



Office of the Mayor-President
Purchasing Division

City of Baton Rouge
Parish of East Baton Rouge
222 St. Louis Street, 8th Floor
P.O. Box 1471
Baton Rouge, Louisiana 70821

225/389-4259 FAX 225/389-4841
purchasinginfo@brgov.com

Philip Gore
Interim Director of Purchasing

ADDENDUM NO. 1 ISSUED APRIL 8, 2025
RFP 2025-03-0910
Floor Care for the Baton Rouge Metropolitan Airport

Your reference is directed to the above-referenced RFP scheduled to open on April 15, 2025 at 2:00 PM CST

This addendum is being issued to respond to questions received during the Inquiry Period as follows:

Q1 Could you kindly confirm the maximum number of points allowed in the RFP grading criteria? Understanding this will help ensure we align our submission accordingly.

R1

The Technical criteria as detailed in Section 2.6.2 will be evaluated.

Points

1. Company's experience, qualifications, and resource capability for required services 0-30
2. Reference and client list 0-15
3. Management and operations plan. 0-30
4. SEDB Plan and Implementation. 0-10
5. Cost to Airport. 0-15

Grand Total for Written Proposal 100

Q2 Can we please get the sign-in list of companies that attended the pre-bid conference so that we may connect with potential MBE partners?

R2 See Attachment.

Q3 Who is currently performing the floorwork contract?

R3 The current vendor is Enmon Services (Jani King).

Q4 Who is providing the wax and stripper for periodic floorcare? The vendor or the airport?

R4 Vendor

Addendum No. 1 issued 4.8.25

- Q5 Who is providing the everyday chemicals for the nightly floorcare scope? The vendor or the airport?
- R5 Vendor
- Q6 During the periodic floorcare events as outlined in the RFP, would the additional labor required need to be badged or would the vendor be able to have a few badged escorts to manage that?
- R6 All persons performing work at BTR Airport are required to possess a current SIDA badge.
- Q7 The RFP mentions 5 x per week scope of work for regular floorcare but it was verbally said on the site walk that would be changed to 7 days per week. Please clarify.
- R7 The number of nights required CAN change, but currently is FIVE. No plans to change currently.
- Q8 For the one redacted copy, may we submit it electronically in the USB?
- R8 No.
- Q9 The RFP states an MBE/SBE/WBE participation goal of 25% on page 23. Could you please clarify?
- i) Is the 25% participation goal mandatory?
- ii) Are additional points awarded for meeting or exceeding this goal?
- R9 No.
- Q10 Where can we find a list of SEDBE partners?
- R10 See Attachment.
- Q11 Would the City-Parish consider exempting the cover page, TOC, and pricing sheet from the page limitation?
- R11 Yes.
- Q12 What is the current total value of the contract?
- R12 \$126,367.34
- Q13 Is employee parking free of charge at the airport?
- R13 No, there is a charge for employee parking passes.
- Q14 What is the name of the finishing product that the customer recommends the vendor use to refinish the Terrazzo floor?
- R14 See "STRIP/WAX BARE FLOORS" section on page 30 of the RFP.

- Q15 How many floors tech is current providing floor maintenance and carpet vacuuming daily at the Airport?
- R15 This varies by vendor due to their staffing needs.
- Q16 How many full time equivalent employees are currently on staff?
- R16 The Airport does not track this information.
- Q17 Could you provide current wage rates or bill rates?
- R17 Question is too vague to answer.
- Q18 Could you provide a sample invoice from the current contractor to the Airport?
- R18 Yes, attached.
- Q19 Could you provide current monthly or annual billing?
- R19 Sample invoice provided from last question
- Q20 Will there be a dedicated office space available?
- R20 No, office space is provided under this agreement.
- Q21 Who is the incumbent?
- R21 See answer R3.
- Q22 What is the current contract value?
- R22 Current value is approximately \$126,367.34
- Q23 If we are a certified MBE/SBE/DBE company w/ NMSDC, will this satisfy the 25% requirement?
- R23 No, your company must be SEDBE certified with the City of Baton Rouge, Parish of East Baton Rouge.
- Q24 What will be the pricing adjustment process when the SOW is adjusted from 5X Week to 7XWeek floor care?
- R24 If more nights are added the additional work would be adjusted as per the "nightly rate" in the agreement.
- Q25 Who covers badging costs? Is it an annual-renewal requirement?
- R25 The vendor is responsible for all badging costs. The renewal is annual for each badge.

- Q26 What is the average badging turnaround time?
- R26 Two weeks for new applications.
- Q27 What are the Airport's current policies surrounding escorting privileges?
- R27 This is covered with the vendor once the contract has been awarded.
- Q28 Is there a living wage requirement?
- R28 Vendors must follow federal and state minimum wage laws
- Q30 What is the current machinery inventory held by the incumbent vendor?
- R30 See equipment listing in the RFP.
- Q31 Does this include the equipment listed on page 33 under equipment?
- R31 Yes.
- Q32 What are the areas of improvement you would like to see with a new vendor?
- R32 The Airport expects any vendor to adhere to all terms of the contract. (Current vendor is completing this).
- Q33 Are there any areas of concerns or services that the current contractor is unable to provide or service to the stated/desired contract level?
- R33 No.
- Q34 Please clarify what you're looking for on Appendix B-1 Pricing schedule.
- R34 If applicable to your company this sheet provides a template for you to address any extra one time or licensing cost you may incur. It is not mandatory.
- Q35 Can you provide the bid tabulation from the previous bid for this project?
- R35 See Attachment.
- Q36 What is the current staff utilization?
- R36 Unknown, the Airport does not dictate this.
- Q37 Please confirm if the terrazzo is being stripped to the bare-bone and re-waxed in a 2 week time-span
- R37 During the first strip and wax process, the Airport allows for two weeks to complete.

- Q37 Can the triannual carpet care and tile floor care be completed preceding or following the completion of the terrazzo strip & wax project? Or is it expected to be done concurrently?
- R37 The dates for each of these are set under the proposal, as such they are done concurrently.
- Q38 Is there a minimum wage requirement?
- R38 Vendors must follow federal and state minimum wage laws
- Q39 Please confirm that there is no bond.
- R39 There is no bond.
- Q40 What are the parking fees for company vehicles
- R40 Employee lot is currently under \$40 per vehicle.

The following revisions are being made to the RFP as follows:

REFER to Page 31 **CONTRACTOR REFERENCES**: Item 5 as written.

REVISE Page 31, Item 5 to read List of services performed at each facility. Documentation of references **must** be submitted with proposal. Failure to comply with this requirement will effect your scoring with the Evaluation Review Committee in a negative manner. **References will be checked.**

REFER to Page 57 **CONTRACT MANAGER**:currently Dave Gordon dgordon@brja.gov.

REVISE Page 57 **CONTRACT MANAGER**.....currently Dave Gordon dgordon@tlybt.com.

REFER to Page 95, Item 28. **Termination for Cause or Convenience**: Suspension ,second paragraph as written

REVISE to Page 95, Item 28 Termination for Cause or Convenience: Suspension CITY-PARISH may terminate the AGREEMENT at its convenience at any time for any or no reason by giving thirty (30) days written notice to the Service Provider.

Attachments – Sign In Sheets from Mandatory Pre-Proposal Meeting and Job Site Visit.

Invoice

SEDBE Certified Listing

Bid Tabulation

The addendum is hereby officially made part of the referenced solicitation and should be attached to the bidder's bid or otherwise acknowledged therein.

If you have already submitted your bid and this addendum causes you to revise your original bid, please indicate changes herein and return to Purchasing prior to the Bid Opening in an envelope marked with the file number, bid opening date and time. If this addendum does not cause you to revise your bid, please acknowledge receipt of the addendum by signing your name and company below and returning it in accordance with the provisions above.

Signature

Date

Company

SIGN IN SHEET FOR MANDATORY PRE-BID CONFERENCE

RFP Solicitation No. 2025-03-0910 - Floor Care for the Baton Rouge Metropolitan Airport

Date: March 25, 2025 Start Time: 9:00 AM End Time: _____

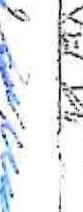
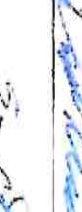
REPRESENTATIVE NAME
(Please Print Clearly)

Company Name
(Please Print Clearly)

Phone Number
(Please Print Clearly)

Email Address
(Please Print Clearly)

REPRESENTATIVE NAME
(Signature)

1	Andrew Styles	SMS	337-416-2079	ash@htr@smsclean.com	
2	David DeFoe	Stratus Building Solutions	504-442-6051	dd@stratusclean.com	
3	Terri Ann Carter	Stratus Building Solutions	225-993-9199	terri@stratusclean.com	
4	JEKIE STRAHAN	CLEANFORCE LLC	504-200-4940	info@cleanforcellc.com	
5	David Boudreaux	BTR Airport	225-355-0335	db@btr.com	
6	Eric Burke	UAEAA LLC	504-473-7009	Eric.Burke@uaeaa.com	
7	Malini Medora	MEDORA RE	225-588-0847	medora@medorare.com	
8	Bi Foreman	Phishing	225-339-3251	bi@phishing.com	
9	Nelson Babin	Nelson Babin Company	225-787-2771	nab@nbc.com	

SIGN IN SHEET FOR MANDATORY PRE-BID CONFERENCE

RFP Solicitation No. 2025-03-0910 -- Floor Care for the Baton Rouge Metropolitan Airport

Date: March 25, 2025 Start Time: 9:00 AM End Time: _____REPRESENTATIVE NAME
(Please Print Clearly)Company Name
(Please Print Clearly)Phone Number
(Please Print Clearly)Email Address
(Please Print Clearly)REPRESENTATIVE NAME
(Signature)1 James J. MagallonOK Services Inc225-644-0549okservicesinc@okservicesinc.comJames J. Magallon2 Trevor ShipesAmerica Facility Services770-379-3301tshipes@amfacil.ly.comTrevor Shipes3 Bob WetherellFlagship832-771-2096bwetherell@flagshipinc.comBob Wetherell4 Garrett MoushCleaning Robotics LLC504-408-5432garrett@cleaningrobotics.comGarrett Moush5 Scott SandersEnviron Technologies LLC225-337-5711ssanders@envirotech.comScott Sanders

6 _____

7 _____

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SIGN IN SHEET FOR MANDATORY PRE-BID CONFERENCE

RFP Solicitation No. 2025-03-0910 - Floor Care for the Baton Rouge Metropolitan Airport

Date: March 25, 2025 Start Time: 9:00 AM End Time: _____

REPRESENTATIVE NAME
(Please Print Clearly)

Company Name
(Please Print Clearly)

Phone Number
(Please Print Clearly)

Email Address
(Please Print Clearly)

REPRESENTATIVE NAME
(Signature)

1 Jose Beltran

UCBM

932.808.3635

3000 Ave. C. Baton Rouge, LA 70801



2 Kenyatta James

ONE Industrial Inc.

225.443.0159

oneindustrial.com



3 Walter Edwards

Service of ERM/CMMS

225.224.6666

1010 Service of ERM/CMMS



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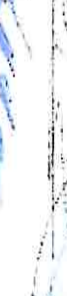
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SIGN IN SHEET for MANDATORY JOB SITE VISIT

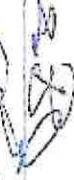
RFP Solicitation No. 2025-03-0910 - Floor Care for the Baton Rouge Metropolitan Airport
Date: March 25, 2025 Start Time: 9:00 AM End Time: 4:45 PM

REPRESENTATIVE NAME (Please Print Clearly)	Company Name (Please Print Clearly)	Phone Number (Please Print Clearly)	Email Address (Please Print Clearly)	REPRESENTATIVE NAME (Signature)
10 <u>Matthew Elwick</u>	<u>Servpro of LA</u>	<u>225-224-6661</u>	<u>Mat@servproofla.com</u>	
11 <u>Conyetta Jones</u>	<u>OK Services Inc.</u>	<u>225-663-0854</u>	<u>conyetta@servicescompany.com</u>	
12 <u>Andrew Sifton</u>	<u>ES</u>	<u>337-416-2038</u>	<u>ashill@es.com</u>	
14 <u>Eric Burks</u>	<u>4M ERM LLC</u>	<u>504-473-7003</u>	<u>Eric.Burks@4MERM.com</u>	
15 <u>Cory Leberich</u>	<u>Flexip</u>	<u>800-771-2094</u>	<u>leberich@flexip.com</u>	
16 <u>Michael Miller</u>	<u>Metrolife</u>	<u>225-538-0877</u>	<u>miller@metrolife.com</u>	
17 <u>David Gordon</u>	<u>BTK Airport</u>	<u>225-363-0935</u>	<u>david@btkairport.com</u>	
18 _____	_____	_____	_____	_____
19 _____	_____	_____	_____	_____
20 _____	_____	_____	_____	_____

SIGN IN SHEET for MANDATORY JOB SITE VISIT

RFP Solicitation No. 2025-03-0910 - Floor Care for the Baton Rouge Metropolitan Airport

Date: March 25, 2025 Start Time: 9:00 AMEnd Time: 4:45 PM

REPRESENTATIVE NAME (Please Print Clearly)	Company Name (Please Print Clearly)	Phone Number (Please Print Clearly)	Email Address (Please Print Clearly)	REPRESENTATIVE NAME (Signature)
10 Garrett Monti	Cleaning Robotics LLC	504 908 5432	garrett@cleaningrobotics.com	
11 Nelson Rubner	Nelson B. Refranching	225-877-3974	nelson@nelsonrefranching.com	
13 Scott Sanders	Enron Corporation LLC P.O. Box 111111, Baton Rouge, LA 70803	225-337-5711	sanders@enron.com	
14				
15				
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17				
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20				

RFP Solicitation No. 2025-03-0910 – Floor Care for the Baton Rouge Metropolitan Airport

End Time: 9:45 AM.

REPRESENTATIVE NAME
(Signature)

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SIGN IN SHEET for MANDATORY JOB SITE VISIT

RFP Solicitation No. 2025-03-0910 -- Floor Care for the Baton Rouge Metropolitan Airport

Date: March 25, 2025 Start Time: 9:00 AM

End Time: 4:24 PM

REPRESENTATIVE NAME
(Please Print Clearly)

Company Name
(Please Print Clearly)

Phone Number
(Please Print
Clearly)

Email Address
(Please Print Clearly)

REPRESENTATIVE NAME
(Signature)

10 Fever Signs

American Family Services 770-339-3501

tsingling.com

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11 Dec 1961

UCBM

214 420-03-11 Kelly SOD Director Criminal Justice Center

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2025-03-09 10:00 AM

SIGN IN SHEET for MANDATORY JOB SITE VISIT

RFP Solicitation No. 2025-03-0910 - Floor Care for the Baton Rouge Metropolitan Airport

Date: March 25, 2025 Start Time: 9:00 AM End Time: 4:00 PM

	REPRESENTATIVE NAME (Please Print Clearly)	Company Name (Please Print Clearly)	Phone Number (Please Print Clearly)	Email Address (Please Print Clearly)	REPRESENTATIVE NAME (Signature)
10	PICKLE STRAHAN	CLEAN FORCE LLC	504-200-9990	info@cleanforce.com	<i>David Strahan</i>
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					



Remit To: JANI-KING OF BATON ROUGE
122 W. PINE STREET
PONCHATOULA, LA 70454-3309
(985) 370-7700

Invoice	
Date	Number
2/2/2025	BAT02250348
Due Date	Cust #
2/28/2025	572140
Amount Remitted:	\$6,820.00

Sold To:
GREATER BATON ROUGE METRO
AIRPORT - TERMINAL BUILDING
ATTN: CARY MORGAN
9430 JACKIE COCHERN DR.
BATON ROUGE, LA 70807

For:
GREATER BATON ROUGE METRO
AIRPORT - TERMINAL BUILDING
9430 JACKIE COCHERN DR.
BATON ROUGE, LA 70807

Make All Checks Payable to: JANI-KING OF BATON ROUGE
RETURN THIS PORTION WITH YOUR PAYMENT

JANI-KING OF BATON ROUGE
Commercial Cleaning Services
(985) 370-7700

Sold To:
GREATER BATON ROUGE METRO
AIRPORT - TERMINAL BUILDING
ATTN: CARY MORGAN
9430 JACKIE COCHERN DR.
BATON ROUGE, LA 70807

For:
GREATER BATON ROUGE METRO
AIRPORT - TERMINAL BUILDING
9430 JACKIE COCHERN DR.
BATON ROUGE, LA 70807

Statement #	Date	Cust No	Slsmn No	Franchisee	PO Number	Due Date
BAT02250348	2/2/2025	572140	SCOTT SANDERS	CURSO ENTERPRISE BR572	800004390	2/28/2025
Quantity	Description				Unit Price	Ext Price
	MONTHLY CONTRACT BILLING AMOUNT FOR FEBRUARY					
1	NIGHTLY TERRAZZO FLOOR CARE				\$2,182.60	\$2,182.60
1	NIGHTLY TILE CARE - CONCOURSE				\$805.00	\$805.00
1	NIGHTLY CARPET CARE				\$3,832.40	\$3,832.40
Contract # 800004390						
VENDOR # 906						
Make All Checks Payable To:						
JANI-KING OF BATON ROUGE						
					Amount of Sale	\$6,820.00
					Sales Tax	\$0.00
					Total	\$6,820.00

RESULTS OF VIBRATIONS

Cultivating

11/12/2022

Category:

Agency:

ADDENDUM

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3.2 Limites par year

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