



CITY COUNCIL STAFF REPORT

ITEM NO. 6.10

DATE: October 13, 2025

TO: Honorable Mayor and City Council

FROM: Carl Brown, Public Works Director

SUBJECT: Resolution awarding and authorizing the execution of an agreement with TriValley Janitorial Service and Supply, Inc. to provide janitorial services at various City facilities in an amount not-to-exceed \$3,300,000 for a five-year term ending December 31, 2030.

RECOMMENDED ACTION

Staff recommends the City Council adopt a resolution awarding and authorizing execution of an agreement with TriValley Janitorial Service and Supply, Inc. (TriValley Janitorial) to provide janitorial services at various City facilities in an amount not-to-exceed \$3,300,000 for a five-year term ending December 31, 2030.

DECISION TYPE

Administrative

SUMMARY

On May 14, 2025, City staff issued a Request for Proposals for janitorial services at various City facilities. Eighteen service providers responded. The proposals indicated the service provider's qualifications and included a standard monthly rate for cleaning the identified City facilities. Staff have completed their review of the 18 proposals received and is recommending TriValley Janitorial as the best value bidder for these services.

DISCUSSION

The Maintenance Division of the Public Works Department is tasked with providing janitorial services to 16 facilities, some of which include multiple buildings. The proposed agreement for janitorial services consists of providing routine daily and periodic cleaning and the supply of consumable products such as bathroom paper products, hand soap, liners for refuse receptacles, and cleaning solution. The current agreement for janitorial services agreement expires on October 31, 2025. The City received eighteen proposals which included a standard monthly cost for cleaning specified City facilities. The eighteen (18) proposals were submitted to the City and the proposed pricing is summarized below.

Company	Total Annual Cost
Aim to Please Janitorial Services, Inc.	\$ 327,908
Allied Universal Janitorial Services	\$ 585,403
Base Hill, Inc.	\$ 633,942
CCS Facility Services	\$ 502,380
DMS Facility Services	\$ 627,016
Environment Control Central Valley	\$ 531,348
ESP Facility Services, Inc.	\$ 518,568
Impec Group	\$ 630,000
Imperial Maintenance Services, Inc.	\$ 572,432
Karla's Janitorial Services and Suppliers	\$ 502,356
Marina Building Services	\$ 598,800
Olympic Cleaning Service	\$ 460,960
Platinum Facility Services	\$ 539,044
Pride Industries One, Inc.	\$ 873,874
Quality Cleaning Professionals	\$ 1,018,560
Tri County Building Maintenance	\$ 470,940
TriValley Janitorial	\$ 552,624
Universal Business Services and Supply Co.	\$ 513,324

The service provider selection process included an initial review of the proposals, reference checks, and interviews. The criteria used for evaluation included:

- The ability, capacity, and skill of the proposer to provide the required services;
- The character, integrity, reputation, judgment, and efficiency of the proposer; and,
- Ability of the proposer to provide services and materials in a timely manner.

TriValley Janitorial emerged as the best value bid after the evaluation process had been completed. TriValley Janitorial offers the City a history of reliability and responsiveness while providing service to neighboring municipalities, as well as a local office for efficient response time, and sufficient staff and expertise to complete the scope of work.

Staff recommends the City accept the best value bid and initiate a new agreement beginning on November 1, 2025 through December 31, 2030, with the option to extend for one additional term of five years. Price adjustments may be negotiated starting in January 2027 and shall not exceed the San Francisco - Oakland - Hayward Area Consumer Price Index for all Urban Consumers (CPI-U), but will not be less than 3% per calendar year. The base price for the first year of routine maintenance totals \$552,600 per year with an additional \$60,000 for consumable items, and \$3,000 per year available for any additional on-call cleaning needs.

FISCAL AND ADMINISTRATIVE IMPACTS

The annual cost of this contract of \$615,600, is allocated in Fund 740, Facilities Rehabilitation Program, and various departmental budget. Costs will be programmed into the operating budget for future fiscal years.

COMMUNITY PILLARS

5: A City That Works

GOALS

14: Develop, operate, and maintain the City's infrastructure

ATTACHMENTS

[1. Resolution](#)

[2. Exhibit A - Agreement](#)

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Approved by:



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Fiscal Review by:



Tina Olson
Administrative Services Director