

Vendor #:91875A
Commodity code: 91039000000
Contract Amount: \$93,095.00

**STATE OF UTAH
DEPARTMENT OF ADMINISTRATIVE SERVICES
DIVISION OF FACILITIES CONSTRUCTION AND MANAGEMENT
JANITORIAL SERVICE MAINTENANCE CONTRACT
OFFICE OF REHABILITATION
RX100 44M8000018
SOLICITATION NUMBER RF4068**

046211

THIS AGREEMENT made and entered into between SANITORS, whose address is 1827 S. Fremont Drive, Salt Lake City, Utah 84104, hereinafter referred to as "CONTRACTOR", and the STATE OF UTAH, DEPARTMENT OF ADMINISTRATIVE SERVICES, DIVISION OF FACILITIES CONSTRUCTION AND MANAGEMENT, hereinafter referred to as the "DIVISION".

WHEREIN IT IS MUTUALLY AGREED TO AS FOLLOWS:

THIS AGREEMENT consists of this executed contract document with the following exhibit(s) and attachment(s):

JANITORIAL SPECIFICATIONS
STANDARD TERMS AND CONDITIONS

THIS AGREEMENT shall commence on February 1, 2004, and continue until January 31, 2009. Either party may notify the other in writing at least sixty (60) days prior to canceling the contract.

WITNESSETH

That the Contractor and the Division, for the consideration hereinafter named hereby covenants and agree to perform work, services and standards as thus stated:

ARTICLE 1. DESIGNATED WORK

The intent of this contract is to place with the Contractor the full and complete responsibility for professional janitorial services of a high degree of cleanliness and good appearance of the premises of any facility or location named herein, by performing for the Division the items of work set out in each separate Specification, Building Work Schedule and collectively on listed attachments attached hereto and made a part hereof.

Area Serviced

Office of Rehabilitation
1595 West 500 South
Salt Lake City, Utah
~26,200 sq. ft.

- (a) Locations may be added or deleted from time to time, or changes made at particular location(s) by written agreement of the parties as evidenced by the execution of consecutively numbered amendments. Each consecutively numbered amendment shall list the added or deleted location, building, effective date, and net change in contract price per month for each location. If the amendment covers a new or deleted location, the full charge in monthly prices shall be shown.

- (b) In addition to the above, the Contractor shall, when requested, in writing by a DFCM purchase order, perform such additional janitorial service work operations as may be designated by the Division, the contract price for which shall be agreed upon by the parties prior to the performance of such work.
- (c) The Division shall have the right to let separate contracts for other work to be performed at or adjacent to the site of the Contractor's operation that is not covered in this agreement in which event the Contractor shall cooperate in all reasonable ways to facilitate the operations of other contractors and shall avoid unnecessary interference therewith.
- (d) No direction or approval given by the Division, or any representative of the Division, which deviates in any respect from the specifications or other contract documents shall be valid or recognized unless and until same is reduced to writing and issued in the form of a written order over the signature of an authorized representative of the Division so as to become a contract document hereinbefore defined.

ARTICLE 2. CONTRACTUAL RELATIONSHIP

- (a) The Contractor shall have full control and direction over the labor, mode and manner of doing the work according to the Contract and Specifications. All assigned work is to be done by the Contractor or the Contractor's employees and wholly at the risk of the Contractor. During its progress, the Contractor shall take all precautions for the safe performance of the work and the safety of the property and injury of persons present.
- (b) The relationship the Contractor shall bear to the Division under this agreement shall be that of an independent contractor for any and all purposes and nothing herein contained shall be construed to be inconsistent with this relationship status.
- (c) In accordance with the Division's policy with respect to contractor relationships, it is hereby stipulated by the undersigned representative of the Contractor, that to the best of his knowledge and belief the Contractor has not employed, retained, induced, or directed any person employed by the Division to solicit or secure this contract upon agreement, offer, understanding, or publication involving any form of remuneration whatsoever. The Contractor shall have none of the rights or privileges available to officers or employees of the State of Utah. Every workman assigned to perform any work relating to this contract shall be fully trained by the contractor prior to working on the premises. In-service training shall also be provided to sustain an acceptable performance level.
- (e) In the event of a work stoppage by employees of the Division or the Contractor or any other of the Division's contractors affecting any of the locations covered herein, Contractor shall furnish service required to keep location in satisfactory condition. In the event of danger to Contractor's employees, this service shall be performed by Contractor's management personnel, in cooperation with Division authorities.
- (f) Provisions of this contract are pursuant to the authority set forth in 63-56, Utah Code Annotated, 1953, as amended, Utah State Procurement Rules (Utah Administrative Code Section R33), and related statutes which permit the Division to purchase certain specified services, and other approved purchases for the Division.
- (g) The provisions of this contract shall be governed by the laws of the State of Utah.
- (h) The Contractor shall maintain, or supervise the maintenance of all records necessary to properly account for the payments made to the Contractor for costs authorized by this contract. These records shall be retained by the Contractor for at least four years after the contract terminates, or until all audits initiated within the four years, have been completed, whichever is later.

- (i) The Contractor agrees to allow Division and Federal auditors, and Division staff, access to all the records to this contract, for audit and inspection, and monitoring of services. Such access will be during normal business hours, or by appointment.
- (j) Contractor represents that none of its officers or employees are officers or employees of the State of Utah, unless disclosure has been made in accordance with 67-16-8, Utah Code Annotated, 1953, as amended.
- (k) The Contractor agrees to abide by the provisions of Title VI and VII of the Civil Rights Act of 1964 (42USC 2000e) which prohibits discrimination against any employee or applicant for employment or any applicant or recipient of services, on the basis of race, religion, color, or national origin; and further agrees to abide by Executive Order No. 11246, as amended, which prohibits discrimination on the basis of sex; 45 CFR 90 which prohibits discrimination on the basis of age; and Section 504 of the Rehabilitation Act of 1973, or the Americans with Disabilities Act of 1990 which prohibits discrimination on the basis of disabilities. Also, the Contractor agrees to abide by Utah's Executive Order, dated June 30, 1989, which prohibits sexual harassment in the work place.
- (l) A declaration by any court, or by any other binding legal source, that any provision of this contract is illegal and void shall not affect the legality and enforceability of any other provision of this contract, unless the provisions are mutually dependent.
- (m) This contract may be amended, modified, or supplemented only by written amendment to the contract, executed by the parties hereto, and attached to the original signed copy of the contract.
- (n) The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. If the Contractor cannot certify this statement, attach a written explanation for review by the Division.
- (o) Building keys shall be issued to the Contractor. All key replacements, for broken, lost or stolen keys, shall be charged to the Contractor. Cost to rekey building(s), including new bitting codes, due to lost, misplaced or stolen keys by the Contractor, will be the responsibility of said Contractor. Contractor will be responsible for property which is stolen during the time period it takes to rekey the building(s).

ARTICLE 3. PERMITS AND LICENSE

- (a) The Contractor shall secure and pay for all governmental permits and licenses required by law with relation to any work covered by this contract, and shall give all notices, pay all fees and comply with all laws, ordinances, rules and regulations relating to the work specified.

ARTICLE 4. SURETY AND GUARANTEE

- (a) The Contractor shall provide a Letter of Credit in the amount of \$2,617.50, which is 15% of the current year amount, or a Performance Bond in the amount of \$17,450.00, which is one hundred percent (100%) of the current year contract amount. This irrevocable letter of credit or performance bond shall be delivered to DFCM within fourteen (14) days of the contract award and prior to the commencement of work. One of these will be required for each contract renewal year at 15% for a letter of credit or 100% of the current renewal year contract amount for a performance bond. (See table for amount.)

Date	Performance Bond Amount	Letter of Credit Amount
February 1, 2004-January 31, 2005	\$17,450.00	\$2,617.50
February 1, 2005-January 31, 2006	\$17,450.00	\$2,617.50
February 1, 2006-January 31, 2007	\$18,095.00	\$2,714.25
February 1, 2007-January 31, 2008	\$18,800.00	\$2,820.00
February 1, 2008-January 31, 2009	\$18,800.00	\$2,820.00

ARTICLE 5. INSURANCE

- (a) The Contractor shall take out, pay for, and at all times during the performance of work hereunder, maintain, through companies or agencies approved by the Division containing provisions satisfactory to the Division, such public, contingent and employees liability compensation insurance and other employee benefit acts and from any and all claims for damage for personal injury, including death, and from claims for property damage or loss thereof, which may arise in or result from the performance of the work covered by the contract or by failure or omission of the Contractor to comply with any of the provisions of the contract. Such insurance shall include comprehensive general liability and property damage, including automobile, products-completed, operations and blanket broad form contractual, with coverage adequate in the amounts to be determined by the contractor to be reasonably necessary to afford protection from such claims, but with minimum limits as to both bodily injury and property damage of not less than \$1,000,000 each, which coverage shall be written on an occurrence basis.
- (b) Certificates indicating such insurance to be enforce and effect and providing that they will not be canceled during the performance of the work under the contract without thirty (30) days prior written notice to the Division shall be filed with the Division prior to commencement of work hereunder; provided, however, that the Contractor shall at any time upon request, file duplicate copies of the policies of such insurance with the Division.
- (c) The Contractor shall be liable for any and all personal injury and damage to the facilities, equipment and furnishings caused by his employees, whether such damage was accidental or intentional.
- (d) The Contractor agrees that it/he shall at all times protect and indemnify and save harmless the State of Utah and all institutions, agencies, departments, authorities and instrumentalities of the State of Utah and any of their governing bodies or of their boards or commissions or any of their elected or appointed officers or any of their employees from any and all claims, damages of every kind and nature made, rendered or incurred by or in behalf of any person or corporation whatsoever, including the parties hereto and their employees that may arise, occur or grow out of any acts, actions, work or other activity done by the said contractor in the performance and execution of this contract.

ARTICLE 5. LABOR, EQUIPMENT AND SUPPLIES

- (a) Unless otherwise specified in the Specification - Work Schedule, the Contractor shall furnish all labor, tools and equipment, cleaning compounds and chemicals or as directed on the Individual Building Specification - Work Schedule.
- (b) The Contractor may store his tools and equipment in an orderly manner on the Division's premises wholly at his own risk when designated space is available, except that gasoline using equipment shall not be stored inside a building.

(c) The Contractor agrees to furnish all labor, materials and equipment to complete the work as required in the Specifications which are hereby made a part of this contract by reference. It is understood and agreed by the parties hereto that all work shall be performed as required in the Specifications and shall be subject to inspection and approval of the Division or its authorized representative. The relationship of the Contractor to the Division hereunder is that of an independent contractor.

ARTICLE 6. CANCELLATION, RENEWAL, CANCELLATION FOR CAUSE

(a) The contract shall remain in effect on the same terms and conditions. It may be terminated by either party by giving written notice with or without cause to the other party at least sixty (60) calendar days prior to the termination date under the contract. Any such termination shall be effected by delivery to Contractor of said written notice of termination specifying the extent to which performance of work under the agreement is terminated and the date upon which such termination becomes effective. The Contractor acknowledges that in the event of such termination, their total remedy and monetary recovery from the Owner is limited to full payment for all work performed under this contract up to the date of termination.

(b) In the event the Contractor, through the result of workmanship or his organization, fails to perform the services agreed to under this contract, the Division may serve written notice upon the contractor of its intentions to terminate said contract; and unless within ten (10) days after serving of such notice, such violations do not cease, the Division may terminate this contract for cause.

If grounds for a second ten-day notice exist within six months of the issuance of a prior appropriate ten-day notice, the Division may issue a termination notice under Article 6 (a) with the sixty day time frame being reduced to ten days.

(c) Contractor and Division both acknowledge that the Division cannot contract for payment of funds not yet appropriated by the Utah State Legislature. The Division, therefore, reserves the right for the above reason to terminate this contract by giving sixty (60) days notice in the manner heretofore stated in this contract.

ARTICLE 7. INSPECTION OF WORK

Inspection of the whole, or any part of the work, and of the supplies and materials furnished by the Contractor, may be made by the Division's representative, or other so authorized individual, at anytime.

The Contractor shall provide weekly written inspection reports of the facilities. Contractor shall accompany Division Facilities Coordinator or his designated representative on a monthly (more often, if necessary) inspection of facilities included in the contract.

ARTICLE 8. NON-ASSIGNMENT

The Contractor shall not assign or sell this contract or his rights or any monies due, or to become due hereunder, nor shall the Contractor subcontract any of its duties hereunder.

SUBCONTRACTOR - No part of the contract shall be sublet by the Contractor without the prior written approval of the Division.

The Contractor and the Division, for themselves, their heirs, successors, executors and administrators, hereby agree to full performance of the covenants herein contained.

ARTICLE 9. COST AND ATTORNEY'S FEES

In case of default in carrying out the terms and conditions of this contract, the party in default agrees to pay a reasonable attorney's fee and all costs of the other party in enforcing this contract.

ARTICLE 10. CONTRACT SUM PAYMENT

For the period beginning February 1, 2004 through January 31, 2005, the Contractor agrees to accept for full performance under the contract the sum of Seventeen Thousand Four Hundred Fifty Dollars (\$17,450.00), to be paid in monthly installments of One Thousand Four Hundred Fifty-Four Dollars and 17/100 (\$1,454.17) each, as payment for full services performed during that period.

For the period beginning February 1, 2005 through January 31, 2006, the Contractor agrees to accept for full performance under the contract the sum of Seventeen Thousand Four Hundred Fifty Dollars (\$17,450.00), to be paid in monthly installments of One Thousand Four Hundred Fifty-Four Dollars and 17/100 (\$1,454.17) each, as payment for full services performed during that period.

For the period beginning February 1, 2006 through January 31, 2007, the Contractor agrees to accept for full performance under the contract the sum of Eighteen Thousand Ninety-Five Dollars (\$18,095.00), to be paid in monthly installments of One Thousand Five Hundred Seven Dollars and 92/100 (\$1,507.92) each, as payment for full services performed during that period.

For the period beginning February 1, 2007 through January 31, 2008, the Contractor agrees to accept for full performance under the contract the sum of Eighteen Thousand Eight Hundred Dollars (\$18,800.00), to be paid in monthly installments of One Thousand Five Hundred Sixty-Six Dollars and 67/100 (\$1,566.67) each, as payment for full services performed during that period.

For the period beginning February 1, 2008 through January 31, 2009, the Contractor agrees to accept for full performance under the contract the sum of Eighteen Thousand Eight Hundred Dollars (\$18,800.00), to be paid in monthly installments of One Thousand Five Hundred Sixty-Six Dollars and 67/100 (\$1,566.67) each, as payment for full services performed during that period.

Original Contract	\$ 17,450.00	2/1/2004 – 1/31/2005
	\$ 17,450.00	2/1/2005 – 1/31/2006
	\$ 18,095.00	2/1/2006 – 1/31/2007
	\$ 18,800.00	2/1/2007 – 1/31/2008
	\$ 18,800.00	2/1/2008 – 1/31/2009
	<u>\$ 2,500.00</u>	Tag items \$500 per year for 5 years
Total for 5 years	\$93,095.00	not to exceed, not guaranteed

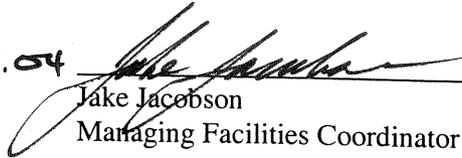
All original time cards and sign-in-sheets shall be submitted to Division by Contractor with payment invoices. Failure to supply said documents may result in the delay of payments.

IN WITNESS WHEREOF, the parties have executed this Contract Agreement on the day and year first above written.

**CONTRACTOR:
SANITORS**

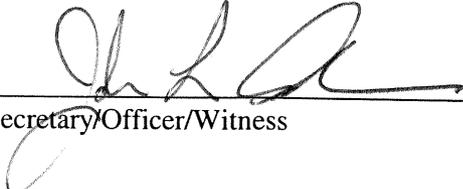
**STATE OF UTAH/DIV. OF FACILITIES
CONSTRUCTION AND MANAGEMENT**

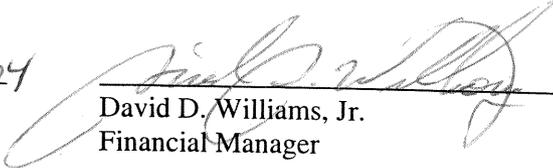

Name PATRICK BRISTOW Title Gen Man
Date Jan 28. 04

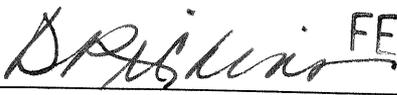

Name Jake Jacobson Title Managing Facilities Coordinator
Date 2/2/04

ATTEST

APPROVED/FUNDS AVAILABILITY:


Secretary/Officer/Witness
Date 1-28-04


Name David D. Williams, Jr. Title Financial Manager
Date 1/31/04


Division of Purchasing
Date FEB 20 2004

**CONTRACT RECEIVED AND
PROCESSED BY
DIVISION OF FINANCE**
Date FEB 20 2004

XXX

ATTACHMENT A: STANDARD TERMS AND CONDITIONS

1. **AUTHORITY:** Provisions of this contract are pursuant to the authority set forth in 63-56, Utah Code Annotated, 1953, as amended, Utah State Procurement Rules (Utah Administrative Code Section R33), and related statutes which permit the State to purchase certain specified services, and other approved purchases for the State.
2. **CONTRACT JURISDICTION, CHOICE OF LAW, AND VENUE:** The provisions of this contract shall be governed by the laws of the State of Utah. The parties will submit to the jurisdiction of the courts of the State of Utah for any dispute arising out of this Contract or the breach thereof. Venue shall be in Salt Lake City, in the Third Judicial District Court for Salt Lake County.
3. **LAWS AND REGULATIONS:** Any and all supplies, services and equipment furnished will comply fully with all applicable Federal and State laws and regulations.
4. **RECORDS ADMINISTRATION:** The Contractor shall maintain, or supervise the maintenance of all records necessary to properly account for the payments made to the Contractor for costs authorized by this contract. These records shall be retained by the Contractor for at least four years after the contract terminates, or until all audits initiated within the four years, have been completed, whichever is later. The Contractor agrees to allow State and Federal auditors, and State Agency Staff, access to all the records to this contract, for audit and inspection, and monitoring of services. Such access will be during normal business hours, or by appointment.
5. **CONFLICT OF INTEREST:** Contractor represents that none of its officers or employees are officers or employees of the State of Utah, unless disclosure has been made in accordance with 67-16-8, Utah Code Annotated, 1953, as amended.
6. **CONTRACTOR, AN INDEPENDENT CONTRACTOR:** The Contractor shall be an independent contractor, and as such, shall have no authorization, express or implied, to bind the State to any agreements, settlements, liability, or understanding whatsoever, and agrees not to perform any acts as agent for the State, except as herein expressly set forth. Compensation stated herein shall be the total amount payable to the Contractor by the State. The Contractor shall be responsible for the payment of all income tax and social security amounts due as a result of payments received from the State for these contract services. Persons employed by the State and acting under the direction of the State shall not be deemed to be employees or agents of the Contractor.
7. **INDEMNITY CLAUSE:** The Contractor agrees to indemnify, save harmless, and release the State OF UTAH, and all its officers, agents, volunteers, and employees from and against any and all loss, damages, injury, liability, suits, and proceedings arising out of the performance of this contract which are caused in whole or in part by the negligence of the Contractor's officers, agents, volunteers, or employees, but not for claims arising from the State's sole negligence.
8. **EQUAL OPPORTUNITY CLAUSE:** The Contractor agrees to abide by the provisions of Title VI and VII of the Civil Rights Act of 1964 (42USC 2000e) which prohibits discrimination against any employee or applicant for employment or any applicant or recipient of services, on the basis of race, religion, color, or national origin; and further agrees to abide by Executive Order No. 11246, as amended, which prohibits discrimination on the basis of sex; 45 CFR 90 which prohibits discrimination on the basis of age; and Section 504 of the Rehabilitation Act of 1973, or the Americans with Disabilities Act of 1990 which prohibits discrimination on the basis of disabilities. Also, the Contractor agrees to abide by Utah's Executive Order, dated March 17, 1993, which prohibits sexual harassment in the work place.
9. **SEPARABILITY CLAUSE:** A declaration by any court, or any other binding legal source, that any provision of this contract is illegal and void shall not affect the legality and enforceability of any other provision of this contract, unless the provisions are mutually dependent.
10. **RENEGOTIATION OR MODIFICATIONS:** This contract may be amended, modified, or supplemented only by written amendment to the contract, executed by the same persons or by persons holding the same position as persons who signed the original agreement on behalf of the parties hereto, and attached to the original signed copy of the contract.
11. **DEBARMENT:** The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract), by any governmental department or agency. If the Contractor cannot certify this statement, attach a written explanation for review by the State. The Contractor must notify the State Director of Purchasing within 30 days if debarred by any governmental entity during the Contract period.
12. **TERMINATION:** Unless otherwise stated in the Special Terms and Conditions, this contract may be terminated, with cause by either party, in advance of the specified termination date, upon written notice being given by the other party. The party in violation will be given ten (10) working days after notification to correct and cease the violations, after which the contract may be terminated for cause. This contract may be terminated without cause, in advance of the specified expiration date, by either party, upon 90 days prior written notice being given the other party. On termination of this contract, all accounts and payments will be processed according to the financial arrangements set forth herein for approved services rendered to date of termination.
13. **NONAPPROPRIATION OF FUNDS:** The Contractor acknowledges that the State cannot contract for the payment of funds not yet appropriated by the Utah State Legislature. If funding to the State is reduced due to an order by the Legislature or the Governor, or is required by State law, or if federal funding (when applicable) is not provided, the State may terminate this contract or proportionately reduce the services and purchase obligations and the amount due from the State upon 30 days written notice. In the case that funds are not appropriated or are reduced, the State will reimburse Contractor for products delivered or services performed through the date of cancellation or reduction, and the State will not be liable for any future commitments, penalties, or liquidated damages.
14. **SALES TAX EXEMPTION:** The State of Utah's sales and use tax exemption number is E33399. The tangible personal property or services being purchased are being paid from State funds and used in the exercise of that entity's essential functions. If the items being purchased are construction materials, they will be converted into real property by employees of this government entity, unless otherwise stated in the contract.
15. **WARRANTY:** The contractor agrees to warrant and assume responsibility for all products (including hardware, firmware, and/or software products) that it licenses, contracts, or sells to the State of Utah under this contract for a period of one year, unless otherwise specified and mutually agreed upon elsewhere in this contract. The contractor (seller) acknowledges that all warranties granted to the buyer by the Uniform Commercial Code of the State of Utah apply to this contract. Product liability disclaimers and/or warranty disclaimers from the seller are not applicable to this contract unless otherwise specified and mutually agreed upon elsewhere in this contract. In general, the contractor warrants that: (1) the product will do what the salesperson said it would do, (2) the product will live up to all specific claims that the manufacturer makes in their advertisements, (3) the product will be suitable for the ordinary purposes for which such product is used, (4) the product will be suitable

for any special purposes that the State has relied on the contractor's skill or judgment to consider when it advised the State about the product, (5) the product has been properly designed and manufactured, and (6) the product is free of significant defects or unusual problems about which the State has not been warned. Remedies available to the State include the following: The contractor will repair or replace (at no charge to the State) the product whose nonconformance is discovered and made known to the contractor in writing. If the repaired and/or replaced product proves to be inadequate, or fails of its essential purpose, the contractor will refund the full amount of any payments that have been made. Nothing in this warranty will be construed to limit any rights or remedies the State of Utah may otherwise have under this contract.

16. **PUBLIC INFORMATION:** Contractor agrees that the contract will be a public document, and may be available for distribution. Contractor gives the State express permission to make copies of the contract and/or of the response to the solicitation in accordance with the State of Utah Government Records Access and Management Act. The permission to make copies as noted will take precedence over any statements of confidentiality, proprietary information, copyright information, or similar notation.
17. **DELIVERY:** Unless otherwise specified in this contract, all deliveries will be F.O.B. destination with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage will remain with Contractor until final inspection and acceptance when responsibility will pass to the State except as to latent defects, fraud and Contractor's warranty obligations.
18. **ORDERING AND INVOICING:** All orders will be shipped promptly in accordance with the delivery schedule. The Contractor will promptly submit invoices (within 30 days of shipment or delivery of services) to the State. The State contract number and/or the agency purchase order number shall be listed on all invoices, freight tickets, and correspondence relating to the contract order. The prices paid by the State will be those prices listed in the contract. The State has the right to adjust or return any invoice reflecting incorrect pricing.
19. **PAYMENT:** Payments are normally made within 30 days following the date the order is delivered or the date a correct invoice is received, whichever is later. All payments to the Contractor will be remitted by mail unless paid by the State of Utah's Purchasing Card.
20. **PATENTS, COPYRIGHTS, ETC.:** The Contractor will release, indemnify and hold the State, its officers, agents and employees harmless from liability of any kind or nature, including the Contractor's use of any copyrighted or un-copyrighted composition, secret process, patented or un-patented invention, article or appliance furnished or used in the performance of this contract.
21. **ASSIGNMENT/SUBCONTRACT:** Contractor will not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this contract, in whole or in part, without the prior written approval of the State.
22. **DEFAULT AND REMEDIES:** Any of the following events will constitute cause for the State to declare Contractor in default of the contract:
 1. Nonperformance of contractual requirements;
 2. A material breach of any term or condition of this contract. The State will issue a written notice of default providing a ten (10) day period in which Contractor will have an opportunity to cure. Time allowed for cure will not diminish or eliminate Contractor's liability for damages. If the default remains, after Contractor has been provided the opportunity to cure, the State may do one or more of the following:
 1. Exercise any remedy provided by law;
 2. Terminate this contract and any related contracts or portions thereof;
 3. Impose liquidated damages, if liquidated damages are listed in the contract;
 4. Suspend Contractor from receiving future solicitations.
23. **FORCE MAJEURE:** Neither party to this contract will be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The State may terminate this contract after determining such delay or default will reasonably prevent successful performance of the contract.
24. **PROCUREMENT ETHICS:** The Contractor understands that a person who is interested in any way in the sale of any supplies, services, construction, or insurance to the State of Utah is violating the law if the person gives or offers to give any compensation, gratuity, contribution, loan or reward, or any promise thereof to any person acting as a procurement officer on behalf of the State, or who in any official capacity participates in the procurement of such supplies, services, construction, or insurance, whether it is given for their own use or for the use or benefit of any other person or organization (63-56-73, Utah Code Annotated, 1953, as amended).
25. **CONFLICT OF TERMS:** Contractor Terms and Conditions that apply must be in writing and attached to the contract. No other Terms and Conditions will apply to this contract including terms listed or referenced on a Contractor's website, terms listed in a Contractor quotation/sales order, etc. In the event of any conflict in the contract terms and conditions, the order of precedence shall be:
 1. State Standard Terms and Conditions;
 2. State Special Terms and Conditions;
 3. Contractor Terms and Conditions.

(Revision date: Nov 21, 2003)

**SPECIFICATIONS FOR
JANITORIAL SERVICE CONTRACT**

Office of Rehabilitation

1595 West 500 South

Salt Lake City, Utah

RX 100 44M80000018

BA14068

/ **KF**

046211

This specification details the requirements to be followed in providing janitorial services as itemized below. Failure to fully comply to all of the following specifications may be basis for the automatic rejection and disqualification of the entire bid. The building for which services shall be provided is:

Office of Rehabilitation ~26,200 square feet
1595 West 500 South
Salt Lake City, Utah

These specifications are minimum requirements and must be met in every respect unless otherwise specifically stipulated to in writing by the State of Utah, Department of Administrative Services, Division of Facilities Construction and Management, hereinafter referred to as Division.

I. Special Areas

Included in the listed square footage figures, but to be cleaned under DFCM supervision. These specific areas are:

**ALL LOCKED VAULTS
Mechanical and Equipment Areas
Designated Supply and Storage Rooms
Telephone Equipment Rooms**

II. Security

1. Each work person shall be uniformed in a common uniform representing and identifying the Contractor. Work persons and supervisors shall at all times wear this identifying uniform on the premises.
2. The Division shall require that all work persons receive security clearance through building security. It is the responsibility of the Contractor to provide employees who will pass such a security clearance. Must be 18 years or older.
3. There will be **no visitors (friends, children, etc.)** of work persons allowed on the premises during working hours

III. Safety

1. The Contractor shall make every effort to protect and keep safe anyone in the facility while janitorial services are being performed.

2. The Contractor shall provide and use safety barriers, signs, etc., when doing floor or overhead work to properly block off unsafe areas and warn and protect from hazard all passersby.
3. The Contractor shall provide all safety apparatus necessary to protect employees so they may operate equipment safely. The Contractor is further obligated to ascertain that all equipment is operated safely and according to current OSHA standards.
4. The Contractor shall be responsible for the safe operation of all equipment and shall properly train all employees in the safe operation of all equipment before allowing them to use said equipment.
5. The Contractor shall be responsible for insuring that they and their employees are in compliance with the requirements of the Federal Regulations 29 CFR 1910.1030 Bloodborne Pathogens Standard.
6. Building keys shall be picked up at the beginning of each shift and upon completion of each days work returned to Protective Services by Contractor's supervisors. All key replacements, for broken, lost or stolen keys, shall be charged to the Contractor. Cost to rekey building(s), including new biting codes, due to lost, misplaced or stolen keys by the Contractor, will be the responsibility of said Contractor. Contractor will be responsible for property which is stolen during the time period it takes to rekey the building(s).

IV. Supplies

1. All chemicals used will be properly labeled by the Contractor and shall be approved in writing by the Division. A list of all chemicals to be used shall be submitted in writing for approval by the Division at least fifteen (15) days before beginning the work. All chemicals used must have Materials Safety Data Sheets (MSDS) attached. **These sheets are to be in a log in each area chemicals are stored.**
2. All washroom and toilet supplies such as paper and cloth towels, hand soap, toilet paper, shall be supplied by the Division and installed by the Contractor.
3. The Contractor shall supply liners for all trash receptacles and replace them as needed.
4. The Contractor shall maintain an accurate perpetual inventory of all materials turned over to him and shall keep records of the rate of usage of these supplies.

V. Employee Performance

Certain conduct cannot be tolerated on the premises. The Contractor shall enforce these conduct requirements strictly such as, but not limited to:

1. Theft, abuse or misuse of supplies or equipment at any location in the facility;

2. Verbal or physical abuse of any person, either employee, visitor or otherwise;
3. Use of, or displaying the effect of, alcohol or drugs during work hours;
4. Failure to follow specific security instructions;
5. Deliberate or habitual failure to follow safety instructions;
6. Consistent failure to wear the proper and designated work uniform in a clean, well-maintained condition;
7. All "No Smoking" ordinances, rules and policies shall be strictly observed in the facility included as a part of this janitorial contract.

VI. Equipment

1. All high grade equipment used shall be supplied by the Contractor. Only commercial vacuums, cleaners and buffers which thoroughly clean, polish and buff shall be used.
2. Equipment shall be kept in good repair. Equipment which is in such a state of repair as to potentially damage either the structure or anything therein shall not be used or allowed on the premises, i.e: defective or missing bumper cords, housing covers, etc.

VII. Extra

4. Other services may be requested as necessary. The cost of all extra services shall be negotiated between parties, unless stipulated in the proposal. The cost of labor shall be based per hour or cost as established by this contract, unless otherwise agreed to. *Federal Minimum Wage Regulations apply.*
2. As part of this contract, the Contractor shall provide cleanup services after any function scheduled, including cleaning up of debris, spot cleaning floor, spilled drink cleanup, putting away any equipment used for the function and buffing or vacuuming floor in the area. These services shall be provided prior to 8:00 a.m. the following day. These services shall be performed after the scheduled function in lieu of providing full services in the affected areas before the function.

VIII. Special Work Required

1. The Contractor shall coordinate with the Division's representative so as to perform all work under this contract without disrupting any special function scheduled in offices or committee rooms.

IX. Work Required

CLEANING SCHEDULE: Schedules or calendars of all periodic work shall be turned in to the Facilities Manager weekly (or updated weekly).

Daily Duties

- Empty all trash containers;
- Dust mop or vacuum hallways and entries;
- Spot clean hallway walls;
- Clean and polish drinking fountains;
- Clean entry glass – both inside and outside.
- Clean all entries at least five (5) feet beyond drip line;
- Empty and thoroughly clean ashtrays and sand urns;

Daily Duties Continued

- Re-set chairs to standard positions in meeting rooms;
- Spot clean all carpet;**
- Wipe down lunchroom and breakroom tables and chairs;
- Clean conference tables;
- Clean sinks and counter tops in office kitchen areas;
- Clean restroom mirrors;
- Clean restroom fixtures;
- Clean restroom floors;
- Wet mop restroom floors and keep sealed and polished as needed;
- Clean restroom walls and partitions;
- Furnish and stock feminine hygiene products in dispensers located in women's restrooms;
- Keep area around trash dumpster clean;
- Broom in front of all entrances five (5) feet beyond drip line;
- Shake and clean all entry walk-off mats;
- Turn off all lights;

Every Other Day Duties

- Spray buff all tile floors.

Monday, Wednesday and Friday Duties

- Vacuum all offices;
- Hand broom corners in corridors and halls;
- Spot clean office and hall walls;
- Clean around light switches;
- Clean doors and door frames;
- Damp mop computer rooms with water only;
- Sanitize restroom fixtures, floors, walls and partitions;
- Hand broom corners in corridors and stair banisters;
- Polish bright work areas often touched;
- Clean and polish all handrails and banisters.

Weekly Duties (Same Day Each Week)

- Broom outside steps and landing areas to base of stairs;
- Vacuum traffic areas;
- Vacuum all upholstery (chairs and couches);
- Dust furniture;

Weekly Duties (Same Day Each Week) Continued

Dust and clean mopboards;
Dust and clean tops of partitions;
Clean all janitorial equipment and janitorial closets.

Monthly Duties (First Working Day Each Month)

Clean all partition glass (or as needed);
Damp wipe all vinyl chairs and couches in offices, conference rooms and halls;
Dust all surface areas as necessary, clearing cobwebs, etc.

Quarterly Duties (January 15, April 15, July 15, October 15)

Dust and vacuum all air diffusers and grills;
Scour clean all office and hall trash containers.

Semi-Annual Duties

Clean and treat all vinyl, leather, and upholstery chairs and couches;
Vacuum draperies;
Strip and re-finish floors or as needed;
Clean levelor blinds - April and November;

Special Instructions

1. Hourly Set-up of Facility

The Contractor shall provide sufficient workmen and **Supervisor(s)**, on a five (5) day week basis, Monday through Friday, to adequately perform the work. Work shall be accomplished between the hours of 6:00 a.m. and 6:00 p.m., unless an alternate time is agreed upon between Contractor and DFCM Facility Coordinator. Authorized state holidays shall be excluded. Contractor may expect weekend work and will be expected to set a schedule with the DFCM Facility Coordinator. The Contractor shall provide time cards to verify hours worked. **CONTRACTOR SHALL PROVIDE A TIME CLOCK AT EACH LOCATION FOR THE PURPOSE OF RECORDING AND VERIFYING HOURS WORKED.** All original time cards and sign-in sheets shall be submitted to Division by Contractor with payment invoices. Contractor will meet all Federal, State, and local The minimum hourly rate for this contract shall be in accordance with the Federal Minimum Wage Regulations.

2. Tenant requests shall be made through the Division representative, except for minor cleaning requests which may be made directly to the workman using a communication system jointly agreed upon by the Division and the Contractor.

XXX

RF4068
Janitorial Bid Summary Sheet

Office of Rehabilitation
275 West 1100 South
Brigham City, Utah

Contract Name/Company
Address and Phone

Submitted By: PATRICK BRISTOW
SANITORS INC
1827 SOUTH FREMONT DR
SALT LAKE CITY UT. 84104

1. CONTRACT

Cost for janitorial service in adherence to all contract documents and work schedules shall be:

1st Contract Year	\$ <u>17,450</u>	4th Contract Year	\$ <u>18,800</u>
2nd Contract Year	\$ <u>17,450</u>	5th Contract Year	\$ <u>18,800</u>
3rd Contract Year	\$ <u>18,095</u>		

Total contract cost for 5 years \$ 90,595.00

Payments will be made in monthly installments. Contractor's billing shall be submitted within five (5) days following each periods completed work, **along with the timesheets for that period.** to the following:

DFCM
Kathy Baker, Contracts Coordinator
4130 State Office Building
Salt Lake City, UT 84114

A complete breakdown of all costs for labor (by classification, hourly wage), equipment, overhead, profit, other, etc. for each year IS REQUIRED with this bid.

2. CONTRACT LABOR

For extra work, unscheduled emergency or additional services not included in the above quoted price, the rate per hour (including all loaded payroll costs) and markup will be as follows:

Building Supervisor	\$ <u>18.00</u>	Lead Person	\$ <u>14.00</u>
Porter or Matron	\$ <u>14.00</u>	Janitor	\$ <u>13.00</u>
Floor Person	\$ <u>14.00</u>	Utility	\$ <u>13.00</u>
Other	\$ <u>14.00</u>	Other	\$ <u>13.00</u>

YEAR 1
Monthly Price

Sanitors, Inc.
COST & PRICING WORKSHEET

ACCOUNT: Modus Media \ Office of Rehabilitation #

CITY: Salt Lake City

ADDRESS 1545 South 4800 West, West Valley City UT ZIP _____

DATE: 06-Nov-03

Mgmt. Co. _____

CONTACT: Cathy Baker

BILLING ADDRESS State of Utah Division of Purchasing 3150 State Office Building
Suite # _____
Salt Lake City UT 84114
City State Zip

PHONE A/C: (801) 431-5559
Telephone Fax

PRESENT CONTRACTOR Executive Janitorial

Full Building SQ. FT. 26,200
Net Rentable SQ. FT. 26,200

DAILY LABOR COSTS 2636

HOURLY PERSONNEL	NUMBER	HOURS / DAY	TOTAL HOURS	COST / HR	COST / DAY
Supervisor	1	x 4.00	= 5.00	x \$ 7.50	= \$ 37.50
Floor	0	x	=	x \$ 7.00	= \$
Maid	0	x	=	x \$ 6.25	= \$
Trash	0	X	=	x \$ 6.25	= \$
Utility		x	=	x \$ 6.25	= \$
RR Cleaner	0	x	=	x \$ 6.50	= \$
Day Porters	0	x	=	x \$ 7.50	= \$
		x	=	x \$	= \$
		x	=	x \$	= \$

TOTAL DAILY DIRECT LABOR COST \$ 37.50

REGULAR MONTHLY DIRECT LABOR COST: 5-DAY work week (Previous line X 21.67) \$ 812.50

TOTAL MONTHLY PROJECT WORK \$ 40.00

SALARIED PERSONNEL	Hourly Rate	Hours / Month	
Account Manager Monthly Salary			\$
TOTAL MONTHLY HOURLY AND SALARIED COSTS			\$ 852.50 A

PAYROLL RELATED BENEFITS COSTS			
B PAYROLL RELATED COSTS @ 15.75%		=	\$134.27
C BENEFITS MONTHLY COSTS =		=	
D OTHER MONTHLY COSTS =		=	\$64.00
TOTAL MONTHLY PAYROLL RELATED AND BENEFITS COSTS (Total of B, C, & D)			\$ 198.27 E

MATERIAL COSTS (Monthly)			
DIRECT MATERIALS @ 10.00%		=	85.25
CONTRACT SUPPLIES 26,200 sqft X		=	
TOTAL MONTHLY MATERIALS COST			\$ 85.25 F
Subcontracts & Special Costs			

Type of Service	Annual Frequency	Cost / Job	Yearly Cost
	21484 X	=	
	X	=	
Special Equipment Costs (C 3000 0.275 Years Depreciation)		=	825.00
Repair & Maintenance Cost for Special Equipment (Annual Cost)		=	82.50
Total Annual Subcontract and Special Cost			907.50
Total MONTHLY Subcontract and Special Cost (Previous Line / by 12)			\$ 75.63 G

TOTAL DIRECT COST PER MONTH			\$ 1,211.64 H
SELLING PRICE -- Line H / by fac. 120.00%		=	\$ 1,453.97 I
GROSS MARGIN -- Line I -- Line H =			\$ 242.33 J

Target Total
0
-1211.644
-1

YEAR 2.
Monthly Price

Sanitors, Inc.
COST & PRICING WORKSHEET

ACCOUNT Modus Media \ Office of Rehabilitation #

CITY: Salt Lake City

ADDRESS 1545 South 4800 West, West Valley City, UT ZIP _____

DATE: 06-Nov-03

Mgmt. Co. _____

BILLING State of Utah, Division of Purchasing, 3150 State Office Building

ADDRESS _____ Suite # _____

Salt Lake City UT 84114

City State Zip

CONTACT: Cathy Baker

PHONE A/C: (801) 431-5559

Telephone _____ Fax _____

PRESENT CONTRACTOR Executive Janitorial

Full Building SQ. FT. 26,200

Net Rentable SQ. FT. 26,200

DAILY LABOR COSTS

2636

HOURLY PERSONNEL	NUMBER	HOURS / DAY	TOTAL HOURS	COST / HR	CCST / DAY
Supervisor	<u>1</u>	x <u>4.00</u>	= <u>5.00</u>	x \$ <u>7.50</u>	= \$ <u>37.50</u>
Floor	<u>0</u>	x _____	= _____	x \$ <u>7.00</u>	= \$ _____
Maid	<u>0</u>	x _____	= _____	x \$ <u>6.25</u>	= \$ _____
Trash	<u>0</u>	X _____	= _____	x \$ <u>6.25</u>	= \$ _____
Utility	_____	x _____	= _____	x \$ <u>6.25</u>	= \$ _____
RR Cleaner	<u>0</u>	x _____	= _____	x \$ <u>6.50</u>	= \$ _____
Day Porters	<u>0</u>	x _____	= _____	x \$ <u>7.50</u>	= \$ _____
_____	_____	x _____	= _____	x \$ _____	= \$ _____
_____	_____	x _____	= _____	x \$ _____	= \$ _____

TOTAL DAILY DIRECT LABOR COST \$ 37.50

REGULAR MONTHLY DIRECT LABOR COST: 5-DAY work week (Previous line X 21.67) \$ 812.50

TOTAL MONTHLY PROJECT WORK \$ 40.00

SALARIED PERSONNEL

Account Manager	Monthly Salary	Hourly Rate	Hours / Month
_____	_____	_____	_____

TOTAL MONTHLY HOURLY AND SALARIED COSTS \$ 852.50 A

PAYROLL RELATED BENEFITS COSTS

B PAYROLL RELATED COSTS @ 15.75% = \$134.27

C BENEFITS MONTHLY COSTS = _____

D OTHER MONTHLY COSTS = \$64.00

TOTAL MONTHLY PAYROLL RELATED AND BENEFITS COSTS (Total of B, C, & D) \$ 198.27 E

MATERIAL COSTS (Monthly)

DIRECT MATERIALS @ 10.00% = 85.25

CONTRACT SUPPLIES 26,200 sqft X _____ = _____

TOTAL MONTHLY MATERIALS COST \$ 85.25 F

Subcontracts & Special Costs

Type of Service	Annual Frequency	Cost / Job	Yearly Cost
_____	<u>21484</u> X	_____	= _____
_____	X	_____	= _____
Special Equipment Costs (C <u>3000</u>)	<u>0.275</u> Years Depreciation)	_____	= <u>825.00</u>
Repair & Maintenance Cost for Special Equipment (Annual Cost)	_____	_____	= <u>82.50</u>
Total Annual Subcontract and Special Cost	_____	_____	= <u>907.50</u>
Total MONTHLY Subcontract and Special Cost (Previous Line / by 12)	_____	_____	= \$ <u>75.63</u>

TOTAL DIRECT COST PER MONTH \$ 1,211.64 H

SELLING PRICE -- Line H / by factor 120.00% = \$ 1,453.97 I

GROSS MARGIN -- Line I -- Line H = \$ 242.33 J

G Target Total

0

-1211.644

-1

YEAR 3
Monthly Price

Sanitors, Inc.
COST & PRICING WORKSHEET

ACCOUNT Modus Media \ Office of Rehabilitation #

CITY: Salt Lake City

ADDRESS 1545 South 4800 West, West Valley City, UT ZIP _____

DATE: 06-Nov-03

Mgmt. Co. _____

CONTACT: Cathy Baker

BILLING ADDRESS State of Utah, Division of Purchasing, 3150 State Office Building

PHONE A/C: (801) 431-5559
Telephone Fax

ADDRESS Suite #
Salt Lake City UT 84114
City State Zip

PRESENT CONTRACTOR Executive Janitorial

Full Building SQ. FT. 26,200

Net Rentable SQ. FT. 26,200

DAILY LABOR COSTS

2636

HOURLY PERSONNEL	NUMBER	HOURS / DAY	TOTAL HOURS	COST / HR	COST / DAY
Supervisor	1	x 4.00	= 5.00	x \$ 7.75	= \$ 38.75
Floor	0	x	=	x \$ 7.00	= \$
Maid	0	x	=	x \$ 6.25	= \$
Trash	0	X	=	x \$ 6.25	= \$
Utility		x	=	x \$ 6.25	= \$
RR Cleaner	0	x	=	x \$ 6.50	= \$
Day Porters	0	x	=	x \$ 7.50	= \$
		x	=	x \$	= \$
		x	=	x \$	= \$

TOTAL DAILY DIRECT LABOR COST \$ 38.75

REGULAR MONTHLY DIRECT LABOR COST: 5-DAY work week (Previous line X 21.67) \$ 839.58

TOTAL MONTHLY PROJECT WORK \$ 45.00

SALARIED PERSONNEL	Account Manager	Monthly Salary	Hourly Rate	Hours / Month	
					\$
TOTAL MONTHLY HOURLY AND SALARIED COSTS					\$ <u>884.58</u>

PAYROLL RELATED BENEFITS COSTS			
B PAYROLL RELATED COSTS @	15.75%	=	\$ <u>139.32</u>
C BENEFITS MONTHLY COSTS =		=	
D OTHER MONTHLY COSTS =		=	\$ <u>69.00</u>

TOTAL MONTHLY PAYROLL RELATED AND BENEFITS COSTS (Total of B, C, & D) \$ 208.32

MATERIAL COSTS (Monthly)			
DIRECT MATERIALS @	10.00%	=	\$ <u>88.46</u>
CONTRACT SUPPLIES	26,200 sqft	X	=
TOTAL MONTHLY MATERIALS COST			\$ <u>88.46</u>

Subcontracts & Special Costs	Type of Service	Annual Frequency	Cost / Job	Yearly Cost
		21484 X	=	
		X	=	
Special Equipment Costs (C <u>3000</u>)		0.275 Years Depreciation)	=	\$ <u>825.00</u>
Repair & Maintenance Cost for Special Equipment (Annual Cost)			=	\$ <u>82.50</u>
Total Annual Subcontract and Special Cost				\$ <u>907.50</u>
Total MONTHLY Subcontract and Special Cost (Previous Line / by 12)				\$ <u>75.63</u>

TOTAL DIRECT COST PER MONTH			\$ <u>1,258.99</u>
SELLING PRICE -- Line H / by factor <u>120.00%</u>	=		\$ <u>1,508.39</u>
GROSS MARGIN -- Line I -- Line H =			\$ <u>251.40</u>

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Target Total
0
-1256.989
-1

Year 4.
Monthly Price

Sanitors, Inc.
COST & PRICING WORKSHEET

ACCOUNT Modus Media \ Office of Rehabilitation #

CITY: Salt Lake City

ADDRESS 1545 South 4800 West, West Valley City, UT ZIP _____

DATE: 06-Nov-03

Mgmt. Co. _____

CONTACT: Cathy Baker

BILLING ADDRESS State of Utah, Division of Purchasing 3150 State Office Building

PHONE A/C: (801) 431-5559
Telephone _____ Fax _____

ADDRESS Suite # _____
Salt Lake City UT 84114
City State Zip

PRESENT CONTRACTOR Executive Janitorial

Full Building SQ. FT. 26 200

Net Rentable SQ. FT. 26 200

DAILY LABOR COSTS

2636

HOURLY PERSONNEL	NUMBER	HOURS / DAY	TOTAL HOURS	COST / HR	COST / DAY
Supervisor	1	x 4.00 =	5.00	x \$ 8.00 =	\$ 40.00
Floor	0	x _____ =		x \$ 7.00 =	\$ _____
Maid	0	x _____ =		x \$ 6.25 =	\$ _____
Trash	0	X _____ =		x \$ 6.25 =	\$ _____
Utility		x _____ =		x \$ 6.25 =	\$ _____
RR Cleaner	0	x _____ =		x \$ 6.50 =	\$ _____
Day Porters	0	x _____ =		x \$ 7.50 =	\$ _____
		x _____ =		x \$ _____ =	\$ _____
		x _____ =		x \$ _____ =	\$ _____

TOTAL DAILY DIRECT LABOR COST \$ 40.00

REGULAR MONTHLY DIRECT LABOR COST: 5-DAY work week (Previous line X 21.67) \$ 866.67

TOTAL MONTHLY PROJECT WORK \$ 55.00

SALARIED PERSONNEL	Hourly Rate	Hours / Month	
Account Manager Monthly Salary			\$ _____
TOTAL MONTHLY HOURLY AND SALARIED COSTS			\$ 921.67 A

PAYROLL RELATED BENEFITS COSTS		
B PAYROLL RELATED COSTS @ 15.75%	=	\$ 145.16
C BENEFITS MONTHLY COSTS =	=	\$ _____
D OTHER MONTHLY COSTS =	=	\$ 571.00

TOTAL MONTHLY PAYROLL RELATED AND BENEFITS COSTS (Total of B, C, & D) \$ 218.16 E

MATERIAL COSTS (Monthly)		
DIRECT MATERIALS @ 10.00%	=	92.17
CONTRACT SUPPLIES 26,200 sqft X	=	\$ _____
TOTAL MONTHLY MATERIALS COST		\$ 92.17 F
Subcontracts & Special Costs		\$ _____

Type of Service	Annual Frequency	Cost / Job	Yearly Cost
	21484 X		= _____
	X		= _____
Special Equipment Costs (C 3000 Years Depreciation)	0.275		= 825.00
Repair & Maintenance Cost for Special Equipment (Annual Cost)			= 82.50
Total Annual Subcontract and Special Cost			907.50
Total MONTHLY Subcontract and Special Cost (Previous Line / by 12)			\$ 75.63 G

TOTAL DIRECT COST PER MONTH \$ 1,305.62 H

SELLING PRICE -- Line H / by fa. 120.00% = \$ 1,566.75 I

GROSS MARGIN -- Line I -- Line H = \$ 261.12 J

Target Total
0
-1305.621
-1

4 YEAR 5
MONTHLY PRICE.

Sanitors, Inc.
COST & PRICING WORKSHEET

ACCOUNT Modus Media \ Office of Rehabilitation #

CITY: Salt Lake City

ADDRESS 1545 South 4800 West, West Valley City, UT ZIP _____

DATE: 06-Nov-03

Mgmt. Co. _____

CONTACT: Cathy Baker

BILLING State of Utah, Division of Purchasing 3150 State Office Building
ADDRESS _____ Suite # _____
Salt Lake City UT 84114
City State Zip

PHONE A/C: (801) 431-5559
Telephone Fax

PRESENT CONTRACTOR Executive Janitorial

Full Building SQ. FT. 26,200
Net Rentable SQ. FT. 26,200

DAILY LABOR COSTS

2636

HOURLY PERSONNEL	NUMBER	HOURS / DAY	TOTAL HOURS	COST / HR	COST / DAY
Supervisor	<u>1</u>	<u>x 4.00</u>	<u>= 5.00</u>	<u>x \$ 8.00</u>	<u>= \$ 40.00</u>
Floor	<u>0</u>	<u>x</u>	<u>=</u>	<u>x \$ 7.00</u>	<u>= \$</u>
Maid	<u>0</u>	<u>x</u>	<u>=</u>	<u>x \$ 6.25</u>	<u>= \$</u>
Trash	<u>0</u>	<u>X</u>	<u>=</u>	<u>x \$ 6.25</u>	<u>= \$</u>
Utility	<u></u>	<u>x</u>	<u>=</u>	<u>x \$ 6.25</u>	<u>= \$</u>
RR Cleaner	<u>0</u>	<u>x</u>	<u>=</u>	<u>x \$ 6.50</u>	<u>= \$</u>
Day Porters	<u>0</u>	<u>x</u>	<u>=</u>	<u>x \$ 7.50</u>	<u>= \$</u>
	<u></u>	<u>x</u>	<u>=</u>	<u>x \$</u>	<u>= \$</u>
	<u></u>	<u>x</u>	<u>=</u>	<u>x \$</u>	<u>= \$</u>

TOTAL DAILY DIRECT LABOR COST

\$ 40.00

REGULAR MONTHLY DIRECT LABOR COST: 5-DAY work week (Previous line X 21.67)

\$ 866.67

TOTAL MONTHLY PROJECT WORK

\$ 55.00

SALARIED PERSONNEL

Account Manager	Monthly Salary	Hourly Rate	Hours / Month	
				\$ _____

TOTAL MONTHLY HOURLY AND SALARIED COSTS

\$ 921.67

A

PAYROLL RELATED BENEFITS COSTS

B PAYROLL RELATED COSTS @ 15.75% = \$145.16

C BENEFITS MONTHLY COSTS = _____ = _____

D OTHER MONTHLY COSTS = _____ = \$71.00

TOTAL MONTHLY PAYROLL RELATED AND BENEFITS COSTS (Total of B, C, & D)

\$ 216.16

E

MATERIAL COSTS (Monthly)

DIRECT MATERIALS @ 10.00% = 92.17

CONTRACT SUPPLIES 26,200 sqft X _____ = _____

TOTAL MONTHLY MATERIALS COST

\$ 92.17

F

Subcontracts & Special Costs

Type of Service	Annual Frequency	Cost / Job	Yearly Cost
	<u>21484</u>	<u>X</u>	<u>=</u>
		<u>X</u>	<u>=</u>
Special Equipment Costs (C <u>3000</u>	<u>0.275</u>	Years Depreciation)	<u>= 825.00</u>
Repair & Maintenance Cost for Special Equipment (Annual Cost)			<u>= 82.50</u>
Total Annual Subcontract and Special Cost			<u>907.50</u>
Total MONTHLY Subcontract and Special Cost			<u>\$ 75.63</u>

(Previous Line / by 12)

G

TOTAL DIRECT COST PER MONTH

\$ 1,305.62

H

SELLING PRICE -- Line H / by fa: 120.00% =

\$ 1,566.75

I

GROSS MARGIN -- Line I -- Line H =

\$ 261.12

J

Target Total

0

-1305.621

-1