

OMB Granicus Review

Granicus Title	Countywide janitorial services with American Janitorial, Inc., D&A Building Services, Inc., and Xtremely Clean Janitorial Services, LLC.				
Granicus ID#	26-0861A	Reference #		Date	07/02/26

Mark all Applicable Boxes:

Type of Review									
CIP		Grant		Other	X	Revenue		Project	

Fiscal Information:

New Contract (Y/N)	Y	Original Amount	N/A
Fund(s)	0001	Amount of Change (+/-)	N/A
Cost Center(s)	361410, 361501, 361525, 361530, 361540	Total Amount	\$ 12,193,354.58
Program(s)	1902, 1903, 1882	Amount Available (FY27)	\$ 4,402,970.00
Account(s)		Included in Applicable Budget? (Y/N)	Y
Fiscal Year(s)	FY26 – FY29		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

Construction and Property Management (CPM) requests the award of three separate agreements for the provision of janitorial services at County locations after a competitive bid process. The new agreement with Xtremely Clean Janitorial Services, LLC totals \$5,297,900.40 for janitorial services at various locations including the Courthouse located in the northwest section of the County and Pinellas County Sheriff's Office locations. The new agreement with D&A Building Services, Inc., totals \$5,313,614.18 for janitorial services at Northwest, Mid-County, Southeast and Detention Facilities Operations Sections. The new agreement with American Janitorial, Inc., costs \$1,581,840.00 for the Tax Collector and the Courthouse located in the Southeast section of the County. The combined total of the three agreements is \$12,193,354.58 for the duration of the 36-month award period and the combined not-to-exceed threshold (NTET) is \$4,064,451.52 per year. The agreement with each vendor is managed separately to provide flexibility to the County during service delivery to 79 locations. In addition to the 36-month term stated in each agreement, there is also the option to renew each vendor's contract for two additional 12-month terms. The County is responsible for providing consumables, such as hand soap, for the facilities serviced by these vendors.

The estimated cost of primary services for the 36-month term includes:

Vendor	Contract Period NTET	Annual NTE
Xtremely Clean Janitorial Services, LLC	5,297,900.40	1,765,966.80
D&A Building Services, Inc.	5,313,614.18	1,771,204.72
American Janitorial, Inc.	1,581,840.00	527,280.00
Total	12,193,354.58	4,064,451.52

These agreements will replace the existing contract with High Sources, Inc., as awarded on August 15, 2023, for \$6,897,115.00 for the 36-month contract or an NTET of \$2,299,038.33 annually. High Sources was responsible for 100 County locations. The agreement with High Sources expires September 30, 2026.

The primary reason for the significant increase of \$5,296,239.58 (177%) is due to the low cost of the agreement awarded to High Sources Inc., in FY23. The High Sources, Inc. award in FY23 was 51% of the existing vendor, Americal Facility Services (AFS), initial bid and averaged 46% of the bids submitted by the next ten respondents to the Request for Proposals in 2023.

Funding for the agreement is included in the FY26 Operating Budget for Construction and Property Management (CPM) within the General Fund. A total of \$2,598,790.00 is budgeted specifically for janitorial services agreements and expenses in the FY26 budget for CPM. A total of \$2,598,700.00 was confirmed by the Office of Management and Budget (OMB) in the FY26 Adopted Operating Budget for janitorial services.

The FY27 Budget request for CPM includes a total of \$4,402,970.00 for janitorial services agreements and consumables. A total of \$4,402,970.00 was confirmed in the FY27 Budget request for janitorial services and consumables. Funding for FY27 and future years is dependent on the adoption of the annual County Operating Budget.

Analyst: Jasmine Prepetit

Ok to Sign: ☒