SUPERINTENDENT APPROVAL OF PURCHASE OR CONTRACT RENEWAL

Request for Payment ☐ New Contract/Agreement ☐

Addendum/Amendment ☑ Annual/Renewal ☐

Vendor Name: Interstate Premier BIB#

Specific Description:

Addendum to add PVES to Interstate's Premier services area from ABM. In addition, a one-time clean will be performed upon the acceptance of the school by Interstate Premier. Will increase the FTEs at PVES from 5.87 to 6.4.

Purpose/Outcome:

PVES has been under-performing under the service of ABM's Custodial Services. Due to low performance, PVES will be now serviced by Interstate Premier beginning November 1, 2025.

Term: Term of Contract Bgt trans. req. KA 10/7/25

Funding Source: ~~10025401-552309 #6,144 (one time cleaning)~~ 10025478-552200 # 20,000 for increased FTEs (All chgs)

Special Revenue:_____(Initial) Capital/Referendum/8%_____(Initial)

Costs: Addtional $26,000 annually Procurement Method: RFP 24-022

**Over $759,000.00 Board Approval Required:_____ (Initial)

MOUs and MOAs - Reviewed by Legal:_____ (Initial)

Requested by:_____ Date:_____

If applicable, by signing as the requester, you are confirming you have read and understand Proviso 1.93 (SDE: Partisanship Curriculum) and that the services provided by the contractor are in compliance with the order. Questions regarding the Proviso may be directed to the BCSD Legal Department.

APPROVED BY:

Chief Officer:_____ Date: 10/3/25

CFO:_____ Date: 10.7.25

Superintendent:_____ Date: 10/13/25

The parties hereto have executed Addendum Number Two, the day and date first written above.

ACCEPTED:

Interstate Premier Services Corporation

BY: _____
Kelley DeSantis,
Vice President

APPROVED:

Beaufort County School District

BY: _____
Dr. Frank Rodriguez,
Superintendent

STATE OF SOUTH CAROLINA	**) ADDENDUM NUMBER TWO**
	) INTERSTATE PREMIER
	) SERVICES CORPORATION
COUNTY OF BEAUFORT	**) CUSTODIAL SERVICES**

This Addendum Number One dated as of 1st day of November 1, 2025, is entered into pursuant to the Agreement between Beaufort County School District, (BCSD), and Interstate Premier Services Corporation (Contractor) dated October 1, 2024, to acquire all services, materials, and equipment to provide Custodial Services for BCSD identified in (RFP) #24-022 solicitation.

WHEREAS, Section III: Scope of Work, allows the District the movement of custodial services from one contractor to another based on non-performance, monthly customer satisfaction survey results, and District Facilities Manager QA inspections. Groups that have an annual satisfaction survey average below 80%, the district reserves the right to move that school to another contractor whose performance meets or exceeds 80%.

THEREFORE, in consideration of the promises herein contained and for other good and valuable consideration, the Parties hereto agree as follows:

1. The custodial services of Pritchardville Elementary will be transferred to Interstate Premier Services Corporation from ABM Industry Groups.

2. Effective November 1, 2025, the prices in Exhibit A will reflect the additional location and increase in FTEs from 5.87 to 6.4. The new monthly cost of Pritchardville is $25,495.03.

3. A one-time detail clean to be performed on November 1 and 2, 2025 for a total cost of $6,144.00.

4. All other terms and provisions of the Agreement dated October 1, 2024, as Amended, shall remain in full force, and affect.

Exhibit A

PRICE SHEET

RFP 24-022
Beaufort County School District
Pricing Schedule for Custodial Maintenance

LOCATION	Monthly Cost	Annual Cost
Hilton Head		
Hilton Head Island High School		
Hilton Head Island Middle School		
Hilton Head Island Elementary School		
Hilton Head Island School for Creative Arts		
Hilton Head Island Early Childhood Center		
Daufuskie Island Elementary School		
Total Hilton Head Group	**$ 142,454.76**	**$ 1,709,457.12**
Pritchardville		
Pritchardville Elementary School	**$ 25,495.03**	**$ 305,940.36**
Bluffton Group 1		
Bluffton High School		
Bluffton Middle School		
Bluffton Elementary School		
Bluffton Early Childhood Center		
H.E. McCracken Middle School		
Red Cedar Elementary School		
Total Bluffton Group 1	**$ 137,659.62**	**$ 1,651,915.44**
Total Contract Price	**$ 305,609.41**	**$ 3,667,312.92**

Exhibit A (Continued)

ADDITIONAL COSTS

SATURDAY SERVICE		
	Area opened	
	Minimum number of hours/custodian	4.0
	Minimum cost per custodian	$36.02/hr
	Additional hour/custodian after minimum	$25.73/hr
SUNDAY SERVICE		
	Area opened	
	Minimum number of hours/custodian	4.0
	Minimum cost per custodian	$36.02/hr
	Additional hour/custodian after minimum	$25.73/hr

Cleaning in Excess of Once Annually: May only be authorized by COO or Designee	**($/SF)**
Shampoo carpet	$0.23
Finish floors	$0.34
Damp Wipe furniture & locker ext.	$0.16
Clean all exterior windows	Once a year $0.00
Clean all interior windows	$0.20
Clean all interior skylights	$0.30
Electrostatic Misting	$0.16
Power Wash:	
All entrances to buildings.	$0.26
All mobile units (Portables).	$0.26

Abar, Katherine E

From: Majors, Brandy K
Sent: Tuesday, September 30, 2025 12:46 PM
To: Oetting, Robert S; Yinger, Kaylee M
Cc: Unsworth, Trudy B; Ackerman, Louis M; Abar, Katherine E
Subject: FW: Follow-up to QBR — Pritchardville Elementary Start Date & Attachments
Attachments: UPDATED Pritchardville Elementary - Staffing Addendum 9.29.25.pdf; Pritchardville Elementary - Project Quote 9.23.25.pdf

Please find attached updated staffing addendum and project quote for additional service work.

Interstate has accepted the revised staffing plan and adjusted the price accordingly.

Available funds were identified under general fund account 10025401-532309 in the amount of $20,000.00. Trudy Unsworth advised that a transfer from that account would be necessary to the contract account billed under object code 532200.

Requesting budget approval and approval to proceed with issuance of the contract addendum.

Thank you for your consideration. Please let me know if you have any questions.

Best regards,
Brandy Majors | Facilities Manager
Beaufort County School District | SC
Office: 843-322-0804
Mobile: 843-941-3043
Fax: 843-322-0785
Email: Brandy.Majors2@beaufort.k12.sc.us
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BEAUFORT COUNTY SCHOOL DISTRICT **OPERATIONS**

From: Kelley DeSantis <kdesantis@interstatemaintenance.com>
Sent: Tuesday, September 30, 2025 12:32 PM

To: Majors, Brandy K <brandy.majors2@beaufort.k12.sc.us>
Cc: Brad Marg <bmarg@interstatemaintenance.com>; Rachel Weller <rweller@interstatemaintenance.com>; Yinger, Kaylee M <Kaylee.Yinger@beaufort.k12.sc.us>; Oetting, Robert S <Robert.Oetting@beaufort.k12.sc.us>; Kelley DeSantis <kdesantis@interstatemaintenance.com>
Subject: RE: Follow-up to QBR — Pritchardville Elementary Start Date & Attachments

Hi Brandy –

Thank you for the update and for approving the detail clean. We're excited to get Pritchardville started on the right foot and look forward to performing the detail clean on November 1–2.

We understand your budget constraints and have revised the staffing on the attached estimate to align with your staffing model while still meeting the scope and principal expectations. Please review the attached and let me know if you have any questions or want to talk through the changes — we're happy to jump on a quick call if that's easiest.

Thanks again for your partnership and transparency throughout this process. We appreciate the trust you've placed in Yenny and her team and are committed to a smooth transition.

Kelley

From: Majors, Brandy K <brandy.majors2@beaufort.k12.sc.us>
Sent: Monday, September 29, 2025 2:24 PM
To: Kelley DeSantis <kdesantis@interstatemaintenance.com>
Cc: Brad Marg <bmarg@interstatemaintenance.com>; Rachel Weller <rweller@interstatemaintenance.com>; Yinger, Kaylee M <Kaylee.Yinger@beaufort.k12.sc.us>; Oetting, Robert S <Robert.Oetting@beaufort.k12.sc.us>
Subject: RE: Follow-up to QBR — Pritchardville Elementary Start Date & Attachments

This is coming from OUTSIDE Interstate. STOP. THINK. DON'T click links or open files unless you know the sender! Esto esta viniendo de afuera de Interstate!

Good afternoon,

Thank you for providing the detailed cleaning quote and proposed staffing addendum for servicing Pritchardville Elementary School. We appreciate the thoroughness of your proposal.

The cleaning quote as submitted is acceptable, and we look forward to starting the school year with an appropriate and consistent level of service from the beginning of the contract term.

We have also reviewed the staffing addendum and appreciate your approach to increasing staffing levels to meet the needs of the facility. However, based on the alternate staffing model outlined in our original contract solicitation, the proposed plan exceeds the model outlined and does not align with current budget constraints.

Given the total square footage of the school—including modular buildings—is 123,284 square feet, we are requesting a revised staffing addendum reflecting a proposed 6.40 FTEs. I've included a snapshot of the staff plan line item from the solicitation document.

	(1) Area Supervisor	(1) Floating Custodian	(1) Head Custodian DAY	Add Custodian DAY	(1) Lead Supervisor Custodian PM	Site Square Feet	Add Custodian PM	(1) Floor Technician	Alternate Staffing FTEs by Location	Alternate Daily Hours by Location
Pritchardville Elementary School		1	1		1	123,284		1	2.40	1

Please let us know if you have any questions or need clarification as you prepare the revised documentation.

Best regards,
Brandy Majors | Facilities Manager
Beaufort County School District | SC
Office: 843-322-0804
Mobile: 843-941-3043
Fax: 843-322-0785
Email: Brandy.Majors2@beaufort.k12.sc.us
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BEAUFORT COUNTY SCHOOL DISTRICT **OPERATIONS**

From: Kelley DeSantis <kdesantis@interstatemaintenance.com>
Sent: Tuesday, September 23, 2025 5:36 PM
To: Majors, Brandy K <brandy.majors2@beaufort.k12.sc.us>; Yinger, Kaylee M <kaylee.yinger@beaufort.k12.sc.us>
Cc: Kelley DeSantis <kdesantis@interstatemaintenance.com>; Brad Marg <bmarg@interstatemaintenance.com>; Rachel Weller <rweller@interstatemaintenance.com>
Subject: Follow-up to QBR — Pritchardville Elementary Start Date & Attachments

WARNING: This email originated from outside of Beaufort County School District's email system. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Brandy —

Thank you again for your time today during the QBR (presentation attached). We really appreciate your transparency around the scoring process, principal surveys, and teacher climate surveys — that level of detail helps us align where it matters most.

We're extremely proud of Yenny and her team. They are a true asset to Interstate and to Beaufort, and we're pleased to be meeting (and in many areas exceeding) expectations. We'll continue to evolve the reporting and analytics for the robots, so you feel confident in their productivity and the value they're adding on site.

We're excited to take on a new school in Q4 and look forward to starting Pritchardville Elementary on November 1. I've attached two documents for your review:

- Detail clean quote — Based on Yenny's walkthrough, she recommends two full days with a crew of eight to bring the building back to an acceptable level for takeover.
- Addendum — Proposed adjustment from the currently allotted 5.87 FTEs to 7.125 FTEs. In Yenny's professional opinion this staffing level is required to cover the scope and ensure her team meets the principal's expectations.

Please review the attachments and let us know if you have any questions or would like to discuss further. Again, thank you — we value our partnership and look forward to a smooth transition at Pritchardville.

Kelley

Kelley DeSantis
Vice President, Marketing
kdesantis@interstatemaintenance.com

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