “ground zero”
- Services aligned with **ISSA K12 Cleaning Standards**
- Includes support for:
 - **Building Rentals**
Ad-Hoc / Unscheduled Needs
- Contractor will provide:
 - **Equipment & Cleaning Supplies**
 - **Consumable Supplies** (e.g., paper products, soap)
- **District maintains:**
 - Supplies & equipment for **Day Custodians**
 - Two **separate custodial closets** at each site:
 - One for FNSBSD staff
 - One for Contractor staff

ADDITIONAL PROVISIONS

- **Supplemental Services** available upon request
- **Performance Assessments & Quality Control**
- **Background Checks & Fingerprinting** conducted by the District;
 - **Billed to Contractor**
- To reduce costs & support operations, District will provide:
 - **Office, staging, and storage space** for Contractor

CURRENT STATUS

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STATUS

Administration is nearing completion of the finalized contract

- Aligned with **budget** and **operational priorities**
- **Full agreement available** for Board review

PRICE AND SAVINGS

- FY26 cost: \$4,074,500
- **Estimated savings: \$2,900,000** (includes General and Risk Funds)

CURRENT ABM SERVICE SITES (TEMPORARY CONTRACT)

Evening/shift custodial services currently provided at **eight** district buildings and schools.

School administrators report noticeable **improvements in service quality** and **excellent responsiveness** from ABM.



QUESTIONS?