



---

July 30, 2020

Tim Wyrosdick  
Superintendent of Schools  
6032 Hwy 90  
Milton, Florida 32570

Dear Mr. Wyrosdick,

Recommend approval of the attached amendment to the custodial contract with ABM resulting from RFP 13-01 for Enhanced Cleaning to be funded by the CARES Act grant.

Sincerely,

Judson C Crane

JCC/bdg

Att: 11

---

## ABM EnhancedClean™

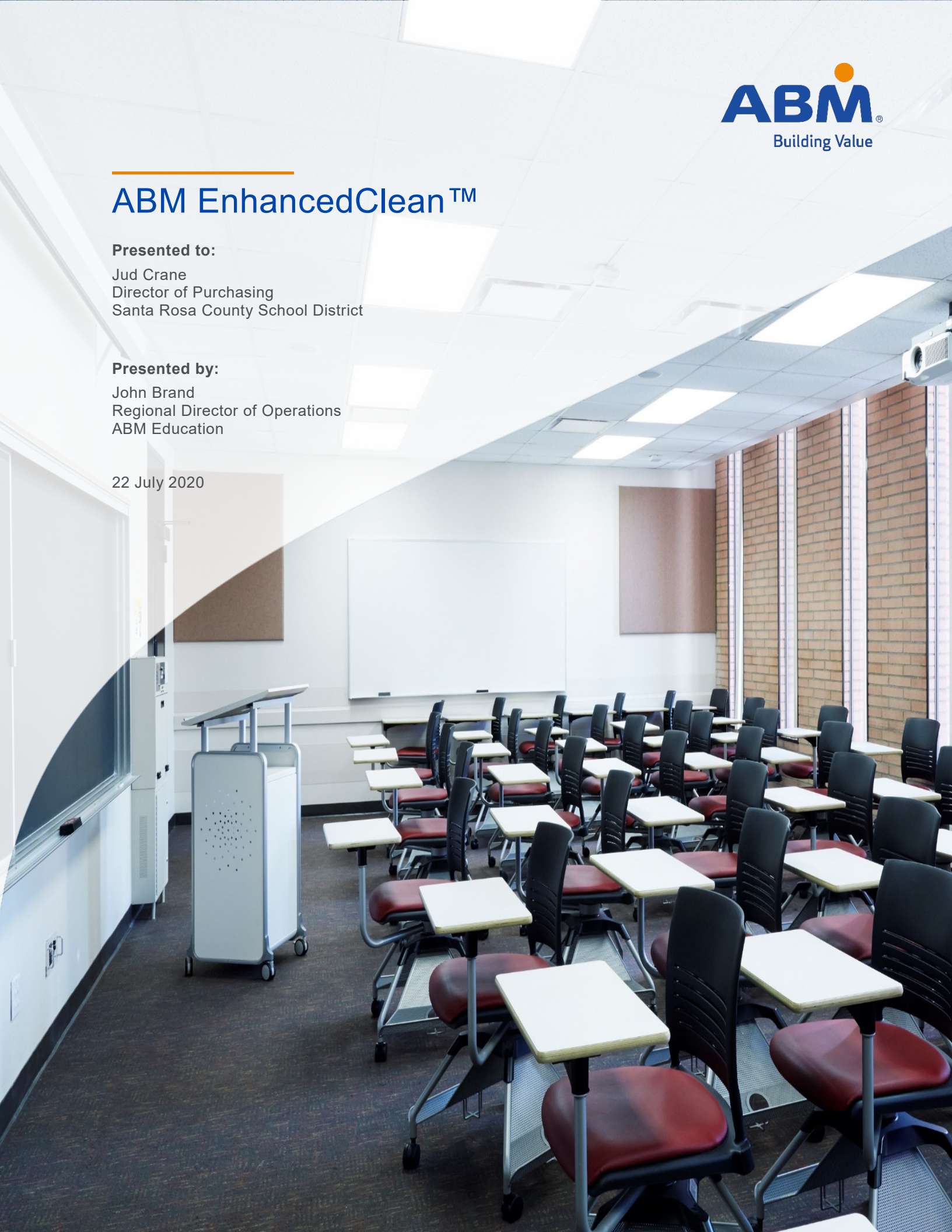
**Presented to:**

Jud Crane  
Director of Purchasing  
Santa Rosa County School District

**Presented by:**

John Brand  
Regional Director of Operations  
ABM Education

22 July 2020





**ABM Education**  
6544 Firehouse Rd BLD 3N  
Milton, Florida 32570  
850-530-1843  
John.Brand@abm.com

July 22, 2020

**Jud Crane**  
**Santa Rosa School District**  
**6544 Firehouse Rd**  
**Milton, FL 32570**

Dear Mr. Crane,

We understand providing peace of mind is vital as Santa Rosa County School District prepares to return to normal occupancy levels. There is a heightened sense of scrutiny for demonstrating that you are doing your part to provide clean, healthy, and safe environments. With our level of expertise in sanitation and disinfection, ABM will provide you with an enhanced cleaning program for your school.

We will meet and exceed your expectations with our trained specialists, certified processes, and U.S. Environmental Protection Agency (EPA) registered chemicals and disinfectants. ABM EnhancedClean™ aligns with the most current recommendations and guidelines on environmental cleaning published by the Centers for Disease Control (CDC), World Health Organization (WHO) and Occupational Safety and Health Administration (OSHA), and all services will be provided using proper personal protective equipment (PPE).

It is our understanding that your key objectives include:

- Repopulating your school safely and efficiently
- Increasing the level of cleanliness and maintaining student health
- Preventing the spread of pathogens

To accomplish these objectives and deliver results, ABM proposes to implement a three-step approach that includes:

- Facility reentering services, student, parent, teacher and administrator communication kits and reentry checklists
- An enhanced scope of services
- Deep disinfection services

Our entire organization stands behind this proposal and all the commitments made to Santa Rosa County School District. If there is any additional information I might provide, please don't hesitate to call or write. All of us at ABM are ready to put our solutions to work for you.

Sincerely,

**John Brand Regional**  
**Director of Operations**



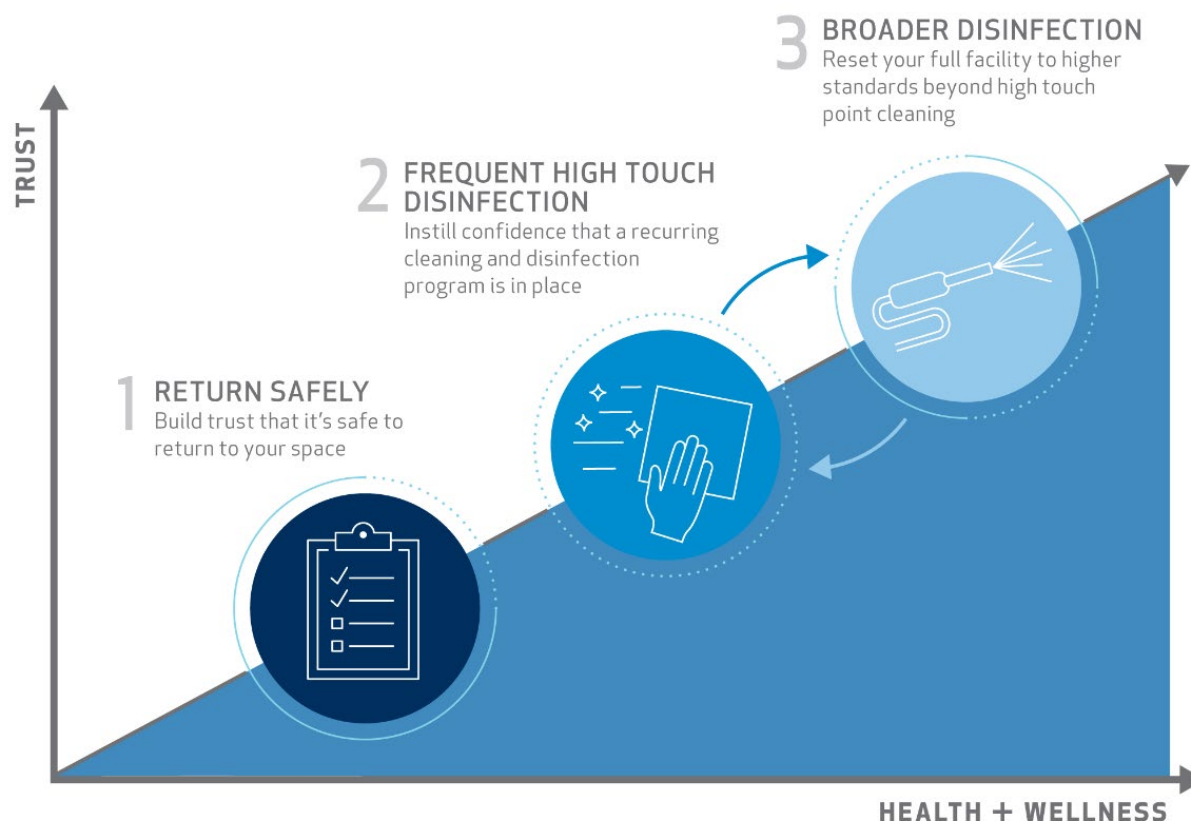
# ABM EnhancedClean™ Program

## Pathogen control for occupant and building wellness

### A holistic approach to creating healthier buildings for your school

ABM is uniquely positioned to help Santa Rosa County School District prevent the spread of pathogens through a three-step approach, backed by an expert-certified disinfection process and training program.

Beyond maintaining cleanliness, the ABM EnhancedClean program can help assure students, parents, teachers and administrators that you're doing your part to create healthier spaces—whether it's upon reentering comprehensively, disinfecting more frequently, or looking at the health of your school more holistically with advanced technologies.



## Determining the right approach at the right time

Every school is unique, but what all schools have in common is the ongoing need for preventative practices and regular disinfection to improve the health and wellness of the school and its students, parents, teachers and administrators. We can help you meet the evolving challenges of reentering and ongoing facility services, supplemented by broad disinfection technologies to cover every angle of building wellness.

	Suggested Frequency	Methods Employed	Team Members Deployed	Supplies and Equipment
<b>Step 1: Return Safely</b> Build trust that it's safe to return to your space.	Intervals based on reentry	<ul style="list-style-type: none"> <li>Pre-opening site assessment(s) using reentry checklists to inform return to work strategy</li> <li>Workforce protocols (i.e. PPE and social distancing procedures)</li> <li>Implement preventative products strategy</li> <li>One-time enhanced clean</li> </ul>	Certified disinfection specialists	<ul style="list-style-type: none"> <li>No touch fixtures, dispensers, and door openers</li> <li>Centralized trash receptacles</li> <li>Sensor technologies</li> <li>Hand-sanitizing stations (based on availability)</li> <li>Disinfecting wipes for occupants (based on availability)</li> <li>EPA-registered disinfectants qualified for use against SARS-CoV-2</li> </ul>
<b>Step 2: Frequent High Touch Disinfection</b> Instill confidence that a recurring cleaning and disinfection program is in place.	Intervals range from hourly to daily	<ul style="list-style-type: none"> <li>Site-specific SOW for each facility type based on occupancy levels</li> <li>Cleaning and disinfection of all high touch point areas in facility</li> </ul>	Certified disinfection specialists	<ul style="list-style-type: none"> <li>Occupant Communication Kits</li> <li>EPA-registered disinfectants qualified for use against SARS-CoV-2</li> <li>Proper PPE</li> <li>Microfiber program</li> </ul>
<b>Step 3: Broader Disinfection</b> Reset your full facility to higher standards beyond high touch point cleaning.	Intervals range from nightly to quarterly	<ul style="list-style-type: none"> <li>Large area disinfection</li> </ul>	Certified disinfection specialists	<ul style="list-style-type: none"> <li>Electrostatic sprayers</li> <li>Hospital grade EPA-registered disinfectants with faster kill time and broader pathogen spectrum if an outbreak has occurred in your facility</li> </ul> Continued product testing: <ul style="list-style-type: none"> <li>Testing and validation</li> <li>UV devices and UVC lighting</li> </ul>

# Statement of Work

We understand Santa Rosa County School District needs an enhanced level of service from the current custodial services we provide. As part of the EnhancedClean program, our certified operational and disinfection team members assessed your current scope and have made recommended additions below:

## List of high touch areas for increased frequency (additional contract scope)\*\*

### General

Elevator Areas  
Entrance Doors  
Reception  
Conference Rooms  
Public Phone Rooms  
Wellness Rooms  
Photocopy  
Offices/Workstation Areas  
Centralized Trash  
Dorm Lounges and Laundry Areas  
Shared Lounge Accessories

### Cafeteria

Servery  
Eating Areas: Tables, Chairs  
Cashier Areas  
Tray In/Out  
Trash and Recycling

### Classroom

Desktops

### Breakrooms/Cafe Areas

Appliance Hardware  
Vending Machine Touchpoints  
Eating Areas: Tables and Chairs

### Fitness and Workout Rooms

Medical and Fitness Equipment  
Reception  
Lavatories  
Locker Room Benches and Seating  
Pool/Sauna

### Lavatories

Door Hardware  
Counters  
Dispensers  
Toilet/Urinal Hardware

### Common Areas

Water Fountains  
Shared Locker Exteriors  
Elevator Buttons  
Escalator Railings  
Stair Railings

## List of approved EPA chemicals for use (additional contract scope)\*\*

Morning Mist  
Alpha HP  
Virex Plus  
Virex TB  
Virex II 256  
Crew NA

Oxivir 1 Cleaner and Wipes  
Oxivir TB Cleaner and Wipes  
Oxivir Five 16  
Oxivir 1RTU  
Other Equivalent Disinfectant Cleaner added at ABM's Discretion

## List of approved equipment/tools for sanitization and disinfection (additional contract scope)\*\*

Electrostatic Sprayers  
Microfiber (cloths, mops)  
Safety Glasses  
Gloves - Nitrile

Janitor Cart  
Disposable Disinfectant Wipes  
Hand Sanitizer  
Touchless Dispensers (water, soap, towels)

\*This one-time service is in addition to your existing contract. This will be customized based on the specific support needed for enhanced preparations.

---

**\*\***This is an ongoing additional service that is over and above your existing ABM contract and is being priced in this proposal. This EnhancedClean service requires additional resources, disinfectants, time, and equipment to support the certified disinfection process.

# Your EnhancedClean Program

We'll help reenter your facility safely and efficiently

Based on Santa Rosa County School District's assessment and updated specifications, discussions with you, and our disinfection expertise, we determined the best practices for you and infused them into an enhanced cleaning program designed to meet your service needs.

**Prepared for:** Santa Rosa School District

**Service:** ABM EnhancedClean

**Total Price:** \$686,863.67

See the attached document for pricing details.

	ABM EnhancedClean Program - Projected Cost	Detail	Annual Cost Total	Monthly Cost Total
Reentry	Reentry diagnostic		Included	Included
	New workforce protocols / Training of Disinfection Specialist			
	1x disinfection timed with reentry			
	Delivery and placement of Communication Tools			
Recurring	EnhancedClean Nightly Disinfection	19 FTEs	\$ 549,021.70	\$ 45,751.81
	Electrostatic Spraying Bldgs.	1 FTE	\$ 24,433.73	\$ 2,036.14
	<b>Labor Subtotal</b>		<b>\$ 573,455.43</b>	<b>\$ 47,787.95</b>
Equipment/Supplies	Hand Sanitizer Stations	Qty 270 @ \$57.14/ea	\$ 15,428.57	\$ 1,285.71
	Hand Sanitizer Refills		\$ 46,285.71	\$ 3,857.14
	Additional Electrostatic Spray Equip	Qty 6 @ \$4,571.43/ea	\$ 27,428.57	\$ 2,285.71
	Manual Disinfectant Usage & Cost		\$ 20,789.73	\$ 1,732.48
	Electrostatic Disinfectant Usage & Cost		\$ 3,475.65	\$ 289.64
	Spray Bottles		Included	Included
	<b>Supply Subtotal</b>		<b>\$ 113,408.24</b>	<b>\$ 9,450.69</b>
	<b>Total EnhancedClean Program Cost</b>		<b>\$ 686,863.67</b>	<b>\$ 57,238.64</b>



# EnhancedClean Services Addendum

This EnhancedClean Services Addendum (the "Addendum") is entered 30 July 2020 and pertains to that certain already existing Custodial Services (the "Agreement"), between ABM Industry Groups, LLC, ("ABM") and Santa Rosa School District ("Client"), dated 1 July 2013. The Agreement remains in full force and effect. ABM and Client agree that the Services performed under this Addendum shall be governed by the terms and conditions of the Agreement, except as set forth in this Addendum. In case of a conflict between the terms of this Addendum and the terms of the Agreement, the terms of this Addendum shall govern.

1. **Services.** ABM will provide EnhancedClean™ Services to Client or its agent at the following location(s): Santa Rosa School District, according to the Statement of Work. ABM and Client agree that the EnhancedClean Services are designed to create a visually clean environment and reduce but not eliminate the risks of spreading infectious disease and viruses. All property, including all equipment, furnished by ABM to perform the Services under this Addendum shall remain its property. Upon the termination of this Addendum, ABM shall have a reasonable time to remove its property from Client's premises.

2. **Term.** ABM will begin providing the EnhancedClean Services as of: 08/17/2020 and unless specified otherwise on the SOW, this Addendum shall remain in effect until the Underlying Contract is terminated for any reason or until this Addendum is terminated by either party for any reason, and without penalty, upon providing the other party thirty (30) days' advance written notice.

3. **Price.** Client agrees to pay ABM [monthly OR pursuant to the payment terms set forth in the Agreement] for the EnhancedClean Services in accordance with the schedule(s) attached. If Client requires issuance of a Purchase Order Number ("PO") in order for ABM to submit an invoice, Client shall provide ABM with a PO promptly upon execution of this Agreement and shall provide ABM thirty (30) days written notice in advance of any change or update to an existing PO. Any PO issued by Client shall note the location(s) listed above and all new, updated and PO renewals must be sent to PO\_Update@abm.com and the local ABM point of contact. The price is based upon the service area and frequency of services in the attached Scope of Work and current pricing for supplies and equipment needed to perform the EnhancedClean Services. If there is any change in any of these, Client and ABM agree to negotiate a reasonable price adjustment.

4. **Adjustments for Wages and Fringe Benefits.** The attached price schedule is based on present wages and fringe benefits. If wages or fringe benefits increase above those in effect on the date of this Addendum, Client agrees to a proportionate increase in the price. ABM agrees to supply Santa Rosa School District with a monthly accountability of all work hours stipulated in the proposal.

5. **Limitation of Liability.** 1. There is no guarantee that the EnhancedClean Services or any cleaning services will completely eliminate the risks of spreading infectious diseases and viruses and Client agrees that ABM cannot be held responsible or liable for the presence of viruses or other pathogens. Therefore, ABM and Client agree that ABM shall have no obligation to defend Client against any claim arising out of, alleging, or resulting from exposure to communicable disease or pathogens causing any such disease (each, an "Exposure Claim"). Further, ABM's indemnity obligation in connection with an Exposure Claim will be limited to loss or damage found by a court of competent jurisdiction to have been caused by the negligence or willful misconduct of ABM and in no event will ABM's indemnity obligations in connection with an Exposure Claim exceed \$1,000,000. The foregoing shall include, without limitation, all defense costs, settlements, and verdicts. This indemnification provision replaces and supersedes any other indemnification provision in the Agreement only in connection with any Exposure Claims and

any losses related thereto. Except as may be owed to a third party under a party's indemnification obligations, neither ABM nor Client, or their respective owners, officers, directors, employees, agents or affiliates, shall be liable one to the other whether under contract, statute, tort (including negligence) or otherwise, for any indirect, exemplary, unforeseeable, loss of profits, loss of use, punitive or consequential, incidental, or special damages, even if that party is notified in advance of such possibility, regardless of the form of the claim or action. The limitations contained herein shall only apply to an action brought solely against the Customer. The limitations contained herein shall apply to any action brought against the Customer or any action that includes the Customer and ABM as co-defendants. In any action that includes ABM as a defendant, whether solely or as a co-defendant with Customer, ABM shall provide their own defense and be responsible for any judgment entered against them.

**6. Warranty.** The EnhancedClean Services are provided as is, where is, and for commercial use only without any representation or warranty of effectiveness or success. There are no other warranties or conditions, express or implied, including without limitation those of merchantability, satisfactory quality, or fitness for a particular purpose. ABM expressly disclaims any representations or warranties that Client's use of the EnhancedClean Services will satisfy any statutory or regulatory obligations, or will assist with, guarantee or otherwise insure compliance with any applicable laws or regulations. Client assumes all responsibility for determining whether the Services are sufficient for Client's purposes.

**7. General Provisions.** This Addendum and the Agreement shall be interpreted so that all of the provisions in such documents are given as full effect as possible. If any term of this Addendum is to any extent illegal, otherwise invalid, or incapable of being enforced, such term shall be excluded to the extent of such invalidity or unenforceability; all other terms hereof shall remain in full force and effect; and to the extent permitted and possible, the invalid or unenforceable term shall be deemed replaced by a term that is valid and enforceable and that comes closest to expressing the intention of such invalid or unenforceable term. If there is a conflict between this Addendum and the rest of the Agreement, this Addendum shall take precedence. This Addendum may be executed in one or more counterparts, each of which shall be deemed to be an original and all of which shall constitute the same instrument. Unless changed, amended, and/or replaced by the terms and conditions of this Addendum, all other terms, conditions and exhibits of the Agreement, as amended, shall remain unchanged and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum as of the date first written above.

<div style="border-bottom: 1px solid black; margin-bottom: 10px;">Santa Rosa School District</div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;"><b>Signature</b></div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;"><b>Name</b></div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div>	<div style="border-bottom: 1px solid black; margin-bottom: 10px;">ABM Industry Groups, LLC</div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;">&lt;INSERT ELECTRONIC SIGNATURE&gt;</div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;"><b>Signature</b></div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;">Ryan Brock</div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;"><b>Name</b></div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div> <div style="text-align: center;">Regional Vice President</div> <div style="border-bottom: 1px solid black; margin-bottom: 10px;"></div>
--	---

---

**Title**

---

**Title**

1 This Addendum shall not be used for performance of any ABM services unless an Agreement has been executed by ABM and Client.

# What to Expect from ABM

EnhancedClean is a full scope program (not an add-on) that creates a healthier and safer school environment, so Santa Rosa School District can reenter and stay open. We focus on these core areas to deliver the best service possible:

## Program Certification

Standard Operating Procedures are certified by ABM's Advisory council and align with the most current recommendations and guidelines on environmental cleaning published by the Centers for Disease Control (CDC), World Health Organization (WHO) and Occupational Safety and Health Administration (OSHA), and all services will be provided using proper personal protective equipment (PPE).

## Expert Advisory Council

A team of both internal and external expert advisors to build, vet, and legitimize the certified program – includes Infection Prevention Specialists, Industrial Hygienists, Epidemiologists, and others.

## Team Member Training

New and existing Team Members are trained and certified in disinfection. Training is ongoing as new equipment, chemicals, and program elements are introduced to the industry.

## Specialized Equipment

We use electrostatic sprayers (and other equipment), which was not common for daily disinfection pre-COVID.

## Hospital Grade Disinfectants

We have access to purchase high-volumes of EPA registered disinfectant chemicals – most commercial cleaning programs use general purpose cleaners.

## Innovative Technology including Evidence Based Testing

We have a team that is continually researching new equipment, products, and solutions to further differentiate our offering and promote health and wellness in your school.

