

City of South Daytona
Office of the City Manager

1672 S. Ridgewood Avenue • South Daytona, FL 32119 • 386/322-3014



MEMORANDUM

To: James L. Gillis Jr., City Manager
From: Becky Witte, Deputy City Clerk
Re: Consideration of awarding the Cleaning Services Bid (Bid# 23-B-001) to Southern Cleaning Service Inc in the amount of \$27,391 annually as budgeted in the current fiscal year.
Date: February 27, 2023

In January, staff solicited bids from qualified Cleaning Companies in an effort to ensure the best prices for Cleaning Services for City facilities. Bids were received until Thursday, February 16, 2023 at which time the submissions were publicly opened. The following bids were received:

<u>Bidder</u>	<u>Address</u>	<u>Phone</u>	<u>Bid</u>
Emerald Cleaning Company LLC	2500 State Road 44, Apt 2208, New Smyrna Beach, Florida 32168	386-478-3628	\$38,400
Just Peachy Clean	913 Big Tree Road South Daytona, Florida 32119	386-290-7594	\$44,184
Southern Cleaning Services Inc	13052 US Hwy 11 Springville, AL 35146	205-467-6655	\$27,391

The term of this Agreement shall be for three (3) years with three (3), one (1) year renewal options.

Staff recommends City Council awarding the Cleaning Services Bid (Bid# 23-B-001) to Southern Cleaning Service Inc in the amount of \$27,391 annually as budgeted in the current fiscal year.


SECTION 8: BID FORMS

BID FORM 8A: BID SUBMITTAL CHECKLIST

- Form 8B: Acknowledgement and Pricing Proposal
- Form 8C: Drug Free/Tie Preference Statement
- Form 8D: Public Entity Crimes Statement
- Form 8E: Anti-Collusion Statement
- Form 8F: Statement of Vendor Qualifications
- Form 8G: Professional References for Previous Experience
- Form 8H: Listing of Subcontractors
- Form 8I: Bid – Listing of Fees
- Form 8J: Independent Contractors Agreement
- Attachment: Bid Proposal
- Copy of License(s)
- Insurance Certificate
- Submission of one (1) original marked “ORIGINAL,” one(1) copy marked “COPY,” and one (1) digital (flash drive) copy.

BY: Southern Cleaning Service, Inc.

Name of Business


Authorized Signature

David Yance - EVP of Business Development

Printed Name and Title

2/13/2023
Date

THIS DOCUMENT MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8B: Bid Form
Acknowledgement and Pricing Proposal**

PROJECT IDENTIFICATION: Cleaning Services

BID IDENTIFICATION AND NUMBER: BID NO. 23-B-001

THIS BID IS SUBMITTED TO:
**CITY OF SOUTH DAYTONA
OFFICE OF THE CITY MANAGER
1672 S. RIDGEWOOD AVENUE
SOUTH DAYTONA, FLORIDA 32119**

Name of Bidder: Southern Cleaning Service, Inc.

Mailing Address: 13052 US HWY 11

Street Address: _____

City/State/Zip: Springville, AL. 35146

Phone Number: (205) 467-6655 FAX Number: (_____) _____

I have carefully examined the Invitation to Bid (ITB), Instructions to Vendors, General and/or Special Conditions, Specifications, and any other documents accompanying or made a part of this invitation.

I hereby propose to furnish the goods or services specified in the Invitation to Bid at the prices or rates as finally negotiated. I agree that my bid will remain firm for a period of up to ninety (90) days in order to allow the City of South Daytona adequate time to evaluate the proposed bid. Furthermore, I agree to abide by all conditions of the Invitation to Bid.

I certify that all information contained in this Bid is truthful to the best of my knowledge and belief. I further certify that I am a duly authorized to submit this Bid on behalf of the Vendor / Contractor as its act and deed and that the Vendor / Contractor is ready, willing and able to perform if awarded the contract.

I propose and agree, if this Bid is accepted, to enter into an Agreement with the City in the form included in the Contract Documents to furnish all necessary materials, equipment, machinery, tools, apparatus, transportation and labor and to complete all Work as specified or indicated in the Contract Documents for the Contract Price and within the Contract Time indicated in this Bid and in accordance with the Contract Documents.

I will accept as full compensation for completion of the project in full compliance with the Contract Documents, the lump sum price for the work items submitted herein with this Bid.

I further certify that this Bid is made without prior understanding, Contract, connection, discussion, or collusion with any person, firm or corporation submitting a Bid for the same product or service; no officer, employee or agent of the City of South Daytona City Council or of any other Vendor interested in said ITB; and that the undersigned executed this Vendor's Acknowledgement with full knowledge and understanding of the matters therein contained and was duly authorized to do so.

I further certify that having read and examined the specifications and documents for the designated services and understanding the general conditions for contract under which services will be performed, does hereby propose to furnish all labor, equipment, and material to provide the services set forth in the ITB.

I hereby declare that the following listing states any clarifications, any and all variations from and exceptions to the requirements of the specifications and documents. The undersigned further declares that the "work" will be performed in strict accordance with such requirements and understands that any exceptions to the requirements of the specifications and documents may render the Bid non-responsive.

ADDENDUM ACKNOWLEDGEMENT

I have carefully examined the Invitation to Bid (ITB), Instructions to Vendors, General and/or Special Conditions, Specifications, and any other documents accompanying or made a part of this Invitation to Bid.

I acknowledge receipt and incorporation of the following addenda, and the cost, if any, of such revisions has been included in the price of the bid proposal.

Addendum Number: _____ Date: _____ Addendum Number: _____ Date: _____
Addendum Number: _____ Date: _____ Addendum Number: _____ Date: _____

Please note that the City may award contracts to multiple contractors.

BID

The undersigned offers to furnish all materials, equipment and labor for construction of the "BID NO. 23-B-001, Cleaning Services," for the City of South Daytona, Florida, complete in every respect in strict accordance with the drawings, specifications, exhibits, figures and any future changes therein.

The LUMP SUM bid total is:

Twenty Seven Thousand, Three Hundred Ninety One Dollars per year _____ Dollars
(In Words)

(In Figures) \$ 27,391.00 Annually _____

IN WITNESS WHEREOF, Bidder has hereunto executed this form this 13th day of February, 2023

Southern Cleaning Service, Inc.
(Name of Bidding Firm)

[Signature]
(Signature of person signing form)

David Yance, EVP of Business Development
(Printed name and Title of person signing form)

STATE OF Alabama
COUNTY OF St. Clair

This document was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization, this 13th day of Feb, 2023

he/she is personally known to me or has presented

_____ as identification.
VALERIE E. WHEELER
NOTARY PUBLIC, ALABAMA STATE AT LARGE
MY COMMISSION EXPIRES SEP. 16, 2023
Valerie Wheeler
Notary Public
My Commission Expires: 09-16-2023

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8C:
Drug-Free Preference Statement**

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids, proposals, statements, or replies that are equal with respect to price, quality, and service are received by the city for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program.

In order to have a drug-free workplace program, a business shall:

- (1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- (2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- (3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- (4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
- (5) Impose a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
- (6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of Section 287.087, Florida Statutes.

As an authorized representative of the firm, I certify that this firm complies fully with the above requirements.

Southern Cleaning Service, Inc.

(Name of Bidding Firm)

David Yance
(Signature of person signing form)

David Yance, EVP of Business Development

(Printed name and Title of person signing form)

STATE OF Alabama

COUNTY OF St. Clair

This document was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization, this 13th day of February 2023 (he/she) is personally known to me or has presented _____ as identification.

VALERIE E. WHEELER
NOTARY PUBLIC, ALABAMA STATE AT LARGE
MY COMMISSION EXPIRES SEP. 16, 2023

Valerie E. Wheeler
Notary Public
My Commission Expires: 09-16-2023

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8D:
Public Entity Crimes Statement**

(To be signed in the presence of notary public or other officer authorized to administer oaths.)

Before me, the undersigned Authority, personally appeared affiant who, being by me first duly sworn, made the following statement:

This sworn statement is submitted with Bid, Proposal or Contract No. 23 - B - 001 for
City of South Daytona Cleaning Services.

This sworn statement is submitted by
Southern Cleaning Service, Inc. whose business address
is 13052 US HWY 11 Springville, AL. 35146 and (if applicable)

its Federal Employer Identification Number (FEIN) is 630935427. (If the

entity has no FEIN, include the Social Security Number of the individual signing this sworn statement:

_____.)

My name is David Yance and my relationship to the entity named above is

EVP of Business Development

(relationship such as sole proprietor, partner, president, vice president)

- (1) I understand that a public entity crime as defined in Section 287.133 of the Florida Statutes includes a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity in Florida or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any proposal or contract for goods or services to be provided to any public entity or such an agency or political subdivision and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentation.
- (2) I understand that "convicted" or "conviction" is defined by the Florida Statutes to mean a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilt or nolo contendere.
- (3) I understand that "affiliate" is defined by the Florida Statutes to mean (1) a predecessor or successor of a person or a corporation convicted of a public entity crime, or (2) an entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime, or (3) those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate, or (4) a person or corporation who knowingly entered into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months.
- (4) I understand that a "person" as defined in Paragraph 287.133(i)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
- (5) Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies).

- X Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.
- The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND (Please indicate which additional statement applies.)
- There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order.)
- The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order).

As an authorized representative of the firm, I certify that this firm complies fully with the above requirements.

Southern Cleaning Service, Inc.

 (Name of Bidding Firm)

 Dail Z

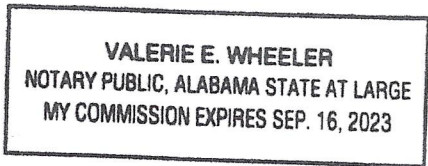
 (Signature of person signing form)

David Yance, EVP of Business Development

 (Printed name and Title of person signing form)

STATE OF Alabama
 COUNTY OF St. Clair

This document was sworn to (or affirmed) and subscribed before me by means of physical presence or _____ online notarization, this 13th day of February, 2023 he/she is personally known to me or has presented _____ as identification.



Valerie E. Wheeler

 Notary Public
 My Commission Expires: 09-16-2023

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8E:
Anti-Collusion Statement**

By signing this form, the Proposer agrees that this Bid is made without any other understanding, agreement, or connection with any person, corporation, or firm submitting a bid for the same purpose and that the bid is in all respects fair and without collusion or fraud.

SIGN in ink in the space provided below. Unsigned Bids will be considered incomplete, and will be disqualified, and rejected.

IT IS AGREED BY THE UNDERSIGNED VENDOR THAT THE SIGNING AND DELIVERY OF THE BID REPRESENTS THE VENDORS ACCEPTANCE OF THE TERMS AND CONDITIONS OF THE FOREGOING SPECIFICATIONS, CONTRACT AND PROVISIONS, AND IF AWARDED, THIS CONTRACT WILL REPRESENT THE AGREEMENT BETWEEN THE VENDORS AND THE CITY OF SOUTH DAYTONA.


(Signature of person signing form)

David Yancey, EVP of Business Development
(Printed name and Title of person signing form)

Name of Bidder: Southern Cleaning Service, Inc.

Address: 13052 US Highway 11

City/State/Zip: Springville, AL. 35146

Phone Number: (205) 467-6655 FAX Number: ()

FEIN Number: 630935427

NO Bid may be withdrawn for a period of ninety (90) days subsequent to the submittal of the Bids, without the consent of the City of South Daytona.

NO BID (REASON): _____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

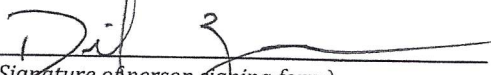
**BID FORM 8F:
Statement of Vendor Qualifications**

The undersigned warrants that he or she is duly authorized to complete this document, and hereby affirms that the information contained in this Form is complete, true, and correct to the best of their knowledge and belief. If necessary, questions may be answered on separate paper and attached, with any additional information that may be pertinent.

- (1) Name of Vendor.
- (2) Permanent main office address.
- (3) Date organized.
- (4) If a corporation, where incorporated.
- (5) How many years have you been engaged in the contracting business under your present firm or trade name?
- (6) Contracts on hand: (Schedule these, showing amount of each contract and the appropriate anticipated dates of completion.)
- (7) General character of work performed by your company.
- (8) Have you ever failed to complete any work awarded to you? If so, where and why?
- (9) Have you ever defaulted on a contract? If so, where and why?
- (10) List the more important projects recently completed by your company, stating the approximate cost for each and the month and year completed.
- (11) List your major equipment currently owned or leased.
- (12) Experience in work similar to this type of project.
- (13) Background and experience of the principal members of your organization, including the officers.
- (14) The undersigned hereby authorizes and requests any person, firm, or corporation to furnish any information requested by the City in verification of the recitals comprising this Statement of Vendor Qualifications.

Southern Cleaning Service, Inc.

 (Name of Bidding Firm)



 (Signature of person signing form)


David Yance, EVP of Business Development

 (Printed name and Title of person signing form)

STATE OF Alabama
 COUNTY OF St. Clair

This document was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization, this 13th day of February, 2023, he/she is personally known to me or has presented _____ as identification.

VALERIE E. WHEELER
 NOTARY PUBLIC, ALABAMA STATE AT LARGE
 MY COMMISSION EXPIRES SEP. 16, 2023



 Notary Public
 My Commission Expires: 09-16 2023

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8F:
Statement of Vendor Qualifications**

The undersigned warrants that he or she is duly authorized to complete this document, and hereby affirms that the information contained in this Form is complete, true, and correct to the best of their knowledge and belief. If necessary, questions may be answered on separate paper and attached, with any additional information that may be pertinent.

- (1) Name of Vendor. Southern Cleaning Service, Inc.
- (2) Permanent main office address. 13052 US HWY 11 Springville, AL. 35146
- (3) Date organized.
- (4) If a corporation, where incorporated. Alabama
- (5) How many years have you been engaged in the contracting business under your present firm or trade name? 38 Years
- (6) Contracts on hand: (Schedule these, showing amount of each contract and the appropriate anticipated dates of completion.)
- (7) General character of work performed by your company.
- (8) Have you ever failed to complete any work awarded to you? If so, where and why?
- (9) Have you ever defaulted on a contract? If so, where and why? No
- (10) List the more important projects recently completed by your company, stating the approximate cost for each and the month and year completed.
- (11) List your major equipment currently owned or leased. Scrubbers and Buffers
- (12) Experience in work similar to this type of project.
- (13) Background and experience of the principal members of your organization, including the officers.
- (14) The undersigned hereby authorizes and requests any person, firm, or corporation to furnish any information requested by the City in verification of the recitals comprising this Statement of Vendor Qualifications.

Southern Cleaning Service, Inc.

(Name of Bidding Firm)

(Signature of person signing form)

David Yance, EVP of Business Development

(Printed name and Title of person signing form)

STATE OF Alabama

COUNTY OF St. Clair

This document was sworn to (or affirmed) and subscribed before me by means of ___ physical presence or ___ online notarization, this ___ day of _____, 20___, he/she is personally known to me or has presented _____ as identification.

Notary Public

My Commission Expires: _____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

BID FORM 8G:
Professional References for Previous Experience

The Vendor proposes that he/she is qualified to perform the referenced work and has successfully done so on recent projects similar in nature and size. The City reserves the right to check references and confirm information provided herein.

Please provide three (3) current and correct references from clients for similar services. (Do not include the City of South Daytona)

Reference 1:

<i>Company Name:</i>	Florida State College of Jacksonville (FSCJ)
<i>City, State:</i>	Jacksonville, Florida
<i>Contact Person:</i>	Kucel Callender - Facilities Supervisor
<i>Telephone Number:</i>	(904)646-2402
<i>Email Address:</i>	kcalend@fsck.edu
<i>Description of Goods or Services provided:</i>	Custodial, Day Porter/Labor, and Floor Maintenance
<i>Contract Amount:</i>	~\$100,000.00
<i>Start/End Date of Contract:</i>	October 2020 - Current

Reference 2:

<i>Company Name:</i>	Kroger Fulfillment Center - Groveland (FC01)
<i>City, State:</i>	Groveland, Florida
<i>Contact Person:</i>	Mike Millins
<i>Telephone Number:</i>	(352)602-1571
<i>Email Address:</i>	michael.mullins@kroger.com
<i>Description of Goods or Services provided:</i>	We clean the entire distribution center in its entirety. We sweep, mop, dust, vacuum, use scrubbers and buffers, sanitize, empty trash cans, this includes restrooms and the parking lot daily.
<i>Contract Amount:</i>	~\$3,000,000.00 +
<i>Start/End Date of Contract:</i>	March 2021 - Current

Reference 3:

<i>Company Name:</i>	Fox Creek High School
<i>City, State:</i>	Josh Trahan
<i>Contact Person:</i>	North Augusta, South Carolina
<i>Telephone Number:</i>	(803)613-9435
<i>Email Address:</i>	jtrahan@fchs.net
<i>Description of Goods or Services provided:</i>	Strip and Waxes, Weekly Clean, and Recoating of Classrooms.
<i>Contract Amount:</i>	~\$389,000.00
<i>Start/End Date of Contract:</i>	June 2019 - Current

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8H:
Listing of Subcontractors**

The Vendor proposes that the following subcontractors are qualified to perform the referenced work and have successfully done so on recent projects similar in nature and size. All subcontractors whose work product accounts for 5% or more of the total contract value shall be listed. Upon approval of subcontractors listed, the successful Vendor shall not substitute subcontractors without approval from the City. Vendor shall attach additional sheets as necessary.

Subcontractor 1:

Name:	N/A		
City, State:			
Description of Work:			
Percent of Contract Price:		Previous Experience Together:	<input type="checkbox"/> Yes <input type="checkbox"/> No

Subcontractor 2:

Name:	N/A		
City, State:			
Description of Work:			
Percent of Contract Price:		Previous Experience Together:	<input type="checkbox"/> Yes <input type="checkbox"/> No

Subcontractor 3:

Name:	N/A		
City, State:			
Description of Work:			
Percent of Contract Price:		Previous Experience Together:	<input type="checkbox"/> Yes <input type="checkbox"/> No

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.

**BID FORM 8I:
BID TABLE: FEES**

Bid Table

Required Services:

	Monthly	Annual
City Hall	\$890.20	\$10,682.49
Piggotte Community Center	\$776.08	\$9,312.94
Police Department	\$342.39	\$4,108.65
Fire Department Administration	\$273.91	\$3,286.92
Total:	\$2,282.58	\$27,391.00

Optional Items to Purchase:

	Quantity	Cost
Hand Towels - Mfold towels	14 c/s	\$590.59
Time Mist	2 c/s	\$200.57
Brown paper Towel Rolls for Dispensers	31 c/s	\$1435.76
Kitchen Rolls		
Urinal Screens	9 c/s	\$265.39
Deb Foam Aerogreen Soap	8 c/s	\$410.26
Toilet Tissue – standard - 2-ply	6 c/s	\$434.71
Toilet Tissue	16 c/s	\$1980.88
GP Compact Coreless Toilet Tissue	3 c/s	\$239.58

Optional Services:

	Monthly	Annual
Seasonal Cleaning of Baseball Field Bathrooms at James Street Park (1700 James Street) and Blaine O'Neal (980 Big Tree Road).	\$45 per cleaning	
Cleaning of Park Bathrooms for Riverfront Veterans Memorial Park	\$30 per cleaning	
Park of Honor	\$30 per cleaning	
Reed Canal Park Playground Bathrooms	\$25 per cleaning	
Reed Canal Park Pavilion Bathrooms	\$25 per cleaning	
Cleaning of James Street Park, Youth Activity Building	\$80 per cleaning	
Deep clean vacant offices	\$115 per office (not to exceed 500 sq ft)	
Carpet Cleaning (in addition to annual requirement)	.35 sq ft with a minimum of \$200 per occurrence	

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR BID.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/12/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Harmon Dennis Bradshaw, Inc. 334-273-7277 P.O. Box 241667 Montgomery, AL 36124	CONTACT NAME: Karen Rodda, CISR, CIC
	PHONE (A/C, No, Ext): 334 273-7277 FAX (A/C, No): 334-273-9197 E-MAIL ADDRESS: krodda@hdbinsurance.com
INSURED Southern Cleaning Service, Inc. 13052 US Hwy 11 Springville, AL 35146	INSURER(S) AFFORDING COVERAGE NAIC #
	INSURER A : United Specialty Insurance Company 12537
	INSURER B : Starstone Specialty Insurance Company 44776
	INSURER C : Alacomp
	INSURER D : MidWest Employers Casualty 23612
	INSURER E : INSURER F :

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> BI/PD Ded:10000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		ATN2215498	12/09/2022	12/09/2023	EACH OCCURRENCE \$1,000,000
						DAMAGE TO RENTED PREMISES (Ea occurrence) \$50,000
						MED EXP (Any one person) \$5,000
						PERSONAL & ADV INJURY \$1,000,000
						GENERAL AGGREGATE \$2,000,000
						PRODUCTS - COMP/OP AGG \$2,000,000
						Per Proj Max \$5,000,000
	AUTOMOBILE LIABILITY					COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY					BODILY INJURY (Per person) \$
						BODILY INJURY (Per accident) \$
						PROPERTY DAMAGE (Per accident) \$
B	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		82276A222ALI	12/09/2022	12/09/2023	EACH OCCURRENCE \$2,000,000
						AGGREGATE \$2,000,000
						\$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y/N (Mandatory in NH) <input checked="" type="checkbox"/> N N/A If yes, describe under DESCRIPTION OF OPERATIONS below		WC10000132462022A PCAL155000	01/01/2023 01/01/2023	01/01/2024 01/01/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
** Supplemental Name **

First Supplemental Name applies to all policies - Southern Cleaning Service, Inc.
First Supplemental Name applies to all policies - Service Star, Inc.
First Supplemental Name applies to all policies - LBG Management Services, Inc.
Policy# ATN2215498 - : Service Star, Inc.
(See Attached Descriptions)

CERTIFICATE HOLDER CANCELLATION

Proof of Coverage	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

DESCRIPTIONS (Continued from Page 1)

LBG Management Services, Inc.

Policy# ATN2215498 - : Service Star Outdoor Solutions

Policy# ATN2215498 - : Service Star, LLC.

Policy# 82276A222ALI - : Service Star LLC

Policy# 82276A222ALI - : Dean Goforth

Policy# 82276A222ALI - : Service Star Outdoor Solutions



SOUTHERN CLEANING SERVICE INC.



Marty Suto
11482 Columbia Park Dr. W.
Jacksonville, FL. 32258
(904) 553-2445
msuto@scsione.com

City of South Daytona Cleaning Services
Bid No. 23-B-001
Due Date 02/16/2023



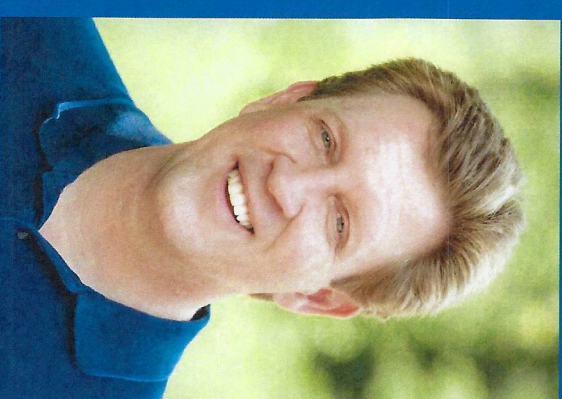
SOUTHERN CLEANING SERVICE INC.

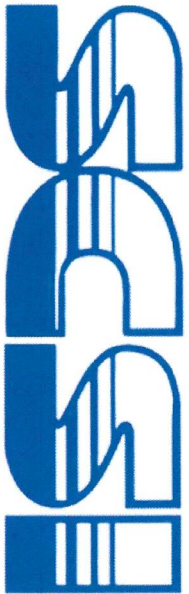
Introduction Letter from Marty Suto

Hi, my name is Marty Suto and I will be your primary connection to SCSI, managing the day-to-day operations with The City of South Daytona. I have a background in sales with a strong understanding of servicing accounts in all industries. It is important to me to make the pre-proposal site inspections to evaluate and prepare a concise cleaning strategy. I plan on doing quarterly and annually reviews with my crew and with each department head of The City of South Daytona to maintain a consistent level of quality service.

At SCSI, we specialize in all forms of facilities management/janitorial care, servicing, healthcare, education, big box retail, industrial manufacturing and distribution facilities, banks, and offices.

Thank you - Marty Suto





SOUTHERN CLEANING SERVICE INC.

Samantha Storlazzi

Project Manager

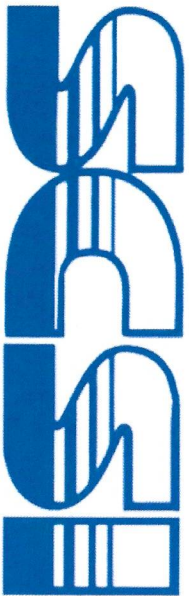
SCSI – 2 years

(352)647-7087

storiuzzi@scsione.com

Samantha will be your Project Manager assigned to oversee the janitorial services for The City of South Daytona. She will be handling the day to day operations, performing regular inspections to make sure that all duties are being performed properly and adequately. She will be responsible for training, management and supervision of all cleaning personnel. She will be responsible for maintaining equipment and supplies along with maintaining the reports and records as well. As the Project Manager, Samantha will be your primary contact. She will respond to all unusual or irregular operational requests, emergency calls, special events, plumbing repairs and/ or any unforeseen circumstances.





SOUTHERN CLEANING SERVICE INC.

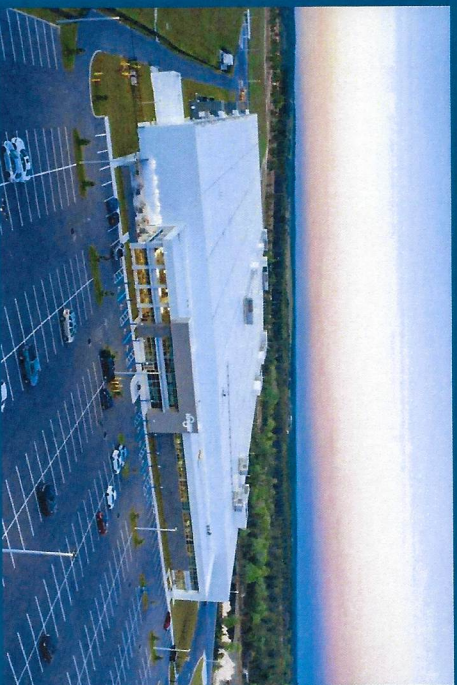
“Our promise is to guarantee the best facility maintenance experience from start to finish with relationships that will last a lifetime”

WHO WE ARE

Southern Cleaning Service, Inc. (SCSI) was established in 1983 and has been providing professional janitorial services for numerous locations throughout the Southeast. Customer service and keeping our clients long-term has always been our main focus. Building trust and becoming a long-term partner with each client is what makes us one of the strongest in our industry. Over the last 35+ years, SCSI has evolved into a facility maintenance services company that offers a wide variety of services to our clients, including full-service facility cleaning and supply management, consulting and program development, equipment and supply services, polished concrete maintenance and supply, commercial and residential outdoor/landscaping supplies and propane fuel sales.

Our long term client retention rate is the strength and support of our business. We have a strong foundation and are prepared to grow with new and existing clients across the US. We continue to grow organically and through acquisitions and partnerships with other great businesses in our industry.



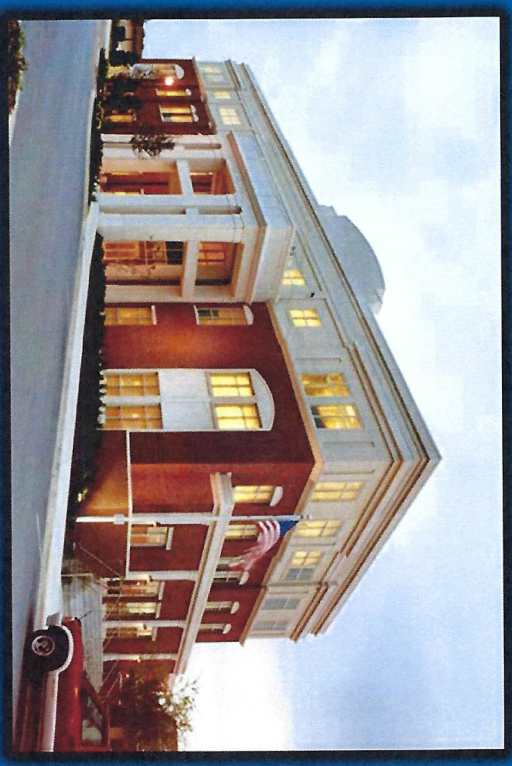


Kroger Fulfillment Facility – Groveland, FL.



WE ARE ABLE TO MEET YOUR NEEDS

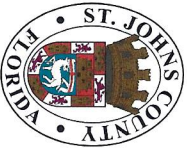
Customers rely on SCSi for reliable facility maintenance services. They know we understand their everyday demands and special circumstances. They appreciate the fact that SCSi doesn't provide "one-size-fits-all" answers. Our diverse management team, with experience managing annual budgets from ten thousand to one billion, enables us to offer a unique perspective and wide range of experience to each relationship, and stay ahead of any industry changes that may impact our customers.



City of Clermont

WHAT MAKES SCSi SUCCESSFUL

- Listening to and understanding our customers' needs
- Recognizing that our customers have choices
- Creating and keeping an open line of communication
- Managing our business with high ethical standards
- And constantly keeping Customer Satisfaction our top priority



VALUE ADDED RELATIONSHIPS



We conduct business in a way that instills a sense of confidence in our customers. It's something that reaches beyond SCSI's service competence; it's a sense of security. You'll know you chose correctly when you choose SCSI.

We continue to transform the industry through our knowledge, integrity, and professionalism. We can expertly handle most anything you ask of us. Consistent and steady growth is what sustains us long term and ensures we maintain long-term relationships with our clients and employees.

The SCSI mission is simple: we build long-term, profitable relationships with our clients and employees.



YOU CAN COUNT ON US

Facilities Management Expertise and Customer Retention

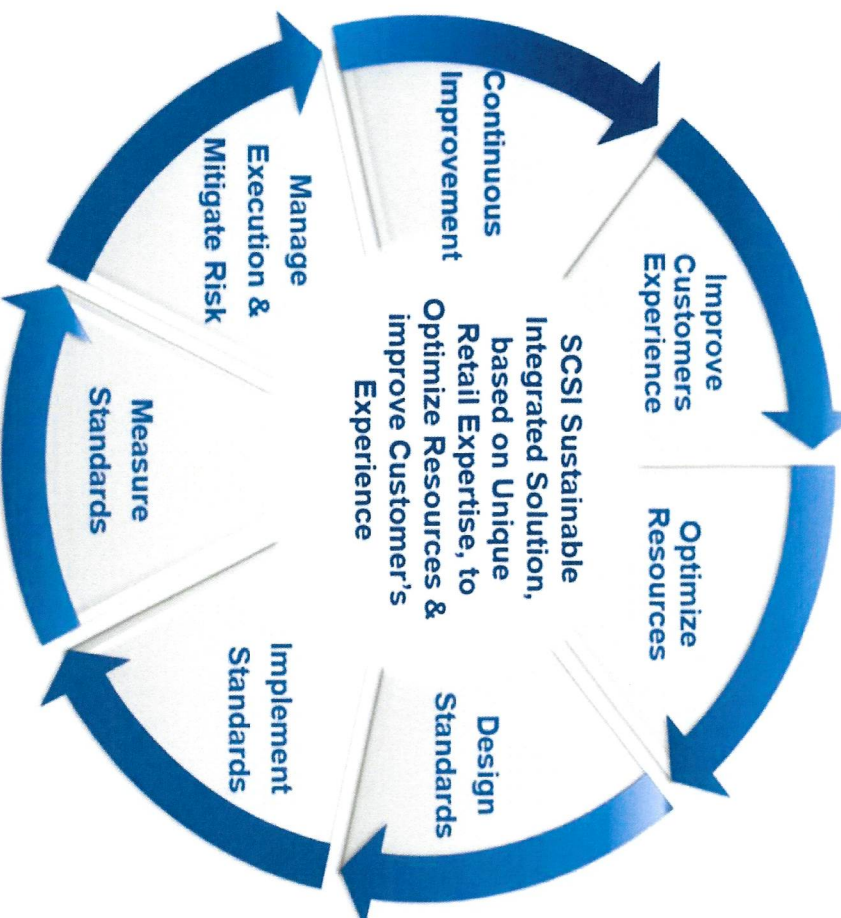
We are focused on delivering consistently superior solutions servicing over 2,000 locations DAILY:

- Daily Cleaning – Janitorial Service
- Post Construction Cleaning Specialists
- VCT (Vinyl Composite Tile) Wet Work – ALL Floors
- Concrete Polishing & Stain Removal
- Carpet Extractions & High Dusting
- Deep Cleaning of Food Areas in Stores
- Deep Cleaning of Food Distribution Centers
- Auto Scrubber Equipment Repair & Rental
- Specialized Services – COVID Protection
- Window Cleaning – Pressure Washing
- Cleaning Supplies/Disinfectants

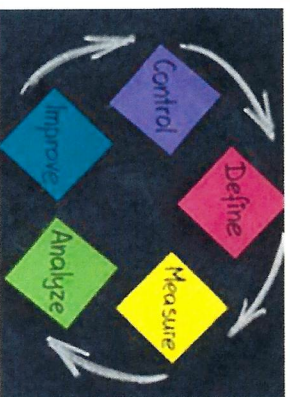
We provide **INTEGRATED SOLUTIONS** combining labor, products and equipment, based on our **35+ year's of Experience!**



SCSI SUSTAINABLE INTEGRATED SOLUTION CONTINUOUS IMPROVEMENT



Regional Operations Manager



INTEGRATED APPROACH

- ✓ Standardization
- ✓ Simplification
- ✓ Sustainable
- ✓ Continuous Improvement

SCSI has provided superior service for its customers for over 35 years. Our executive management team has 100 + years of combined facility maintenance and management experience. The key to our success, is long term relationships with our customers. We develop an in depth understanding of their business and the goals of their leaders.



H. Dean Goforth
President/CEO/Founder

SCSI was founded in 1983 in order to meet facility maintenance and management needs of multiple clients. The company continues to grow under his leadership and follows the same vision today as he had in the beginning: "Be the best at what we do and retain long-term relationships with our customers by delivering on our promise to them." His experience in this area, process, efficiency, design, and implementation for both retail and industrial clients led him to be awarded the US Small Business Young Entrepreneur award in 1992.

He has also served and affiliated with the State of Alabama Economic Development Board, US Small Business Council, State of Alabama Forever Wild Program, and SBA Economic Development Board. He works with various philanthropic organizations and youth mentoring programs and is proactive in helping those in need.

Dean has authored many industry articles and labels one of his strengths is building long term relationships with customers, employees, advisers, and financial partners.

Dean's philosophy for success is first, his faith in God, second, his relationship with his family, and after that comes his successful business endeavors.



David Yancey
EVP Business
Development



Carlos R. Sanchez
EVP Strategy/Execution



Rob Leonard
EVP of Operations



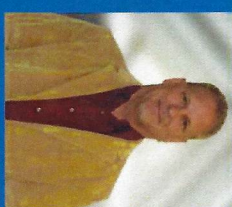
Chris Collins
EVP of Operations



James Jennings
RVP South Carolina



Mike Wheeler
Chief Financial Officer



Ron Ryals
Human Resource
Manager



Rob Leonard
EVP of Operations
SCSI – 13 years

Robert is an experienced management professional with over 30 years as a business owner, restaurant and big box retail management. He served in the United States Air Force. Robert started with SCSI in 2009, as a District Manager handling local Winn Dixie, Kroger, and Walmart accounts. He took a very hands on approach to his floor care education, participating and directing dozens of floor care events including strip and waxes, scrub and waxes, concrete polishing, concrete rejuvenation's and wood floor refinishes. He was promoted to regional Manager to expand his responsibilities to Louisiana, Alabama, and the Gulf Coast region. Then, he was promoted to EVP of Operations, where he is responsible for building and maintaining customer and vendor relationships with accounts spread across the Southeast and Midwest.



Chris Collins
EVP of Operations
SCSI – 18 years

Southern Cleaning Service, Inc., EVP of Operations, Chris Collins has spent his entire professional life in the field of facility maintenance. Entering the workforce in 1992 he worked as a nightly floor tech cleaning and stripping VCT. Chris has since then worked his way up the ladder. With this, Chris brings with him the experience and knowledge that few others have.

He joined SCSI in 2004 where has had a proven record of excellence in customer service with significant improvement of operational metrics and increased employee commitment. Chris is responsible for overseeing all segments of facilities and building services by providing strategic direction, leadership and resources necessary to deliver extraordinary customer satisfaction. His true talent lies within strategic planning and executing the start up of new business. In all his work, Chris is tirelessly focused on delivering optimum service levels to customer.



James Jennings
RVP South
Carolina
SCSI – 10 years

JJ is an experienced management professional that has served 20 years in the big box retail grocer industry. He has extensive knowledge and hands-on involvement in the retail platform. JJ is responsible for creating and executing corporate financial, operational, and sales growth objectives. He is involved in building and maintaining customer relationships, as well as developing individualized programs based on customers' needs throughout the geographic footprint of the region. He has expertise in developing and building new regional locations into viable, sustainable, and profitable ventures. JJ is knowledgeable in all types of floor care maintenance including, but not limited to, certifications in the installation, maintenance, restoration, and repair of polished concrete.



David McDowell
Regional
Operations Manager
SCSI – 8 years

David is a respected and proven leader with 30+ years in management while working with various types of people in a variety of types of facilities. He started at SCSI in 2014 as a District Manager handling Winn Dixie, Sav A Lot, and Hitchcock accounts and was promoted to Regional Manager just a year later. He is currently managing over 235 janitorial locations including some of the largest retail stores in the country. David is recognized for his high level of commitment in exceeding customer expectations, implementing performance improvements and conquering challenges. He has an exceptional ability to inspire the qualities of a team to exceed the customer's expectations.



Russ Melevia
Regional Sales
Manager
SCSI – 2 years

Russ is a customer focused, results-driven sales manager with 30+ years of experience delivering revenue growth by developing and implementing strategic client solutions. He has a proven track record working for fortune 500 multi-national enterprises while guiding teams of 10+ resources by prospecting and winning key accounts through customer needs satisfaction. His has a background in telecommunications, technology and office services with client relationship building skills that translate across industry. Russ is a Business Management Graduate from Oakland University leading the team in Florida and South GA through consultative selling and building long customer relationships.



Carlos R. Sanchez
EVP
Strategy/Execution
SCSI – 7 years

Carlos collaborates closely with the executive team from the inception of strategy to its successful execution. He has more than thirty years of solid working experience in world-class organizations in the US and globally — leading change, execution, and operational improvement, with a diverse background in retail, hotel operations management, marketing, sales, business development, strategy, and execution. Carlos is passionate high performer and brings a unique blend of leadership, analytics, innovation, and strategic skills, possessing extraordinary operational expertise of best practices in store cleaning execution. Prior to joining SCSI, Carlos held various senior leadership positions working with Walmart, SC Johnson Wax, Sealed Air, Marriott, Westin, Nikko hotels, The Connaught hotel in London, and the Hassler Villa Medici hotel in Italy. Carlos received his MBA from the University of Houston in Texas and his Bachelor of Science in Business Administration from TEC de Monterrey in Mexico. He attended Cornell University Graduate School of Hotel Administration in Ithaca, NY., and received the Six Sigma Green Belt Certification from the University of Houston.

SCSI STAFFING STRATEGY

We make sure to hire only the best employees to meet the demands of this job. Due to our continuous growth and successful Janitorial business, we steadily advertise using ZipRecruiter and Indeed; constantly prospecting for the best possible candidates for our many janitorial positions. We also have access to over 250 local, full time employees from some of our major accounts such as Publix, Florida State College at Jacksonville, Winn Dixie etc., that can fill in case we need to find a replacement for any personnel call outs or an emergency.

The Regional Operation's Manager will assign a Project Manager to oversee the Janitorial Technicians for all of the City of South Daytona Administration offices.

PROJECT MANAGER'S JOB DUTIES

- The Project Manager performs regular inspection to make sure that all duties are being performed properly and adequately.
- Responsible for training all employees and any new employees that join the team.
- The Project Manager will be the primary contact. They will respond to unusual or irregular operational requests, emergency calls, special events, plumbing repairs and/or drain back-up, or unforeseen circumstances.
- The Project Manager will make sure the proper amount of supplies are on hand at all times, at all the locations according to the minimum required supply checklist that we will provide. Then order any supplies as they are needed.

Staffing Levels~Escalation path:

- 1 Regional Operation's Manager
- 1 Project Manager
- 2-3 Cleaning Technicians
- 1 Overall Account Manager

SCSI TRAINING PROGRAM

Training sets a standard for how we like tasks to be completed. It also sets expectations, prevents miscommunication, and has benefits like:

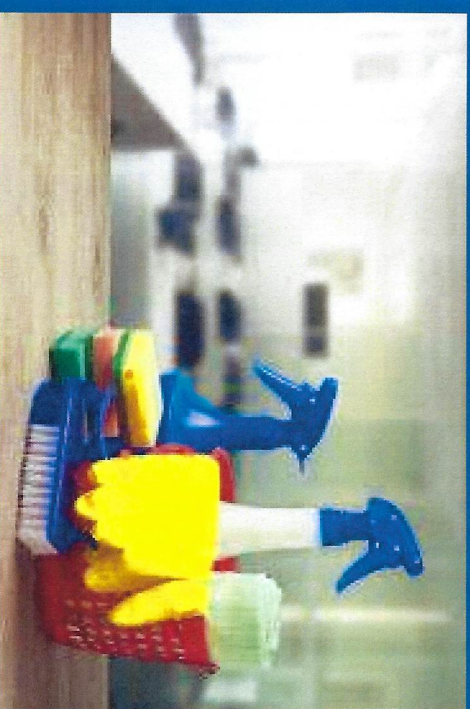
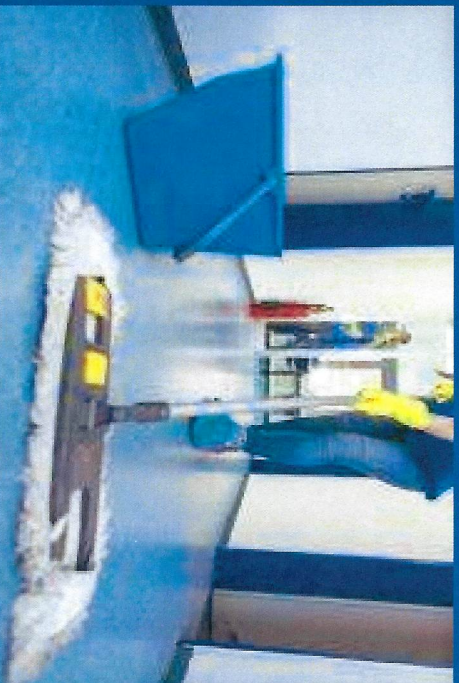
- **Job Safety:** Our cleaners work with chemicals every day – some are harmful, and others can even be deadly if they're mixed. They're also carrying equipment and moving furniture, which can cause physical injury. With the right cleaning staff training, our team can avoid risk and do their jobs safely.
- **Work Quality:** Our employees who know how to do a job correctly will do it right the first time. This prevents callbacks that cost our business money. Well-trained employees will be more efficient, provide better customer service, and represent our business in a way you will be proud of.
- **Employee Retention:** Our cleaners feel more confident in their roles when they know what they're doing. As a result, they'll be more loyal to you and to your business. Added bonus – when we keep our team, we'll spend less time hiring new cleaners!

SCOPE OF WORK

SCSI will be sure to make sure every job is done on timely basis, checking off each job duty once it's completed, as specified on a Scope of Work Checklist that will be laid out on daily, weekly, monthly & quarterly duties according to what is outlined in the RFP.

HOW SCSI TRAINS OUR CLEANING EMPLOYEES

- We have developed standard operating procedures. This gives our employees step-by-step instructions for different tasks.
- Extensive training on the chemical safety standards and the proper use of dilution control.
- Create cleaning checklist to help cleaners follow instructions, manage their time, and remember everything they need to do every day.
- Provide all and any new cleaning employees a training schedule.
- Educate all employees on your workplace safety program.
- Foster the importance of time management.
- Evaluate performance regularly.



REFERENCES

Florida State College Jacksonville (FSCJ)

101 W. State Street

Jacksonville, FL. 32202

Kucel Callender – Facilities Supervisor

kcallend@fscj.edu

904 646 2402

Kroger Fulfillment Center

7925 American Way

Groveland, FL. 34736

Mike Mullins – Facilities Supervisor

michael.mullins@kroger.com

352 602 1571

Fox Creek High School

165 Shortcut Road

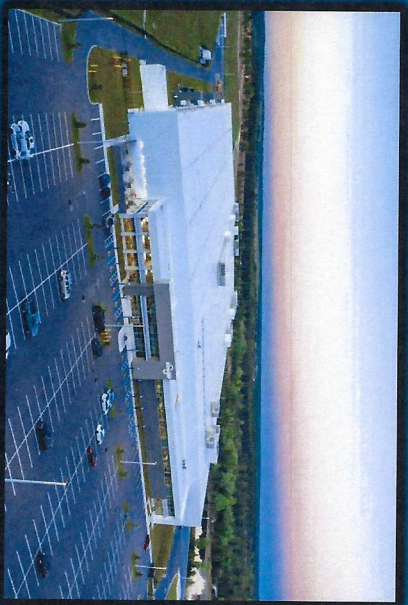
North Augusta, SC. 29860

Josh Trahan - Principal

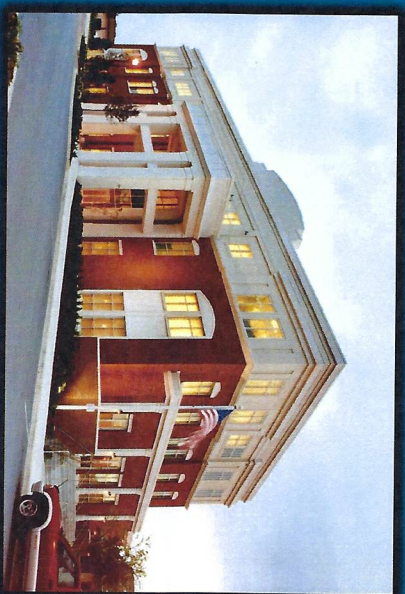
jtrahan@fchs.net

803 613 9435

Your Florida neighbors that we care for:



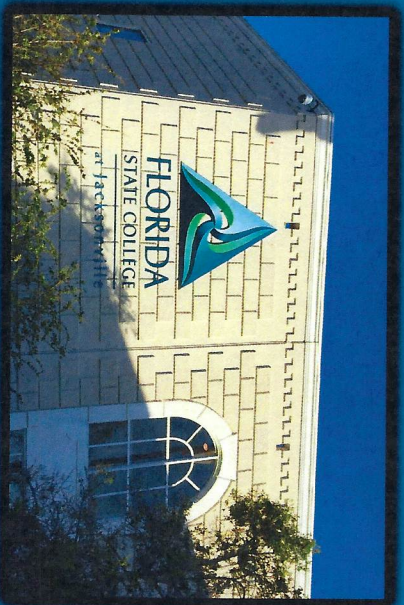
Kroger Fulfillment Center



City of Clemont



CarMax



Florida State College



JEA