



BOARD OF DIRECTORS REPORT

MEETING DATE: SEPTEMBER 15, 2026 **AGENDA ITEM #:** 13

TYPE: ACTION ITEM

PREPARED BY: SENIOR PURCHASING AGENT, VALERIE WHITE

REVIEWED BY: GENERAL MANAGER JERRY ESTRADA

SUBJECT: AWARD JANITORIAL SERVICES CONTRACT

RECOMMENDATION:

Staff recommends that the Board of Directors authorize the General Manager to execute a contract with Rich & Famous, Inc. dba Big Green Cleaning Company for comprehensive daily janitorial services for a one-year base term for the firm fixed fee schedule representing an initial one-year base term the amount of \$125,900.00, with four consecutive one-year options with not-to-exceed annual escalations of 3.5%, for a total potential five-year contract value of \$675,134.46, as evaluated:

Year 1 Activity		Unit	Contract Firm Fixed Price/Amount	Quantity For Bid Evaluation purposes	Calculated Annual Bid Price for Evaluation purposes
2026 -2027					
Terminal 1	Olive Terminal - 550 Olive St	per month	\$6,317.00	12	\$75,804.00
Transit Center	Downtown Hub 1020 Chapala St	per month	\$3,238.00	12	\$38,856.00
Terminal 2	Goleta Terminal - 5353 Overpass Rd	per visit	\$20.00	12	\$240.00
Special Tasks	any location	per hour	\$50.00	100	\$5,000.00
Emergency	any location	per hour	\$60.00	100	\$6,000.00
Total Year 1 Evaluated Bid					\$125,900.00
Year 2 Option	not to exceed % change		3.5		\$130,306.50
Year 3 Option	not to exceed % change		3.5		\$134,867.23
Year 4 Option	not to exceed % change		3.5		\$139,587.58
Year 5 Option	not to exceed % change		3.5		\$144,473.15
Total 5-Year Evaluated Bid					\$675,134.46

DISCUSSION:

Santa Barbara MTD requires professional commercial janitorial services to maintain a clean, safe, and welcoming environment at all its operating facilities for its employees and the served public: daily scheduled and on-call for urgent matters.

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On July 20, 2026, an Invitation for Bids for Janitorial Services was formally released: advertised in the *Ventura County Star* and *Santa Barbara Independent*, published on MTD's website, and distributed directly to 23 prospective vendors. On July 29, 2026, MTD conducted a mandatory pre-bid conference and job walk across all three facilities with six firms participating. Addendum No. 1, issued on August 7, 2026, provided operational clarifications from discussions held on-site.

Sealed bids were publicly opened on August 12, 2026. Bids were evaluated based on the lowest Total 5-Year Evaluated Bid Price (Base Year 1 plus Option Years 2 through 5):

Bidder	Year One Bid	Five Year Evaluated Bid
Big Green Cleaning Company	\$125,900.00	\$675,134.46
Premier Property Preservation	\$129,524.00	\$687,788.63
Munoz Janitorial	\$142,900.00	\$750,225.00
Channel Islands Janitorial	\$154,600.00	\$796,190.00
Southern Coast Janitorial	\$159,864.00	\$812,237.49

Big Green Cleaning Company was deemed fully responsive: executed all required compliance forms, acknowledged Addendum No. 1, submitted valid non-collusion and lobbying certifications, and took no exception to MTD's terms and conditions. Furthermore, Big Green Cleaning Company was determined to be a fully responsible contractor:

- Headquartered in Santa Barbara, Big Green has operated locally for 48 years and will perform 100% of the work in-house with no subcontractors.
- Background checks confirmed active, good standing with the California Secretary of State, no debarments or exclusions on SAM.gov
- Strong credit references were verified with regional supply vendors.
- City and County work references provided positive feedback noting superior quality and immediate supervisory response

MTD developed an Independent Cost Estimate (ICE) of \$112,000.00 for Year 1 based on unindexed historical baseline figures. Big Green's Year 1 bid of \$125,900.00 represents a reasonable 12.4% increase reflecting cumulative post-pandemic labor and prevailing wage market adjustments. A comparative analysis against the other bidders confirms a fair and reasonable price:

Analysis Metric	Year One Bid	Five-Year Bid
Big Green Cleaning Company's Bid	\$125,900.00	\$675,134.46
Average Bid (market midpoint)	\$142,557.60	\$744,315.12
Variance (\$)	-\$16,657.60	-\$69,180.66
Variance (%)	-12%	-9%

The second lowest Bidder was only \$3,624 more than Big Green Cleaning Company's Bid for that first year; confirming that Big Green Cleaning Company was on target with aggressive competition. In addition, Big Green Cleaning Company bid does "save" MTD \$33,964 in year one when compared to the highest bidder; and \$137,103 over a five-year term. Evaluating the bids over the five-year term allows MTD to initiate option years seamlessly and secures substantial long-term value. Contract expenditure will be charged to the Operating Facilities budgets, supported by local transit operating funds and FTA assistance.