



PROPOSAL FOR JANITORIAL SERVICES

prepared for

Shanna Folse, Purchasing Specialist II

Jefferson Parish Purchasing Department

Bid 50-00143964/Addendum 1 & 2

Open date: 2/8/24

Department of Juvenile Services

1546 Gretna Boulevard, Harvey, La 70058

Jani-King of New Orleans
3230 W Esplanade Ave
New Orleans, LA 70002
(504) 441-9700



February 8, 2024

Regional Support Centers

Alexandria • Baton Rouge
Biloxi • Daphne
Flowood • Hattiesburg
Houma • Lafayette • Metairie
Montgomery • Pensacola
Ponchatoula • Shreveport

Franchise Locations

Abbeville • Alexandria • Ama
Amite • Arnaudville • Avondale
Baton Rouge • Bay Minette
Bay St. Louis • Belle Chasse
Bessemer • Biloxi • Bossier City
Boutte • Brandon • Braxton
Breaux Bridge • Brookhaven • Bush
Byram • Cankton • Cantonment
Carencro • Carriere • Church Point
Clinton • Conehatta • Covington
Crystal Springs • Daphne
Deatsville • Denham Springs
Destrehan • Eight Mile • Elba
Elmore • Enterprise • Ethel
Fairhope • Florence • Foley
Fort Walton • Franklinton • Gautier
Geismar • Gonzales • Gray
Greensburg • Greenville
Greenwell Springs • Hattiesburg
Houma • Irvington • Jackson
Kenner • Kilgore • Killeen
LaCombe • Lafayette • Lake Charles
Laplace • Lexington • Longview
Louisville • Loxley • Lucedale
Luling • Lutchter • Madison
Madisonville • Magee • Mandeville
Marksville • Marrero • Mathews
Maurepas • McComb • McHenry
Meridian • Metairie • Milton • Minden
Mobile • Monroe • Montgomery
Morgan City • Morton • Moss Point
Mount Olive • Natalbany
New Iberia • New Orleans
Ocean Springs • Panama City
Pass Christian • Patterson • Pearl
Pensacola • Perkinston • Petal
Pine Apple • Ponchatoula
Poplarville • Prairieville • Prattville
Prentiss • Purvis • Raleigh • Reserve
Ridgeland • River Ridge • Saucier
Semmes • Sheffield • Shreveport
Slidell • Spanish Fort • St. Rose
St. Bernard • St. Martinville • Sumral
Sunset • Tallahassee • Tallulah
Terry • Terrytown • Theodore
Thibodaux • Tickfaw • Vacherie
Vancleave • Vicksburg
Wake Village • Walker • Ward
Washington • Woodworth
Youngstown • Youngsville • Zachary

Dear Shanna Folsie:

Enmon Enterprises, LLC, dba Jani-King of New Orleans would like to thank Jefferson Parish for the opportunity to provide you with our proposal for Janitorial Services as requested in the **Request for Proposal (Bid Number 50-00143964) inclusive of Addendum #1 & #2.**

Jani-King of New Orleans with 35 years of experience managing large scale commercial janitorial contracts and extensive knowledge of carpet and upholstery cleaning gives you the assurance that you will always have a professionally cleaned facility.

Below is a recap of the cleaning challenges that the Jani-King concept eliminates:

- Professional on-site management
- Local Regional Support Office
- Frequent communication
- Continuous employee training and supervision

Most companies change cleaning services about every 18 months, which shows a high degree of dissatisfaction, not to mention the wasted time securing proposals from cleaning companies that overpromise and under-deliver. Average customer retention for Jani-King Gulf Coast is over 6 years with many relationships for 15 years or more! Our proposal will show you how partnering with Jani-King will solve your cleaning problems and bring an end to this frustrating cycle once and for all.

Each Jani-King representative is fully covered by an insurance program that protects you in several ways. The Commercial Cleaning Employee Dishonesty Policy, General Liability, and Workers' Compensation coverage provides protection to our customers for claims due to loss of property or personal injuries that are the result of actions by Jani-King personnel.

Please do not hesitate to call for any additional information you may deem necessary in assessing our proposal. I can be reached at 504-441-9700

Yours in Service,

Chuck Cundiff
Executive Director

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THE JANI-KING CONCEPT

At Jani-King, we know that the quality of service your facility receives is greatly influenced by the motivation of the custodian on the job site. This is why we operate through a network of authorized Jani-King franchise owners – independent entrepreneurs whose success is directly tied to your satisfaction. A key to any successful company is its personnel. When a qualified, motivated franchise owner is in your facility, the pride and care this individual displays will be evident to you through the consistent cleanliness of your working environment.

Our franchise owners have the motivation and incentive to keep your building professionally cleaned. A financial investment in a business of their own, with a personal commitment to the success of that business, ensures that Jani-King franchise owners have a genuine concern for a job well done.

Backing our franchise owners in their efforts, the Jani-King regional office ensures the performance of our high cleaning standards. We make certain our franchise owners have the training, equipment, insurance and, most importantly, the customer service support necessary to provide your facility with ongoing quality janitorial services.

Staying Contemporary

Learning has played a critical role in the success of Jani-King. We use learning to drive business success by developing great people with great talent and skills, linking learning to results and personal development, and creating an environment where learning is naturally built into working together to improve our competitiveness.

Jani-King is committed to providing exceptional customer service. This is achieved through our dedication to Continuous Quality Improvement, communication, maintaining the highest standards and working in a team atmosphere. We have developed extensive manuals and conduct both initial and ongoing training to ensure exceptional skill levels and quality of service.

STATEMENT OF QUALIFICATIONS

LEADERSHIP

Chuck Cundiff

Executive Director | Jani-King of New Orleans

Mr. Cundiff was hired as Executive Director for Jani-King of New Orleans, Baton Rouge, Northshore and South Louisiana in June of 2022. Mr. Cundiff has had the privilege of working with Mr. Miranda and other Authorized Jani-King Franchise Owners to provide insight and development into, and of, their businesses. Mr. Cundiff has worked diligently to assist local resident Franchise Owners develop their businesses within the communities they reside, maintaining the sentiment that a local business owner, backed by decades of experience with a large supportive corporate structure, is unmatched in the pride and level of service that is provided.

Luis Borge

Regional Brand Manager | Jani-King of New Orleans

Mr. Borge has been a part of the New Orleans Operations Team since 2011 and was promoted to Regional Brand Manager in 2021. He directly oversees the entire operations team and works with our top and largest customers.

FRONTLINE MANAGER

Edwin Miranda

Owner: E.M.S.P, LLC | Authorized Jani-King Franchise Owner

Mr. Miranda purchased his franchise in 2008 and has serviced some of the most prestigious accounts in the region, such as the Jefferson Parish Governmental Facilities and Executive Tower. Mr. Miranda was chosen as the Franchise Owner of the Year in 2012 based on his customer satisfaction levels and expert business organization. Over the past 7 years Mr. Miranda, as a local resident of Jefferson Parish, has been proud to service the government facilities. This has allowed Mr. Miranda the ability to put local residents to work within his organization and serves as a great source of accomplishment to both he and his wife. Mr. Miranda currently employees over 22 Full and Part Time employees. Edwin is a leader within Jani-King and within the community and he utilizes his Franchise as a source of good to employ many hard-working men and women. Edwin is a firm believer in working with the community he resides and provides services within.

STAFFING

For flexibility, efficiency and to enable us to provide an effective response to all customer needs, we gladly provide a very short chain of command.

The franchise owner assigned to your facility is directly responsible for day-to-day operations. The franchise owner works with the local regional office operations manager. The operations manager is responsible for inspecting work and providing back-up support to the franchise owner. The franchise owner conducts inspections primarily during the cleaning operation and meets regularly with the customer to review the work.

The regional office customer service department regularly follows up with our customers by telephone and the regional office operations department conducts inspections during business hours to meet with the customer and then coordinate with the franchise owner any necessary corrective action.

STAFFING PLAN

Franchise Owner, Edwin Miranda- Project Manager and Site Supervisor

- 1 dedicated Day Porter for the Jefferson Parish Juvenile Services Court
- 20+ hours(daily) of cleaning techs for Building A, B and Causeway Blvd. Building.
- Allocation of labor to shift from Causeway Blvd to David Dr. facility upon completion.

TRAINING

The Jani-King training program is mandatory for all franchise owners. No franchise owner may begin to operate their Jani-King franchise until they have completed the training program and passed the written examination at the conclusion of training. Only after this has been completed are the owners considered “Authorized Jani-King franchise owners.”

The training program, which has been continually modified and updated over the course of Jani-King’s 40+ year existence, introduces the franchise owners to the latest and most current cleaning techniques, proper usage of the newest state-of-the-art equipment, correct handling and use of the most advanced cleaning chemicals available, and most importantly, business management skills which emphasize positive reinforcement of the labor force.

Refresher courses and advance training seminars are offered through the local Jani-King regional offices a minimum of once per quarter for our franchise owners. These sessions may cover subjects from proper cleaning of sixth generation nylon to the newest chemical process for maintaining marble floors. This is all part of Jani-King’s commitment to our franchise owners and our customers to provide the best on-going support possible.

QUALITY CONTROL

What separates Jani-King from our competition is our passion and support across all avenues of our industry. Given the fact we are a franchise-based company, all guidelines for purchasing a franchise are governed by the Federal Trade Commission. After a franchise has been purchased, all initial, ongoing, and specialized training is conducted under strict guidelines as mandated by our corporate officers. Training is provided by a time-tested system that provides advanced methods of cleaning and maintaining a building, also incorporating the operating standards necessary to sustain a lasting business. There is no point throughout a franchise owner's affiliation with Jani-King that support is not available. Throughout our affiliation with your program, you will find that our local Regional Office will offer an unparalleled commitment to your needs.

Jani-King's Regional Office support includes:

- 24-hour emergency response to your concerns as well as Franchise Owner issues.
- Full operational support to assist in training, cleaning methods, business standards, large scale equipment leasing programs, on-going quality assurance programs as well as specialized training in specific industries.
- A fully integrated and supportive inspection system designed to continuously improve your facilities.
- Complete customer service assistance which calls, logs, and responds to all client and franchise concerns.
- An administrative division that provides accurate and itemized earnings reports, collection assistance, and comprehensive insurance and workman's compensation coverage among other day to day administrative support.
- All of the above mentioned items are done in full support of the franchise owner. Our Regional Office commitment is the framework of Jani-King's franchise system.

Inspection Process

The Jani-King program was designed with quality standards in the forefront. The program utilizes scheduling databases for cleaning and special projects completions and state of the art computer software to track the organization's cleaning processes and to work with the client's quality improvement team. Jani-King will customize reports needed to track quality and meet our customer's standards.

EXPERIENCE

When you select a commercial cleaning company for your property, you want to be assured of the company's qualifications, track record and ability to follow through. Because Jani-King provides quality service at competitive prices, many companies, both large and small, rely on our unique program to fulfill their commercial cleaning needs. On the following pages, you will find examples of satisfied Jani-King customers.

Our franchise owners service tens of thousands of satisfied Jani-King customers. Because of the support our franchise owners receive from the regional office staff, we can assure you ample resources to provide a quick and reliable response to any special cleaning need or situation that might arise.

Through employee selection, training and evaluation and our unique franchising concept, we ensure satisfaction. Our commitment to customer satisfaction and our cost control orientation combine to make Jani-King the right choice for your facility.

The team approach taken by our franchise owners and regional office staff is a unique and extremely successful combination of people committed to achieving our goals of customer satisfaction. Taking advantage of Jani-King's commercial cleaning services will free you from day-to-day worries about inconsistent cleaning. When you select a janitorial company to provide professional cleaning service for your property, you want experience dependability and standards; you want assurance that your goals of cost control and efficient, effective cleaning are professionally met; you want Jani-King - The King of Clean®!

REFERENCES

Our commitment to customer satisfaction and our cost control measures combine to make Jani-King the right choice for your facility. The team approach taken by our franchise owners and regional office staff is a unique and extremely successful combination of people committed to achieving our goals of customer satisfaction. Taking advantage of Jani-King's cleaning services will free you from day-to-day worries about inconsistent cleaning. At Jani-King, we are committed to making your cleaning needs as trouble-free as possible.

Trust your keys to the company that cares - Jani-King.

**Jefferson Parish Government
Buildings (8 Locations)**
200 Derbigny Street
Gretna, LA 70053
Ryan Babcock (504) 884-4288
Began Servicing: 2014

House of Blues
7225 Decatur St.
New Orleans, LA 70130
Cassie Flesher (504) 310-4999
Began Servicing: 2012

New Orleans City Park
1 Palm Drive
New Orleans, La 70124
Chris Maitre (504) 483-9368
Began Servicing: 2015

DATE: 1/25/2024

INVITATION TO BID FROM JEFFERSON PARISH - continued

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BID NO.: 50-00143964

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	24.00	MO	<p>LABOR, MATERIALS & EQUIPMENT TO PROVIDE A TWO (2) YEAR JANITORIAL CONTRACT FOR DEDICATED FACILITIES UNDER JURISDICTION OF THE DEPARTMENT OF JUVENILE SERVICES</p> <p>0001 Two (2) year Janitorial Contract to cover the furnishing of labor, materials and equipment necessary to provide a twenty-four (24) month contract for janitorial services for dedicated facilities under the jurisdiction of the Department of Juvenile Services.</p> <p>FIRST LOCATION: JEFFERSON PARISH JUVENILE COURT & JEFFERSON PARISH JUVENILE JUSTICE ADMINISTRATION COMPLEX. 1546 & 1548 B GRETNA BLVD. HARVEY, LA 70058</p>	\$ 14,918-	\$ 358,032-
2	24.00	MO	<p>0002 - SECOND LOCATION</p> <p>JEFFERSON PARISH JUVENILE SERVICES EAST BANK OFFICE BUILDING (CURRENT) 3420 N CAUSEWAY BLVD. METAIRIE, LA 70002</p>	\$ 1,620-	\$ 38,880
3	24.00	MO	<p>0003 - THIRD LOCATION</p> <p>JEFFERSON PARISH JUVENILE SERVICES EAST BANK OFFICE BUILDING (NEW) 100 DAVID DR. METAIRIE, LA 70003</p> <p>THIS WILL BE THE NEW LOCATION FOR THE EASTBANK ONCE THE BUILDING IS COMPLETED.</p>	\$ 2,625-	\$ 63,000-
4	1.00	HR	<p>0004 Day Porter Daily Rate</p> <p>Provide an hourly rate for a day time janitorial employee to perform regular janitorial services that are listed under the attached day time janitorial employee job description. Contractor will also be required to provide equipment for the employee to use to perform these services. Employee may be used on an hourly basis for intermittent work at various locations.</p>	\$ 20.40	\$ 20.40
5	1.00	SQFT	0005 Carpet Cleaning	\$.20/sqft	\$.20/sqft

REVISED PER ADDENDUM #1

DATE: 1/25/2024

INVITATION TO BID FROM JEFFERSON PARISH - continued

Page 8

BID NO.: 50-00143964

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
6	1.00	SQFT	<p>Provide a square footage cost for carpet cleaning as needed which includes everything to do a total wet extraction at any of the buildings to be covered in this contract.</p> <p>Please note that the Bonnet Cleaning System is not acceptable for carpet cleaning.</p> <p>0006 Tile & Hard Surface Floor Cleaning</p> <p>Provide a square footage cost for tile and hard surface floor refinishing as needed which includes everything for stripping, cleaning, waxing and buffing at any of the buildings to be covered in this contract.</p> <p>***PLEASE SEE ATTACHED SPECIFICATIONS***</p>	<p>\$.40/sq ft</p>	<p>\$.40/sq ft.</p>

REVISED PER ADDENDUM #1



DATE: 1/10/2024

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BID NO.: 50-00143964

BID FORM
Non Public Works

All Public Work Projects are required to use the Louisiana Uniform Public Work Bid Form

All prices must be held firm unless an escalation provision is requested in this bid. Jefferson Parish will allow one escalation during the term of the contract, which may not exceed the U.S. Bureau of Labor Statistics National Index for all Urban Consumers, unadjusted 12 month figure. The most recently published figure issued at the time an adjustment is requested will be used. A request must be made in writing by the vendor, and the escalation will only be applied to purchases made after the request is made.

Are you requesting an escalation provision?

YES _____ NO X

MAXIMUM ESCALATION PERCENTAGE REQUESTED _____%

INITIAL BID PRICES WILL REMAIN FIRM THROUGH THE DATE OF 5/1/24

For the purposes of comparison of bids when an escalation provision is requested, Jefferson Parish will apply the maximum escalation percentage quoted by the bidder to the period to which it is applied in the bid. The initial price and the escalation will be used to calculate the total bid price. It will be assumed, for comparison of prices only, that an equal amount of material or labor is purchased each month throughout the entire contract.

DELIVERY: FOB JEFFERSON PARISH

INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES 4/29/24

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable) 54016

THIS SECTION MUST BE COMPLETED BY BIDDER:

FIRM NAME: ENNON ENTERPRISES DBA Jani King of NEW ORLEANS

ADDRESS: 3030 WEST SPANADE AVENUE SUITE 100

CITY, STATE: METairie, LA ZIP: 70002

TELEPHONE: (504) 441-9700 FAX: ()

EMAIL ADDRESS: ccundiff@janikingcr.com

In the event that addenda are issued with this bid, bidders MUST acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form by placing the addendum number as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: 1

NUMBER: 2

NUMBER: _____

NUMBER: _____

TOTAL PRICE OF ALL BID ITEMS: \$ 396,912 TOTAL CONTRACT: w/ DAVIDOR \$ 421,032

AUTHORIZED SIGNATURE: _____

Charles G. Cundiff

Printed Name

TITLE: EXECUTIVE DIRECTOR

SIGNING INDICATES YOU HAVE READ AND COMPLY WITH THE INSTRUCTIONS AND CONDITIONS.

NOTE: All bids should be returned with the BID NUMBER and BID OPENING DATE indicated on the outside of the envelope submitted to the Purchasing Department.

LIMITED LIABILITY COMPANY GENERAL RESOLUTION
Enmon Enterprises, LLC

I, Casey Enmon Lambert, the undersigned secretary of Enmon Enterprises, LLC (the "Company"), a Limited Liability Company organized and existing in good standing under the laws of the State of Louisiana, certify that after due notice was provided or a waiver or the requirement was obtained, a meeting was held on the undersigned date, with a quorum being present.

At such meeting of the members, the following items were proposed and discussed and the following resolutions were adopted. These resolutions have been entered into the company's regular minute book and are now in full force and effect to-wit:

RESOLVED, that the company has presented or will present one or more commercial cleaning proposals to Jefferson Parish in connection with Bid No. 50-00143964.

RESOLVED, that Chuck Cundiff, Executive Director, is authorized and empowered to sign, as a representative of the Company, the proposal and contract and any and all documents necessary or required in connection with this contract, and from time to time to perform all such other acts and things deemed by him/her necessary, convenient, or proper in the normal course of business, to carry out, modify or supplement the contract or any other such agreements and arrangements in connection with them. Jefferson Parish may rely on the signature of Chuck Cundiff to bind the Company in all matters relating to the proposal/bid and/or the contract.

FEDERAL TAX ID: 72-1124143

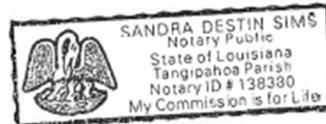
DATED: February 5, 2024

BY: Casey E. Lambert
Secretary, Enmon Enterprises, LLC

STATE: Louisiana
PARISH: Tangipahoa

Sworn to and subscribed before me this 5 day of February, 2024.

[Signature]
Notary Name, Number



Non-Public Works Bid**AFFIDAVIT**STATE OF LouisianaPARISH/COUNTY OF Tangipahoa

BEFORE ME, the undersigned authority, personally came and appeared: Chuck Cundiff
 _____, (Affiant) who after being by me duly sworn, deposed and said that
 he/she is the fully authorized Executive Director of Enmon Enterprises, LLC
dba Jani-King of New Orleans (Entity),
 the party who submitted a bid in response to Bid Number 50-000143964, to the Parish of
 Jefferson.

Affiant further said:

Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Debt Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

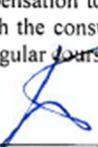
Choice B There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

[The remainder of this page is intentionally left blank.]

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.



Signature of Affiant

Chuck Cundiff

Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE 5 DAY OF February, 2024



Notary Public

Sandra Destin Sims

Printed Name of Notary

138380

Notary/Bar Roll Number



My commission expires At Death

FOR PUBLIC DISPLAY - NOT TRANSFERABLE

ISSUED BY

SHERIFF AND EX-OFFICIO TAX COLLECTOR-JEFFERSON PARISH, LOUISIANA

2023 Occupational License Tax



JANI-KING OF NEW ORLEANS
ENMON ENTERPRISES LLC
300 NE I 55 SERVICE RD.
PONCHATOULA, LA. 70454



License # **3066663**

Account # **50166891**

Location Address

3230 W ESPLANADE AVE #100
METAIRIE, LA

Business Class 561499
All Other Business Support Services

License Class 1740
Retail Mdse/Service/Rental/etc

Tax	Interest	Penalty	Other	Total	Payment
\$1,800.00	\$0.00	\$0.00	\$0.00	\$1,800.00	\$1,800.00

JOSEPH P. LOPINTO, III
SHERIFF & TAX COLLECTOR

Gregory A. Ruppert, Director
Bureau of Revenue and Taxation

Pursuant to Jefferson Parish Code of Ordinances Chapter 35, Article VI, Section 35-153, the issuance of this occupational license to the person or firm named hereon is a receipt for payment of said tax and entitles the recipient to operate a business at the location shown, provided said business is operated within the confines of the application thereof, and does not violate any parish or state criminal, health, or zoning laws. This license will expire December 31, 2023.

RENEWAL APPLICATIONS ARE DUE PRIOR TO MARCH 1.

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