

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**AGENDA DATE:** October 10, 2023

**PUBLIC HEARING DATE:** Not Applicable

**CONTACT PERSON(S) NAME AND PHONE NUMBER:**

Anthony R. Dekeyzer, Director of Mass Transit, (915) 212-3306  
K. Nicole Cote, Managing Director, (915) 212-1092

**DISTRICT(S) AFFECTED:** All

**STRATEGIC GOAL:** No. 7 – Enhance and Sustain El Paso's Infrastructure Network

**SUBGOAL:** 7.3 – Enhance regional comprehensive transportation system

**SUBJECT:**

Discussion and action on the award of solicitation 2023-0673 Janitorial Services – Mass Transit (Re-Bid) to Eagle Janitorial Service Co. for an initial term of three (3) years for an estimated amount of \$6,804,579.00. The award also includes a two (2) year option for an estimated amount of \$4,536,386.00. The total amount of the contract, including the initial term plus the option for a total of five (5) years, is for an estimated amount of \$11,340,965.00.

**BACKGROUND / DISCUSSION:**

This contract will provide daily janitorial services for the Sun Metro locations to promote safety and good public image on its operations.

**SELECTION SUMMARY:**

Solicitation was advertised on July 18, 2023 and July 25, 2023. The solicitation was posted on City website on July 18, 2023. There were a total of twenty one (21) viewers online; four (4) bids were received; three being from local suppliers.

**CONTRACT VARIANCE:**

The difference based in comparison to the previous contract is as follows: An increase of \$5,751,404.04 for the initial term, which represents a 546.10% increase due to increased hourly rate and added services. The initial hourly rate from the previous contract went from \$10.50 to the awarded hourly rate of \$18.25; an increase of \$7.75, which represents a 53.91% increase.

**PROTEST**

N/A

**PRIOR COUNCIL ACTION:**

N/A

**AMOUNT AND SOURCE OF FUNDING:**

Amount: \$6,804,579.00

Funding Source: Federal Transit Administration Formula 5307 Grant

Account: 560 – 3215 – 522060 – 60050 – P6018 – P60FTA117 – G60225307

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED?  YES  NO

PRIMARY DEPARTMENT: Mass Transit (Sun Metro)

SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

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\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

Deputy Transit Officer

*Jerry DeMuro/for*

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Anthony R. Dekeyzer, Director of Mass Transit

**COUNCIL PROJECT FORM  
(LOW BID)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **REGULAR** agenda for the Mass Transit Board Meeting of **October 10, 2023.**

**Strategic Goal 7: Enhance and Sustain El Paso’s Infrastructure Network**

The linkage to the strategic plan is subsection 7.3 – Enhance a regional comprehensive transportation system

**Award Summary:**

Discussion and action on the award of solicitation 2023-0673 Janitorial Services – Mass Transit (Re-Bid) to Francisco Corral dba Eagle Janitorial Service Co. for an initial term of three (3) years for an estimated amount of \$6,804,579.00. The award also includes a two (2) year option for an estimated amount of \$4,536,386.00. The total amount of the contract, including the initial term plus the option for a total of five (5) years, is for an estimated amount of \$11,340,965.00. This contract will provide daily janitorial services for the Sun Metro locations to promote safety and good public image on its operations.

**Contract Variance:**

The difference based in comparison to the previous contract is as follows: An increase of \$5,751,404.04 for the initial term, which represents a 546.10% increase due to increased hourly rate and added services. The initial hourly rate from the previous contract went from \$10.50 to the awarded hourly rate of \$18.25; an increase of \$7.75, which represents a 53.91% increase.

Department:	Mass Transit (Sun Metro)
Vendor:	Francisco Corral dba Eagle Janitorial Service Co. El Paso, TX
Item(s):	All
Initial Term:	3 Years
Option to Extend:	2 Years
Annual Estimated Award:	\$2,268,193.00
Initial Estimated Award:	\$6,804,579.00 (3 Years)
Total Estimated Award:	\$11,340,965.00 (5 Years)
Account No.:	560 – 3215 – 522060 – 60050 – P6018 – P60FTA117 – G60195307
Funding Source:	FTA Formula 5307 Grant
District(s):	All

This is a Low Bid procurement, unit price contract

The Purchasing & Strategic Sourcing Department and Mass Transit (Sun Metro) Department recommend award as indicated to Francisco Corral dba Eagle Janitorial Service Co. the lowest responsive and responsible bidder.

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*



**CITY OF EL PASO  
BID TABULATION FORM**



BID TITLE: JANITORIAL SERVICES - MASS TRANSIT (Re-Bid) BID NO: 2023-0673  
 BID DATE: AUGUST 16, 2023 DEPARTMENT: MASS TRANSIT - SUN METRO

	ACE GOVERNMENT SERVICES, LLC EL PASO, TX BIDDER 1 OF 4	FRANCISCO CORRAL DBA THE EAGLE JANITORIAL EL PASO, TX BIDDER 2 OF 4	SYNERGY PROJECT CONTRACTORS, INC. EL PASO, TX BIDDER 3 OF 4	TECHNOLOGIES LINK BUSINESS AND SERVICES CORPORATION KATY, TX BIDDER 4 OF 4
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PART A - Janitorial Services																			
Item No.	Description	Unit of Measure	Approximate/ Estimate Hours per Month (A)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	3 Year Total (E = D X 3)	Hourly Rate (A)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	Yearly Total (E = D X 3)
1	Downtown Transit Center (DTC) & Streetcar Maintenance Storage Facility (MSF)	Hourly	1,353	\$ 20.00	\$ 27,060.00	\$ 324,720.00	\$ 974,160.00	\$ 18.25	\$ 24,692.25	\$ 296,307.00	\$ 888,921.00	\$ 187.62	\$ 253,849.86	\$ 3,046,198.32	\$ 9,138,594.96	\$ 22.18	\$ 30,009.54	\$ 360,114.48	\$ 1,080,343.44
2	Westside Transit Center (WTC)	Hourly	801	\$ 20.00	\$ 16,020.00	\$ 192,240.00	\$ 576,720.00	\$ 18.25	\$ 14,618.25	\$ 175,419.00	\$ 526,257.00	\$ 138.79	\$ 111,170.79	\$ 1,334,049.48	\$ 4,002,148.44	\$ 22.18	\$ 17,766.18	\$ 213,194.16	\$ 639,582.48
3	Mission Valley Transit Center (MVTC)	Hourly	879	\$ 20.00	\$ 17,580.00	\$ 210,960.00	\$ 632,880.00	\$ 18.25	\$ 16,041.75	\$ 192,501.00	\$ 577,503.00	\$ 136.90	\$ 120,335.10	\$ 1,444,021.20	\$ 4,332,063.60	\$ 22.18	\$ 19,496.22	\$ 233,954.64	\$ 701,863.92
4	Glory Road Transit Center (GRTC)	Hourly	1,079	\$ 20.00	\$ 21,580.00	\$ 258,960.00	\$ 776,880.00	\$ 18.25	\$ 19,691.75	\$ 236,301.00	\$ 708,903.00	\$ 138.79	\$ 149,754.41	\$ 1,797,052.92	\$ 5,391,158.76	\$ 22.18	\$ 23,932.22	\$ 287,186.64	\$ 861,559.92
5	Eastside Transit Center (ETC)	Hourly	862	\$ 20.00	\$ 17,240.00	\$ 206,880.00	\$ 620,640.00	\$ 18.25	\$ 15,731.50	\$ 188,778.00	\$ 566,334.00	\$ 133.61	\$ 115,171.82	\$ 1,382,061.84	\$ 4,146,185.52	\$ 22.18	\$ 19,119.16	\$ 229,429.92	\$ 688,289.76
6	Five Points Transit Center (FPTC)	Hourly	601	\$ 20.00	\$ 12,020.00	\$ 144,240.00	\$ 432,720.00	\$ 18.25	\$ 10,968.25	\$ 131,619.00	\$ 394,857.00	\$ 98.27	\$ 59,060.27	\$ 708,723.24	\$ 2,126,169.72	\$ 22.18	\$ 13,330.18	\$ 159,962.16	\$ 479,886.48
7	Northgate Transit Center (NTC)	Hourly	1,010	\$ 20.00	\$ 20,200.00	\$ 242,400.00	\$ 727,200.00	\$ 18.25	\$ 18,432.50	\$ 221,190.00	\$ 663,570.00	\$ 121.82	\$ 123,038.20	\$ 1,476,458.40	\$ 4,429,375.20	\$ 22.18	\$ 22,401.80	\$ 268,821.60	\$ 806,464.80
8	Union Depot-Sun Metro Areas (UD-SM)	Hourly	1,036	\$ 20.00	\$ 20,720.00	\$ 248,640.00	\$ 745,920.00	\$ 18.25	\$ 18,907.00	\$ 226,884.00	\$ 680,652.00	\$ 84.61	\$ 87,655.96	\$ 1,051,871.52	\$ 3,155,614.56	\$ 22.18	\$ 22,978.48	\$ 275,741.76	\$ 827,225.28
9	Transit Operations Center (TOC)	Hourly	853	\$ 20.00	\$ 17,060.00	\$ 204,720.00	\$ 614,160.00	\$ 18.25	\$ 15,567.25	\$ 186,807.00	\$ 560,421.00	\$ 143.98	\$ 122,814.94	\$ 1,473,779.28	\$ 4,421,337.84	\$ 22.18	\$ 18,919.54	\$ 227,034.48	\$ 681,103.44
10	Union Plaza Transit Terminal (UPTT)	Hourly	897	\$ 20.00	\$ 17,940.00	\$ 215,280.00	\$ 645,840.00	\$ 18.25	\$ 16,370.25	\$ 196,443.00	\$ 589,329.00	\$ 138.79	\$ 124,494.63	\$ 1,493,935.56	\$ 4,481,806.68	\$ 22.18	\$ 19,895.46	\$ 238,745.52	\$ 716,236.56
11	Upper Eastside Transit Center (UETC)	Hourly	636	\$ 20.00	\$ 12,720.00	\$ 152,640.00	\$ 457,920.00	\$ 18.25	\$ 11,607.00	\$ 139,284.00	\$ 417,852.00	\$ 103.93	\$ 66,099.48	\$ 793,193.76	\$ 2,379,581.28	\$ 22.18	\$ 14,106.48	\$ 169,277.76	\$ 507,833.28
<b>TOTAL</b>						\$ 2,401,680.00	\$ 7,205,040.00			\$ 2,191,533.00	\$ 6,574,599.00			\$ 16,001,345.52	\$ 48,004,036.56			\$ 2,663,463.12	\$ 7,990,389.36

PART B - Extra Cleaning Services, On Call																			
Item No.	Description	Unit of Measure	Approximate/ Estimate Hours per Month (A)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	3 Year Total (E = D X 3)	Hourly Rate (A)	Monthly Amount (C = A X B)	Yearly Total (D = C X 12)	Yearly Total (E = D X 3)
1	Extra Cleaning Services	Hourly	150	\$ 30.00	\$ 4,500.00	\$ 54,000.00	\$ 162,000.00	\$ 18.25	\$ 2,737.50	\$ 32,850.00	\$ 98,550.00	\$ 212.20	\$ 31,830.00	\$ 381,960.00	\$ 1,145,880.00	\$ 66.54	\$ 9,981.00	\$ 119,772.00	\$ 359,316.00
<b>TOTAL</b>						\$ 54,000.00	\$ 162,000.00			\$ 32,850.00	\$ 98,550.00			\$ 381,960.00	\$ 1,145,880.00			\$ 119,772.00	\$ 359,316.00

PART C - Carpet Cleaning and Wash Services, Quarterly																			
Item No.	Description	Unit of Measure	Approximate/ Estimate Hours per Month (A)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (A)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	Yearly Total (E = D X 3)
1	Transit Operations Center (TOC) Carpets	Hourly	70	\$ 25.00	\$ 1,750.00	\$ 7,000.00	\$ 21,000.00	\$ 18.25	\$ 1,277.50	\$ 5,110.00	\$ 15,330.00	\$ 168.14	\$ 11,769.80	\$ 47,079.20	\$ 141,237.60	\$ 154.48	\$ 10,813.60	\$ 43,254.40	\$ 129,763.20
<b>TOTAL</b>						\$ 7,000.00	\$ 21,000.00			\$ 5,110.00	\$ 15,330.00			\$ 47,079.20	\$ 141,237.60			\$ 43,254.40	\$ 129,763.20



**CITY OF EL PASO  
BID TABULATION FORM**



BID TITLE: JANITORIAL SERVICES - MASS TRANSIT (Re-Bid) BID NO: 2023-0673  
 BID DATE: AUGUST 16, 2023 DEPARTMENT: MASS TRANSIT - SUN METRO

	ACE GOVERNMENT SERVICES, LLC EL PASO, TX BIDDER 1 OF 4	FRANCISCO CORRAL DBA THE EAGLE JANITORIAL EL PASO, TX BIDDER 2 OF 4	SYNERGY PROJECT CONTRACTORS, INC. EL PASO, TX BIDDER 3 OF 4	TECHNOLOGIES LINK BUSINESS AND SERVICES CORPORATION KATY, TX BIDDER 4 OF 4
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PART D - Pressure Wash, Quarterly																			
Item No.	Description	Unit of Measure	Approximate/ Estimate Hours per Month (A)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (A)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	Yearly Total (E = D X 3)
1	Downtown Transit Center (DTC) & Streetcar Maintenance Storage Facility (MSF)	Hourly	22	\$ 40.00	\$ 880.00	\$ 3,520.00	\$ 10,560.00	\$ 37.50	\$ 825.00	\$ 3,300.00	\$ 9,900.00	\$ 299.00	\$ 6,578.00	\$ 26,312.00	\$ 78,936.00	\$ 116.23	\$ 2,557.06	\$ 10,228.24	\$ 30,684.72
2	Westside Transit Center (WTC)	Hourly	22	\$ 40.00	\$ 880.00	\$ 3,520.00	\$ 10,560.00	\$ 37.50	\$ 825.00	\$ 3,300.00	\$ 9,900.00	\$ 299.00	\$ 6,578.00	\$ 26,312.00	\$ 78,936.00	\$ 116.23	\$ 2,557.06	\$ 10,228.24	\$ 30,684.72
3	Mission Valley Transit Center (MVTC)	Hourly	24	\$ 40.00	\$ 960.00	\$ 3,840.00	\$ 11,520.00	\$ 37.50	\$ 900.00	\$ 3,600.00	\$ 10,800.00	\$ 299.00	\$ 7,176.00	\$ 28,704.00	\$ 86,112.00	\$ 116.23	\$ 2,789.52	\$ 11,158.08	\$ 33,474.24
4	Eastside Transit Center (ETC)	Hourly	22	\$ 40.00	\$ 880.00	\$ 3,520.00	\$ 10,560.00	\$ 37.50	\$ 825.00	\$ 3,300.00	\$ 9,900.00	\$ 299.00	\$ 6,578.00	\$ 26,312.00	\$ 78,936.00	\$ 116.23	\$ 2,557.06	\$ 10,228.24	\$ 30,684.72
5	Five Points Transit Center (FPTC)	Hourly	20	\$ 40.00	\$ 800.00	\$ 3,200.00	\$ 9,600.00	\$ 37.50	\$ 750.00	\$ 3,000.00	\$ 9,000.00	\$ 299.00	\$ 5,980.00	\$ 23,920.00	\$ 71,760.00	\$ 116.23	\$ 2,324.60	\$ 9,298.40	\$ 27,895.20
6	Upper Eastside Transit Center (UETC)	Hourly	20	\$ 40.00	\$ 800.00	\$ 3,200.00	\$ 9,600.00	\$ 37.50	\$ 750.00	\$ 3,000.00	\$ 9,000.00	\$ 299.00	\$ 5,980.00	\$ 23,920.00	\$ 71,760.00	\$ 116.23	\$ 2,324.60	\$ 9,298.40	\$ 27,895.20
<b>TOTAL</b>						\$ 20,800.00	\$ 62,400.00			\$ 19,500.00	\$ 58,500.00			\$ 155,480.00	\$ 466,440.00			\$ 60,439.60	\$ 181,318.80

PART E - Pressure Wash & Detailing, Quarterly																			
Item No.	Description	Unit of Measure	Approximate/ Estimate Hours per Month (A)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (B)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	3 Year Total (E = D X 3)	Hourly Rate (A)	Monthly Amount (C = A X B)	Yearly Total (D = C X 4)	Yearly Total (E = D X 3)
1	Glory Road Transit Center (GRTC)	Hourly	52	\$ 40.00	\$ 2,080.00	\$ 8,320.00	\$ 24,960.00	\$ 37.50	\$ 1,950.00	\$ 7,800.00	\$ 23,400.00	\$ 299.00	\$ 15,548.00	\$ 62,192.00	\$ 186,576.00	\$ 117.24	\$ 6,096.48	\$ 24,385.92	\$ 73,157.76
2	Union Plaza Transit Terminal (UPTT)	Hourly	44	\$ 40.00	\$ 1,760.00	\$ 7,040.00	\$ 21,120.00	\$ 37.50	\$ 1,650.00	\$ 6,600.00	\$ 19,800.00	\$ 299.00	\$ 13,156.00	\$ 52,624.00	\$ 157,872.00	\$ 117.24	\$ 5,158.56	\$ 20,634.24	\$ 61,902.72
3	Northgate Transit Center (NTC)	Hourly	32	\$ 40.00	\$ 1,280.00	\$ 5,120.00	\$ 15,360.00	\$ 37.50	\$ 1,200.00	\$ 4,800.00	\$ 14,400.00	\$ 299.00	\$ 9,568.00	\$ 38,272.00	\$ 114,816.00	\$ 117.24	\$ 3,751.68	\$ 15,006.72	\$ 45,020.16
<b>TOTAL</b>						\$ 20,480.00	\$ 61,440.00			\$ 19,200.00	\$ 57,600.00			\$ 153,088.00	\$ 459,264.00			\$ 60,026.88	\$ 180,080.64

<b>(PART A+B+C+D+E) 3 YEAR TOTAL</b>		\$ 7,511,880.00		\$ 6,804,579.00		\$ 50,216,858.16		\$ 8,840,868.00
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<b>OPTION TO EXTEND THE TERM OF THE AGREEMENT</b>																	
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. THE TERM OF THIS CONTRACT SHALL BE BASED ON ONE OF THE SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:																	
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S)		X		X		X		X									
NO OPTION OFFERED																	
AMENDMENTS ACKNOWLEDGED:		YES		YES		YES		YES									

BIDS SOLICITED: 309 LOCAL BIDS SOLICITED: 182 BIDS RECEIVED: 4 LOCAL BIDS RECEIVED: 3 NO BID: 1

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

**ONLINE VIEWS FOR 2023-0673 JANITORIAL SERVICES - MASS TRANSIT (RE-BID)**

<b><u>NO.</u></b>	<b><u>PARTICIPANT NAME</u></b>	<b><u>CITY</u></b>	<b><u>STATE</u></b>
1	Eagle Janitorial Services	El Paso	TX
2	TLBSCORPORATION	Katy	TX
3	Ace Government Services LLC	El Paso	TX
4	Synergy Project Contractors, Inc.	El Paso	TX
5	Unipak Corp.	West Long Branch	NJ
6	Paso-Tex Industries LLC	El Paso	TX
7	Bella Luna Engineering and Building Maintenance	El Paso	TX
8	Clean Sweep Janitorial Services	El Paso	TX
9	Construction Reporter	Albuquerque	NM
10	Filterbuy Incorporated	Talladega	AL
11	Fleetwash Inc.	Fairfield	NJ
12	GrayMar Environmental Services Inc	El Paso	TX
13	Life Landscaping	el paso	TX
14	Lim Service Industries Inc.	El Paso	TX
15	Mean Clean LLC	El Paso	TX
16	MONEYLINEZ 915 LLC	El Paso	TX
17	North America Procurement Council Inc., PBC	Grand Junction	CO
18	P&V Distributing	El Paso	TX
19	Shine Bright Cleaning Co.	El Paso	TX
20	The PlanIt Room	El Paso	TX
21	WESTERN JANITORIAL SERVICE INC	EL PASO	TX