

Internal



Office of the City Manager

CONSENT CALENDAR
March 26, 2024

To: Honorable Mayor and Members of the City Council
From: Dee Williams-Ridley, City Manager
Submitted by: Henry Oyekanmi, Director, Finance
Subject: Contract No. 31900162 Amendment: Pride Industries Contract for Janitorial Services

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to amend the City’s contract with Pride Industries (Contract No. 31900162) through June 30, 2025, and to approve additional appropriations related for performance of this contract.

FISCAL IMPACTS OF RECOMMENDATION

Funds are available in individual departmental budgets. An additional \$400,000 is required to complete the current contract year due to changes to services after ramping back up post-pandemic, annual Living Wage Increase and inflation impacts anticipated to continue forward. The second extension period is estimated at \$1,000,000. This brings the total projected expenditure over five (5) years to \$5,125,735.

CURRENT SITUATION AND ITS EFFECTS

The original Pride contract was approved in the amount of \$3,725,735, which was intended to provide funding for three years. The pandemic necessitated departments to change their scopes of service – some decreased, some increased. Additionally, Pride’s performance has overall been satisfactory during the contract period. Impacts from the annual Living Wage Increases and inflation have impacted the amount required to continue providing these services Citywide.

The City intends to extend the contract with Pride for another one (1)-year period to continue services. Estimated annual spend going forward is \$1,000,000 per year. A spend breakdown is listed in the table below:

Initial Contract Amount	\$ 3,725,735
Additional funds required for first extension	\$ 400,000
Funds for second extension	\$ 1,000,000
Total Contract not-to-exceed	\$ 5,125,735

BACKGROUND

The City of Berkeley is a medium-sized account for janitorial services in a municipal government setting. The City administered Request for Proposals number 18-11213-C in 2018 and awarded the contract to Pride Industries after an extensive review of competitive responses. Pride has been servicing the City since 2019.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

Pride Industries complies with the City's environmental requirements and uses cleaning chemicals that are the least toxic on the market, and/or rated as environmentally friendly, where feasible. The paper products supplied by Pride meet or exceed the recycled content percentage required by the City.

RATIONALE FOR RECOMMENDATION

The City has many locations serviced by Pride. The City wishes to capitalize on the business relationship, efficiencies, and Pride's familiarity with City locations that have been established with Pride over the course of this contract.

ALTERNATIVE ACTIONS CONSIDERED

The City considered administering its own RFP, however, the city's janitorial needs are complex, and a new RFP would take several months to administer, and the cost to change vendors would be significant. Thus, extending the Pride contract for another period through June 30, 2025 outweighs the City administering its own RFP at this time.

CONTACT PERSON

Josh Roben, Contract Administrator, Finance/General Services, 510-981-7324

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

AMENDMENT AND EXTENSION OF PRIDE INDUSTRIES CONTRACT 31900162

WHEREAS, City Council approved Resolution 68,789-N.S. on March 12, 2019 approving the contract for janitorial services with Pride Industries, as a result of Request for Proposals #18-11213-C; and

WHEREAS, City departments require ongoing janitorial services without a significant break in services, and have departmental budgets for those; and

WHEREAS, the pandemic led to dramatic changes in scopes of services at several city locations, many of which will continue as revised; and

WHEREAS, Pride continues to attest to compliance with the City's social responsibility requirements; and

WHEREAS, the benefits of continuing with Pride outweigh administering a City of Berkeley RFP at this time.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to amend and extend the contract with Pride Industries as required to continue to meet the janitorial services needs of City departments; the contract value is now not-to-exceed \$5,125,735 through FY 2025.