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SUBJECT: CITYWIDE PEST CONTROL SERVICES

BID #: SC-0260-22 **OPEN DATE: 2021-08-18**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT- OCTOBER 1, 2021 THRU SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PUBLIC BUILDINGS

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 7 NUMBER RECEIVED: 4 OTHER 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to amend the award that was approved on 9/1/22 with OREM Enterprises, LLC dba Pestmaster Services for City-wide Pest Control Services for the Public Building Division to correct the not to exceed amount to $192,518.00. The Period of service and locations remains unchanged.

ATTACHMENTS: Recommendation Memo, Vendor Letter, Previous Awards

ANALYST: _____ JACLYN STAMOS **RESPECTFULLY SUBMITTED** _____ DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Roy Birbal, CFM, Chief, Public Buildings Division

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Department of Public Works
Public Buildings Division
555 W. 44th Street
Jacksonville, FL 32208
(904) 255-4343
www.coj.net

December 07, 2022

MEMORANDUM

TO: Dustin L. Freeman, Chief, Procurement Division

THRU: Steven D. Long, Jr., P.E., Director, Department of Public Works

FROM: Roy Birbal, Chief

SUBJECT: SC-0260-22 - Citywide Pest Control Services OREM Enterprises, LLC d/b/a Pestmaster Services Recommendation to Amend Award

The Public Buildings Division recommends amending the first of four 1-year renewal options, to revise the annual expenditure, and the not-to-exceed amount of award SC-0260-22 with OREM Enterprises, LLC DBA Pestmaster Services.

- On 09/01/2022 the annual expenditure was approved for of $30,790. The correct amount for the annual expenditures is $111,654
- On 09/01/2022 the not-to-exceed was approved for $111,654. The correct total not-to-exceed amount is $192,518

Funding will be encumbered by individual releases against the Purchase Order Agreement.

Your assistance in concurring with this recommendation for the respective award would be appreciated. If you have any questions or concerns regarding this matter, please contact Sheila Kuhl at 904-255-4340.

cc: Tammy Duggan, Public Works Contracts & Finance Manager
Jaclyn Stamos, Purchasing Analyst
Sheila Kuhl, Contract Administration Coordinator

PESTMASTER SERVICES

jacksonville.pestmaster.com
904.636.0633
admin@pestmasterfl.com

City of Jacksonville
Public Buildings Division
Attn: Sheila Kuhl, Contract Administration Coordinator
555 West 44th St.
Jacksonville, FL 32208

Dear Ms. Kuhl,

Pursuant to § 10 of the Terms and Conditions Section of Bid # SC-0260-22, Citywide Pest Control Services, Pestmaster Services will be seeking a price increase for the upcoming 2022-2023 fiscal year. As outlined in § 10, we request a price escalation for the percentage of change as listed in the May 11, 2022 Consumer Price Index (CPI).

According to the Bureau of Labor Statistics (https://www.bls.gov/cpi/), the CPI is 8.3% over the past year. Although there is a .2% overall decline since the April 12, 2022 report, our cost of business has continued to climb. Per our main chemical supplier, the price of chemicals has increased by approximately 20% over the past year, the cost of our labor has increased approximately 8.9% (per CPI) and our energy cost (gasoline) has increased approximately 43.6% (per CPI) over the past year and 18.3% from March, 2022 (per CPI). Gasoline is our largest overhead cost. Auto insurance has increased 4.4% in the past year. Vehicle maintenance and repair has increased over the past year 5.3% (per CPI). Price of tires have increased 15.7% Therefore, we request a price increase of $19,500 for all service locations within the pest control contract. Our current annual pricing is $65,824. This would result in an escalation for an annual total of $85,324 in the upcoming fiscal year.

Please let me know if you require a spreadsheet with updated pricing for each location.

As with so many others, our cost of product, gasoline and labor has increased significantly over the past several months, so it costs us significantly more now to complete the work than when we initially submitted our bid. Thank you for considering this request.

Warm regards,
Laura Orem
Vice President

7235 Bentley Rd, Jacksonville, FL 32256

PESTMASTER SERVICES

jacksonville.pestmaster.com
904.636.0633
admin@pestmasterfl.com

May 12, 2022

City of Jacksonville
Public Buildings Division
Attn: Sheila Kuhl, Contract Administration Coordinator
555 West 44th St.
Jacksonville, FL 32208

Dear Ms. Kuhl,

Pursuant to § 10 of the Terms and Conditions Section of Bid # SC-0260-22, Citywide Pest Control Services, Pestmaster Services is seeking a price increase for the upcoming 2022-2023 fiscal year. As outlined in § 10, we request a price escalation for the percentage of change as listed in the May 11, 2022 Consumer Price Index (CPI).

% Increase	Commodity	Source
8.3	CPI	CPI Report (CPI) – May 11, 2022
8.8	CPI South Atlantic Region	CPI
20.0 Approx	Pest Control Chemical/Product	Main supplier
8.9	Labor	CPI
43.6 (18.3 from Mar)	Gasoline	CPI
4.4	Auto Insurance	CPI
5.3	Vehicle Maintenance & Repair	CPI
80.5	Fuel Oil	CPI
15.7	Tires	CPI

With the cost of doing business climbing significantly over the post year (and particularly since we bid the City job) we request a price increase of $19,500 for all service locations within the pest control contract. Our current annual pricing is $65,824. This would result in an escalation for an annual total of $85,324 in the upcoming fiscal year.

PESTMASTER SERVICES

jacksonville.pestmaster.com
904.636.0633
admin@pestmasterfl.com

Please let me know if you require a spreadsheet with updated pricing for each location.

As with so many other businesses and as you can see from the table above, our cost of product, gasoline, labor, and other costs associated with doing business has increased significantly over the past several months, costing us significantly more now to complete the work than when we initially submitted our bid.

We thank you sincerely for considering our request.

Respectfully,

Laura Orem

Vice President
Pestmaster Services
(904) 636-0633

OREM Enterprises, LLC (Pestmasters Services) SC-0260-22 Revised Annual Expenditures - All Locations Combined					
Line	Line Description	Bldg No.	Amount	Deliver-to Location	Funding
1	ED BALL	0792	$ 780.00	Ed Ball	54101 155004-534100-000000-00000000-00000-0000000
2	DCCH	0833	$ 1,020.00	County Courthouse	54101 155005-534100-000000-00000000-00000-0000000
3	SAO	0319	$ 600.00	State Attorney's Office	54101 155006-534100-000000-00000000-00000-0000000
4	PTDF	0337	$ 1,500.00	Pre-Trial Detention Center	54101 155008-534100-000000-00000000-00000-0000000
5	VARIOUS LOCATIONS	9999	$ 117,325.00	PW - W 44th Street	54101 155007-534100-000000-00000000-00000-0000000
6	YATES	0103	$ 540.00	Yates Building	54101 155001-534100-000000-00000000-00000-0000000
7	CITY HALL	0104	$ 900.00	City Hall	54101 155001-534100-000000-00000000-00000-0000000
		TOTAL:	$ 122,665.00		

OREM Enterprises, LLC (Pestmasters Services) SC-0260-22 Revised Annual Expenditures - Various Locations		
Annual Contract Amount	$	86,325.00
As needed services	$	10,000.00
Additional As needed (Increase)	$	20,000.00
Future location Additions	$	1,000.00
Total:	**$**	**117,325.00**

SUBJECT: CITYWIDE PEST CONTROL SERVICES

BID #: SC-0260-22 **OPEN DATE: 2021-08-18**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT- OCTOBER 1, 2021 THRU SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PUBLIC BUILDINGS

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 7 NUMBER RECEIVED: 4 OTHER 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to utilize the first of four (4) renewal options with OREM Enterprises, LLC dba Pestmaster Services for City-wide Pest Control Services for the Public Building Division. Period of service is October 1, 2022 through September 30, 2023 with three (3) renewal options remaining. Total annual expenditure not to exceed $30,790.00 which includes the addition of two (2) new locations, Southside Senior Center ($104 per year) and Fire Station 74 ($186 per year) resulting in an annual expenditure of $290.00. This also includes an additional $10,000.00 for as needed services and $1,000.00 for future services. Total revised award amount not to exceed $111,654.00.

Additionally, OREM Enterprises, LLC dba Pestmaster Services has requested an 8.3% Consumer Price Index (CPI) price increase based on the period from April 2021 to April 2022. This increase will result in an annual estimated expenditure of $19,500.00.

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2022. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for work herein. A written notification will be provided in the event the funds are appropriated.

ATTACHMENTS: Recommendation Memo, Previous Award

ANALYST: _____ **RESPECTFULLY SUBMITTED** _____

OLIVE WALLACE-COHEN

GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Roy Birbal, CFM, Chief, Public Buildings Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 9/1/2022

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE 9/1/2022

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

SUBJECT: CITYWIDE PEST CONTROL SERVICES

BID #: SC-0260-22 **OPEN DATE: 2021-08-18**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT- OCTOBER 1, 2021 THRU SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PUBLIC BUILDINGS

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 7 NUMBER RECEIVED: 4 OTHER 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to increase award with OREM Enterprises, LLC dba Pestmaster Services. Award to be increased by $15,000.00 for as needed services. Total revised award amount not-to-exceed $80,864.00.

This award to be encumbered by various accounts and encumbered by individual Purchase Order releases, dependent on appropriate account and fiscal year.

ATTACHMENTS: Recommendation Memo, Previous Award

ANALYST: _____ BRYAN MATUS **RESPECTFULLY SUBMITTED** _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Roy Birbal, CFM, Chief, Public Buildings Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE 10/28/2021

_____ OTHER: _____

_____

_____

ACTION OF AWARDING AUTHORITY DATE 11-1-21

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For. Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

SUBJECT: CITYWIDE PEST CONTROL SERVICES

BID #: SC-0260-22 **OPEN DATE:** 2021-08-18

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT- OCTOBER 1, 2021 THRU SEPTEMBER 30, 2022, WITH FOUR (4) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: PUBLIC BUILDINGS

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: (7) **NUMBER RECEIVED:** (4) **OTHER** (0)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to OREM Enterprises, LLC dba Pestmaster Services, as the lowest responsive, responsible bidder in the annual expenditure amount of $65,864.00. Period of Service will be from October 1, 2021, through September 30, 2022, with four (4) one (1) year renewal options.

This award to be encumbered by various accounts and encumbered by individual Purchase Order releases, dependent on appropriate account and fiscal year.

Attachments: Recommendation Memo, Bid Tabulation, Terms and Conditions, Specifications

ANALYST: Marilyn Laidler
MARILYN LAIDLER

RESPECTFULLY SUBMITTED
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Roy Birbal, CFM, Chief, Public Buildings Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 9/2/2021

Teresa R. Eichan
[illegible]
[illegible]

OTHER: _____

ACTION OF AWARDING AUTHORITY DATE 9-3-21

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No 2019-02