



# CleanStreet

Cleaning Your Environment



## STREET SWEEPING SERVICES

EXCLUSIVELY FOR

### CITY OF COSTA MESA

DECEMBER 5, 2014

1937 W. 169<sup>th</sup> Street  
Gardena, CA 90247  
(800) 225-7316 x108



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**CleanStreet**  
Cleaning Your Environment

December 2, 2014

City of Costa Mesa  
77 Fair Drive  
Costa Mesa, CA 92628

Dear Ladies and Gentlemen,

Enclosed is our proposal for providing high quality street sweeping services for the City of Costa Mesa.

Our proposal contemplates complete compliance with all terms and conditions set forth in your request for proposals. Our pricing will be guaranteed for 180 days. We will not utilize subcontractors.

We serve more than 50 cities in southern California. We are committed to providing high quality street sweeping and high quality customer service.

We understand that the City of Costa Mesa is seeking a problem free service provider. We are confident that we will be able to perform this contract perfectly without any exceptions or problems.

CleanStreet is dedicated to customer satisfaction. We enjoy a tremendous reputation for delivering dependable, high quality street sweeping services.

This contract will be managed directly out of our headquarters facility located at 1937 West 169<sup>th</sup> Street, Gardena, California 90247.

Thank you for this opportunity. I hope we can be of service to your City.

Sincerely,  
CLEANSTREET

*Rick Anderson*  
Secretary/Director of Business Development



**REQUEST FOR PROPOSAL**

**RFP No. 15-010 Street Sweeping Services**

**VENDOR APPLICATION FORM**

TYPE OF APPLICANT:  NEW  CURRENT VENDOR

Legal Contractual Name of Corporation: CleanStreet

Contact Person for Agreement: Rick Anderson

Corporate Mailing Address: 1937 W. 169th Street

City, State and Zip Code: Gardena, CA 90247

E-Mail Address: randerson@cleanstreet.com

Phone: (800) 225-7316 x108 Fax: (310) 538-8015

Contact Person for Proposals: Rick Anderson

Title: Secretary E-Mail Address: randerson@cleanstreet.com

Business Telephone: (800) 225-7316 x108 Business Fax: (310) 538-8015

Is your business: (check one)

NON PROFIT CORPORATION  FOR PROFIT CORPORATION

Is your business: (check one)

- |   |  |
|---|--|
| <input checked="" type="checkbox"/> CORPORATION | <input type="checkbox"/> LIMITED LIABILITY PARTNERSHIP |
| <input type="checkbox"/> INDIVIDUAL             | <input type="checkbox"/> SOLE PROPRIETORSHIP           |
| <input type="checkbox"/> PARTNERSHIP            | <input type="checkbox"/> UNINCORPORATED ASSOCIATION    |

**Names & Titles of Corporate Board Members**

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
<u>Jere Costello</u>	<u>President</u>	<u>(800) 225-7316 x103</u>
<u>Rick Anderson</u>	<u>Secretary</u>	<u>(800) 225-7316 x108</u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>

Federal Tax Identification Number: 95-4147708

City of Costa Mesa Business License Number: None

(If none, you must obtain a Costa Mesa Business License upon award of contract.)

City of Costa Mesa Business License Expiration Date: N/A

The Proposer agrees that the City will not be held responsible if any of the approximate quantities shown in the foregoing proposal shall be found incorrect, and he shall not make any claim for damages or for loss of profits because of a difference between the quantities of the various classes of work as estimated and the work actually done. If any error, omission or misstatements shall be discovered in the estimated quantities, it shall not invalidate this contract or release the Proposer from the execution and completion of the whole or part of the work herein specified, in accordance with the specifications and the plans herein mentioned and the prices herein agreed upon and fixed therefore; or excuse him from any of the obligations or liabilities hereunder, or entitle him to any damages or compensation otherwise than as provided for in this contract.

The Proposer agrees that the City shall have the right to increase or decrease the quantity of any item or portion of the work or to omit portions of the work as may be deemed necessary or expedient, and that the payment for incidental items or work, not separately provided in the proposal shall be considered included in the price bid for other various items or work.

RA  
Proposer's Initials

If the proposal is by a corporation, state the names of the officers who can sign an agreement on behalf of the corporation and whether more than one officer must sign.

Corporation

Taxpayer I.D. Number: 95-4147708

	Can Sign	Must Sign
Name <u>Jere Costello</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Name <u>Rick Anderson</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Name _____	<input type="checkbox"/>	<input type="checkbox"/>

If the proposal is by a partnership or a joint venture, state the names and addresses of all general partners and joint ventures.

Partnership or Joint Ventures

Taxpayer I.D. Number: \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

If the Proposer is a sole proprietorship or another entity that does business under a fictitious name, the Proposer shall be in the real name of the Proposer with a designation following showing "DBA (the fictitious name)"; provided, however, no fictitious name shall be used unless there is a current registration with the Orange County Recorder.

The full names and residences of all persons and parties interested in the foregoing proposal, as principals, are as follows:

NOTE: Give first and last names in full; in case of corporation, give names of President, Secretary, Treasurer and Manager, and affix corporate seal; in case of partnerships and joint ventures, give names of all the individual members.

Jere Costello, President

1937 W. 169th Street, Gardena, CA 90247

Rick Anderson, Secretary

1937 W. 169th Street, Gardena, CA 90247

RA  
Proposer's Initials

Proposer shall signify receipt of all Addenda here, if any:

<u>Addendum No.</u>	<u>Date Received</u>	<u>Proposer's Signature</u>
<u>1</u>	<u>11/17/14</u>	<u>R. Anderson</u>
<u>2</u>	<u>11/18/14</u>	<u>R. Anderson</u>
<u>3</u>	<u>12/4/14</u>	<u>R. Anderson</u>

## DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes \_\_\_\_\_ No X

If the answer is yes, explain the circumstances in the following space.



**REQUEST FOR PROPOSAL**

**FOR**

**STREET SWEEPING SERVICES**  
**RFP No. 15-010**  
*(Schedule of Events Revised)*



**Public Services Department**  
**CITY OF COSTA MESA**

**Released on November 13, 2014**

**The referenced document has been modified as per the attached Amendment No. 1**

**Please sign this Amendment where designated and return the executed copy with submission of your proposal. This amendment is hereby made part of the referenced proposal as through fully set forth therein. Any questions regarding this amendment should be addressed to Stephanie Urueta, email [stephanie.urueta@costamesaca.gov](mailto:stephanie.urueta@costamesaca.gov)**

## 2. SCHEDULE OF EVENTS

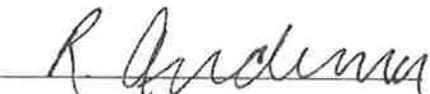
This request for proposal will be governed by the following schedule:

Release of RFP	November 13, 2014
Mandatory Pre-Proposal Conference	November 20, 2014 at 11:00 a.m.
Deadline for Written Questions	November 24, 2014 @ Noon
Responses to Questions Posted on Web	November 26, 2014
Proposals are Due	December 4, 2014 @ 10:00 am
Interview (if held)	Week of December 22, 2014
Approval of Contract (Tentative)	TBD

All dates are subject to change at the discretion of the City

*All other provisions of the invitation of this proposal shall remain in their entirety.*

*Vendors hereby acknowledge receipt and understanding of the above Amendment. Complete and submit this Amendment with your proposal.*

  
Signature

December 2, 2014  
Date

Rick Anderson, Secretary

Print Name & Title

1937 W. 169th Street  
Gardena, CA 90247  
Address

CleanStreet  
Company Name

800.225.7316 x108  
Phone Number



**REQUEST FOR PROPOSAL**

**FOR**

**STREET SWEEPING SERVICES**  
**RFP No. 15-010**  
*(Section 2 SCHEDULE OF EVENTS - Pre-Proposal Meeting Location Changed)*



**Public Services Department**  
**CITY OF COSTA MESA**

**Released on November 13, 2014**

**The referenced document has been modified as per the attached Amendment No. 2**

**Please sign this Amendment where designated and return the executed copy with submission of your proposal. This amendment is hereby made part of the referenced proposal as through fully set forth therein. Any questions regarding this amendment should be addressed to Stephanie Urueta, email [stephanie.urueta@costamesaca.gov](mailto:stephanie.urueta@costamesaca.gov)**

**2. SCHEDULE OF EVENTS**

This request for proposal will be governed by the following schedule:

Release of RFP	<b>November 13, 2014</b>
Mandatory Pre-Proposal Conference	<b>November 20, 2014 at 11:00 a.m.</b>
Deadline for Written Questions	<b>November 24, 2014 @ Noon</b>
Responses to Questions Posted on Web	<b>November 26, 2014</b>
Proposals are Due	<b>December 4, 2014 @ 10:00 am</b>
Interview (if held)	<b>Week of December 22, 2014</b>
Approval of Contract (Tentative)	TBD

All dates are subject to change at the discretion of the City

**Pre-Proposal Conference:** A **MANDATORY pre-proposal conference** will be held on **Thursday, November 20, 2014 at 11:00 a.m.** in Conference Room 4A on the fourth floor at City Hall, 77 Fair Drive, Costa Mesa, CA 92626. A pre-proposal conference is held to allow for questions and clarifications concerning the City's RFP process and subsequent contract award. In order to provide comprehensive answers and minimize response time, proposer(s) will be asked to submit questions in writing prior to the meeting. Questions can be e-mailed to [stephanie.urueta@costamesaca.gov](mailto:stephanie.urueta@costamesaca.gov).

*All other provisions of the invitation of this proposal shall remain in their entirety.*

*Vendors hereby acknowledge receipt and understanding of the above Amendment. Complete and submit this Amendment with your proposal.*



Signature

December 2, 2014

Date

Rick Anderson, Secretary

Print Name & Title

1937 W. 169th Street  
Gardena, CA 90247

Address

CleanStreet

Company Name

800.225.7316 x108

Phone Number



**REQUEST FOR PROPOSAL**

**FOR**

**STREET SWEEPING SERVICES**  
**RFP No. 15-010**  
*(Question & Answer Revision & Schedule of Events)*



**Public Services Department**  
**CITY OF COSTA MESA**

Released on December 4, 2014

**The referenced document has been modified as per the attached Amendment No. 3**

**Please sign this Amendment where designated and return the executed copy with submission of your proposal. This amendment is hereby made part of the referenced proposal as through fully set forth therein. Any questions regarding this amendment should be addressed to Stephanie Urueta, email [stephanie.urueta@costamesaca.gov](mailto:stephanie.urueta@costamesaca.gov)**

Notice is hereby given that the response to the following question shall be amended in the above referenced Request for Proposal (RFP) Questions and Answers submitted to the City Website on December 1, 2014 as follows:

- 1. Does the City require that we pay prevailing wage? ~~Yes~~ **NO. Please refer to the attached Department of Industrial Relations Appeal – Public Works Case No. 2055-007. Revised 12/4/14**

Notice is hereby given that a change to the Schedule of Events has been made as follows:

**2. SCHEDULE OF EVENTS**

This request for proposal will be governed by the following schedule:

Release of RFP	<b>November 13, 2014</b>
Mandatory Pre-Proposal Conference	<b>November 20, 2014 at 11:00 a.m.</b>
Deadline for Written Questions	<b>November 24, 2014 @ Noon</b>
Responses to Questions Posted on Web	<b>November 26, 2014</b>
Proposals are Due	<b>December 5, 2014 @ 10:00 am</b>
Interview (if held)	<b>Week of December 22, 2014</b>
Approval of Contract (Tentative)	TBD

*All other provisions of the invitation of this proposal shall remain in their entirety.*

*Vendors hereby acknowledge receipt and understanding of the above Amendment. Complete and submit this Amendment with your proposal.*

  
 \_\_\_\_\_  
 Signature

December 4, 2014  
 \_\_\_\_\_  
 Date

Rick Anderson, Secretary  
 \_\_\_\_\_  
 Print Name & Title  
 1937 W. 169th Street  
 Gardena, CA 90247  
 \_\_\_\_\_  
 Address

CleanStreet  
 \_\_\_\_\_  
 Company Name  
 800.225.7316 x108  
 \_\_\_\_\_  
 Phone Number

STATE OF CALIFORNIA  
DEPARTMENT OF INDUSTRIAL RELATIONS

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DECISION ON ADMINISTRATIVE APPEAL

RE: PUBLIC WORKS CASE NO. 2005-007

STREET SWEEPING

CITY OF SANTA CLARITA

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I. INTRODUCTION

On June 1, 2005, the Acting Director of the Department of Industrial Relations ("Department") issued a public works coverage determination ("Determination") finding that the street sweeping contracted by and for the City of Santa Clarita ("City") does not constitute the public work of maintenance, subject to the payment of prevailing wages. On June 30, 2005, Operating Engineers Union Local No. 3, AFL-CIO ("Operating Engineers") filed an administrative appeal of the Determination. Thereafter, submissions were made by interested parties, CleanStreet and City.

All of the submissions have been considered carefully. Except as noted below, they raise no new issues not already addressed in the Determination, and for the additional reasons stated herein, the appeal is denied, and the Determination dated June 1, 2005, is affirmed and incorporated herein by reference.

II. ISSUES

Operating Engineers provides the following reasons why it believes the Department's Determination that the street sweeping at issue is not maintenance is in error:

• the work is necessary to protect the public health from vermin, germs and disease that breed in debris;

• the work is necessary to maintain the roadways in a safe and continually usable condition and to protect the public from hazards caused by accumulated debris in the roadway and gutters;

• the work is necessary to ensure storm water facilities continue to work and provide adequate drainage during rains and protect the public from flooding;

• the work is one of the most effective ways of removing metal particles and hazardous waste products deposited on roadways by vehicles; these waste products are virtually invisible, extremely harmful to fish, other wildlife, and the general public, if allowed to run into rivers, creeks, beaches and bays; the work protects the water supply and the environment; and

• the work is one of the best ways to control and improve water quality, a public service that must be maintained in good order.

### III. DISCUSSION

#### **A. PUBLIC HEALTH CONCERNS ARE NOT THE BASIS FOR FINDING A WORK TO CONSTITUTE "MAINTENANCE."**

While protecting the public health from vermin, germs and disease that breed in debris is an important public policy matter, public health concerns are not a basis for finding work to constitute maintenance under California Code of Regulations, title 8, section 16000.

#### **B. PUBLIC SAFETY CONCERNS RAISED IN PW 2001-005, TRASH/DEBRIS REMOVAL FROM RAILROAD RIGHTS-OF-WAY AND FACILITIES, BLUE AND GREEN LINES/LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (AUGUST 8, 2001) ARE NOT IMPLICATED HERE.**

Operating Engineers argues that the street sweeping work is necessary to maintain the roadways in a safe and continually usable condition and to protect the public from

hazards caused by accumulated debris in the roadway and gutters. City counters that such a position is not well-taken in that the "sweeper does not go down the middle of the street to sweep debris, it stays on the curb and the side brush sweeps debris out of the curb and into the main brush at the rear of the sweeper." City further states "[t]he City has a Public Works Street Maintenance division that repairs potholes, removes items spilled or dumped on the roadway, and maintains the roadway in a safe and continually usable condition."

In PW 2001-005, *Trash/Debris Removal from Railroad Rights-of-Way and Facilities, Blue and Green Lines / Los Angeles County Metropolitan Transportation Authority* (August 8, 2001), the work in question was the "removal of paper, refuse, dead vegetation, automobile parts, shopping carts, tires, bicycles, furniture, etc." The work allowed the light rail system to be kept free of trash and debris for safe train movements, and for that reason, the work was found to constitute maintenance. Here, the public safety concern is not implicated because the city streets, unlike a light rail train system, remain in a safe and continually usable condition even absent the curbside street sweeping.

Further, as City has indicated, to the extent that streets were to become unsafe and unusable, City would engage its Street Maintenance Division to fix the street and/or remove items spilled or dumped on the street.

**C. WORK PERFORMED ON STORM DRAINS TO AVOID FLOODING IS NOT AT ISSUE; THAT WORK, IN ANY EVENT, IS PERFORMED BY CITY'S MAINTENANCE DIVISION.**

Operating Engineers argues that the street cleaning is necessary to ensure storm facilities continue to work and to provide adequate drainage during rains and protect the public from flooding. The work at issue here is the

cleaning of city streets, not work performed on storm drains. That work is performed by City's Storm Water Maintenance crew which cleans out City-owned catch basins four times per year. City also contracts with Los Angeles County Flood Control to clean thousands of catch basins per year.

**D. ENVIRONMENTAL CONCERNS ARE NOT THE BASIS FOR FINDING A WORK TO BE "MAINTENANCE."**

Lastly, Operating Engineers argues that street sweeping work is one of the most effective ways of removing metal particles and hazardous waste products deposited on the roadways by vehicles. It states that these types of waste products are virtually invisible and are extremely harmful to fish and other wildlife, and the general public, if allowed to run into rivers, creeks, beaches and bays. It further argues that street sweeping is one of the best ways to control and improve water quality. While environmental concerns, like public health concerns, are an important public policy matter, they are not a basis for finding a work to be maintenance.

The recent precedential determination, PW 2005-014, *Sediment Removal from Storm Drains/California Department of Transportation* (October 31, 2005), is guidance.<sup>1</sup> In that case, a federal court issued an injunction ordering Cal Trans to reduce or eliminate the discharge of hydrocarbon and lead-contaminated sediments from storm drains into Santa Monica Bay, as those materials were found to be harmful to wildlife. The storm drains at issue in that determination were "self-flushing." If large debris were to accumulate and clog the

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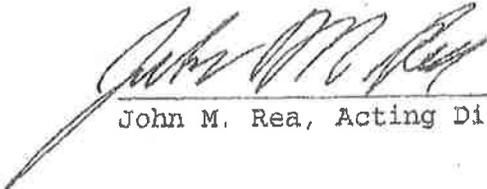
<sup>1</sup> While PW Case No. 2005-014, *Sediment Removal from Storm Drains / California Department of Transportation* (October 31, 2005) was not the law at the time this Determination issued on June 1, 2005, it is cited in this decision as consistent with the Department's position on the matter.

drain, a Cal Trans maintenance crew would perform work to remove the debris and restore the drain to its normal operable condition. The determination concluded that the purpose of the removal of the sediment was to protect the environment, which, alone, did not constitute a ground for a finding of maintenance.

#### IV. CONCLUSION

In summary, for the reasons set forth in the Determination, as augmented by this Decision on Administrative Appeal, Operating Engineer's appeal is denied and the Determination that the street sweeping work performed for the City of Santa Clarita is not a public work is affirmed. This decision constitutes the final administrative action in this matter.

Dated: 7 Feb 06

  
John M. Rea, Acting Director

PROOF OF SERVICE  
(Code Civ. Proc. §§ 1013a, 2015.5)

Re: Public Works Case No. 2005-007  
Street Sweeping, City of Santa Clarita

I am employed in the City and County of San Francisco, California. I am over the age of eighteen years and not a party to the within action; my business address is 455 Golden Gate Avenue, Suite 9516, San Francisco, California 94102-3660. On February 8, 2006, I served the enclosed Public Works Decision on Administrative Appeal on the parties listed below, through their attorneys of record, by placing true copies thereof in sealed envelopes addressed as shown below for service as designated below:

- (A) By First Class Mail: I am readily familiar with the practice of the Department of Industrial Relations, Office of the Director Legal Unit, for the collection and processing of correspondence for mailing with the United States Postal Service. I caused each such envelope, with first-class postage thereon fully prepared, to be deposited in a recognized place of deposit of the U.S. Mail in San Francisco, California, for collection and mailing to the office of the addressee on the date shown herein.
- (B) By Personal Service: I caused each such envelope to be personally delivered to the office of the addressee by a member of the staff of the Department of Industrial Relations, Office of the Director Legal Unit, on the date last written below.
- (C) By Messenger Service: I am readily familiar with the practice of the Department of Industrial Relations, Office of the Director Legal Unit for messenger delivery, and I caused each such envelope to be delivered to a courier employed by Golden State Overnight, with whom we have a direct billing account, who personally delivered each such envelope to the office of the address at the place and on the date last written below.
- (D) By Facsimile: I caused such document to be served via facsimile electronic equipment transmission (fax) on the parties in this action, pursuant to oral and/or written agreement between such parties regarding service by facsimile by transmitting a true copy to the following fax numbers:

<u>TYPE OF SERVICE</u>	<u>ADDRESSES &amp; FAX NUMBER (IF APPLICABLE)</u>
B	DAVID ROWAN CHIEF DEPT. OF INDUSTRIAL RELATIONS DIVISION OF APPRENTICESHIP STDS 455 GOLDEN GATE AVENUE SAN FRANCISCO CA 94102
B	ROBERT JONES CHIEF COUNSEL/ ACTING LAB COMMISSIONER DEPT. OF INDUSTRIAL RELATIONS DIV OF LABOR STANDARDS ENFORCEMENT 455 GOLDEN GATE AVENUE 9 <sup>TH</sup> FLOOR SAN FRANCISCO CA 94102
B	VANESSA L. HOLTON CHIEF COUNSEL OFFICE OF THE DIRECTOR - LEGAL DEPT OF INDUSTRIAL RELATIONS 455 GOLDEN GATE AVENUE 9 <sup>TH</sup> FLOOR SAN FRANCISCO CA 94102
A	LABOR & WORKFORCE DEV AGENCY ATTN RACHEL VAN PATTEN 801 K STREET SUITE 2100 SACRAMENTO CA 95814
B	MARIA ROBBINS DEPUTY CHIEF DEPT OF INDUSTRIAL RELATIONS DIV OF LABOR STATISTICS & RESEARCH 455 GOLDEN GATE AVENUE 9 <sup>TH</sup> FLOOR SAN FRANCISCO CA 94102
A	JERE COSTELLO, CEO CLEANSTREET 1937 W. 169 <sup>TH</sup> STREET GARDENA, CA 90247
A	TRAVIS LANGE ENVIRONMENTAL SERVICES MANAGER CITY OF SANTA CLARITA 23920 VALENCIA BLVD., SUITE 300 SANTA CLARITA, CA 91355
A	PATRICIA GATES, ESQ. ROBERTA D. PERKINS, ESQ. WEINBERG, ROGER & ROSENFELD 1001 MARINA VILLAGE PARKWAY, SUITE 200 ALAMEDA, CA 94501



# BACKGROUND & PROJECT SUMMARY



The City presently has an effective street sweeping program that successfully satisfies the City's standards and requirements.

Because of financial pressure the City is seeking an alternate source of a high quality street sweeping service.

The City of Costa Mesa is seeking a full service Municipal Street Sweeping company that can provide dependable, timely and high quality street sweeping services.

The City of Costa Mesa is a very high end community that values the cleanliness of their City.

The City is seeking a company that will deliver high quality street sweeping service, sweeping all streets weekly or bi-monthly.

The City is seeking a firm that will replicate the City's current program.

The City of Costa Mesa has established a minimum quality assurance that at least 90% of all streets will be swept properly per year.

The City is seeking a qualified contractor that has a proven track record providing these services to similar municipalities.

## **Objectives and Goals**

CleanStreet will endeavor to replicate the City's current street sweeping program in all respects.

We will seek to follow the same routes and sequence of sweeping the City presently follows.

Our goal is to minimize disruption to residents caused by changes in the schedule that are not necessary.

CleanStreet has tremendous experience adopting City operated sweeping programs successfully.

Our goal is to eliminate complaints completely.

Our goal is to sweep at 100% of the effectiveness level.

# METHODOLOGY



## Detailed Project Schedule

Residential streets will be swept from 8:00 a.m. to 3:30 p.m. Monday through Friday.

Arterial streets will be swept from 11:00 p.m. to 6:00 a.m. Monday through Friday.

Parking lots will be swept in conjunction with routes.

200 curb miles of street sweeping per year will be provided upon request at no additional cost.

250 curb miles of street sweeping required as a result of inclement weather will be provided per year at no additional cost.

## Supervision

We will assign your City to a regular supervisor. The supervisor will visit the City on a daily basis during the first weeks of our operations. Once timings are set, the supervisor will visit the City at least once per week on a monthly basis.

At least one time per month and more often if necessary, there will be a meeting between representatives of CleanStreet and your City to assess performance and to seek ways to improve service. We will provide truly monthly reports.

Our operators will check in with the designated city person on a daily basis to see if there are any complaints. If there are complaints, we will go out and re-sweep them immediately.

## Operators

We will sweep our City utilizing operators that have been properly trained and that have years of experience sweeping municipalities. We will make it clear to our operators that we will expect completely clean streets, regardless of the number of passes the sweeper must take to accomplish this.

We also believe that the operator is more highly motivated to do a good job the first time if he knows he may have to come back again if he doesn't. Our operators take great pride in not receiving any complaints and doing a good job the first time.

## Quality Control

We will assure the quality of our services by utilizing the following methods:

All operators will be thoroughly trained.

# METHODOLOGY



All operators will be instructed to take additional passes whenever necessary to sweep each street thoroughly.

All sweepers will be equipped with GPS monitoring equipment that we will monitor on an ongoing basis.

Gilbert Perez will be available at all times to review and monitor the performance of our operators.

Complaints will be investigated and re-swept immediately. This approach builds client satisfaction.

Our operators are equipped with cell phones so we can be in contact with them at any time.

We believe that we can eliminate complaints.

We also believe that we can achieve 100% effectiveness level.

## Equipment

All sweepers will be late model Tymco 600 Air Sweepers. All sweepers will be maintained in excellent operating conditions at all times.

All sweepers will be compliant with SCAQMD Rules 1186 and 1186.1

## GPS

CleanStreet equips its trucks with Global Positioning Satellite (GPS) system. All of the real-time data is monitored by CleanStreet's dispatchers. This permits CleanStreet to monitor the driver's speed, time and location. Authorized public works employees can generate and print GPS reports at any time. Data is available for six months and can be downloaded in Excel document.

## Tasks for City Staff

We would like City staff to forward any complaints received to our office so we can take immediate action.

## City Yard

CleanStreet proposes to utilize City owned facilities such as parking spaces for the sweepers, wash rack and restroom facilities. The lease would be for one year period and renewed annually in concert with the Street Sweeping agreement.

# METHODOLOGY



Leasing the City facilities would not affect our current pricing.

CleanStreet's use of the City facilities would be integrated and not interfere with the City's use of these facilities. The City's employees would be given preference in the use of the City's facilities over the employees of CleanStreet.

Besides monetary compensation for use of water and the facilities, CleanStreet could share in the cleaning and disposal of the wash rack separator.

CleanStreet would provide insurance for operations conducted at the City yard or using City equipment.

CleanStreet offers \$1,000.00 per month for these privileges.

## City Employees

We would be willing to meet with each displaced operator to discuss their employment with CleanStreet. We value your employees and we would be very willing to hire them if we can come to an agreement on pay rates.

## CleanStreet Innovations

CleanStreet is a pioneer of municipal contract street sweeping. We are the industry leader.

Our innovations have improved the quality of services throughout the street sweeping industry.

## Quality Innovation

One of our most powerful innovations was to authorize our operators to take additional passes if necessary to clean streets thoroughly.

While this increases our labor costs, it reduces or eliminates the complaints and the time wasted by City staff responding to complaints.

Increasing our labor costs reduces profits but it also increases customer satisfaction and loyalty.

This is why CleanStreet enjoys a great reputation.

## Operator Pride

Another innovation is our program to instill pride in our operators.

# METHODOLOGY



Our operators are recognized and rewarded at our annual awards banquet for their excellent performance. As a result of this we have a happy, motivated work force.

These are just a couple of examples of how we have brought quality and value to our customers.

## GPS Innovation

CleanStreet's innovative approach to providing the best possible service is enhanced by the utilization of GPS technology for tracking its sweepers and monitoring the performance of our sweeper operators.

CleanStreet is a pioneer in equipping sweepers with GPS systems. In addition to tracking location and speed, our systems monitor gutter broom activity to display when the sweeper is sweeping, and water system sensors to show when the sweeper sprayer systems are activated. All of our customers have access to these systems and can receive a daily GPS activity detail report via email or have their own account where they can pull up their City sweeper and track all GPS data in real time.

## Safety Innovation

CleanStreet has an enhanced Safety Program that incorporates the latest technology with fundamental safety practices. Our operators know that each individual's performance affects the entire Company and work as a team to provide the best possible service while focusing on safety.

In addition to state of the art GPS systems, our sweepers are also equipped with a safe driver system that monitors the performance of the driver to alert our Dispatchers of any unsafe operation of our equipment. This system is called OnBoard Advisor and is recognized by our insurance carrier, Liberty Mutual, as an excellent tool to enhance safety and minimize insurance claims.

CleanStreet's safety program is complemented by the Company's safety committee, where every incident is reviewed with the goal of preventing re-occurrence. The committee's goal is to systematically improve the overall performance of the Company through education and innovation.

## STAFFING



### First Key Contact

The contract manager and key contract representative is Mr. Rick Anderson. Mr. Anderson has been with the company since 1989, and has the experience and expertise to deal with any issue that might arise during the performance of this contract.

He has the authority to take whatever steps necessary to deliver high-quality service. Mr. Anderson is responsible for all pricing and staffing decisions for the organization and approach to this contract. He will be intimately involved in all aspects of the implementation of this contract.

### *Rick Anderson, Director of Business Development*



Mr. Anderson is a graduate of USC and Southwestern University School of Law. He has been with the Company for 21 years and has played an integral role in developing new business and overseeing all facets of operations. Mr. Anderson's dedication to the Company has helped fuel continual growth and diversification into new areas which complement CleanStreet's primary role as a street sweeping contractor.

### Second Key Contact

Next in line, and supporting Mr. Anderson's management of this contract, is Mr. Andrew Jacoby. Mr. Jacoby is the Operations Director for Human Resources Manager and Risk Management for CleanStreet. He will be familiar with all aspects of the personnel working within this contract.

### *Andrew Jacoby, Director of Operations*



Andrew Jacoby is the director of operations for CleanStreet and has been with the company since 2003. Mr. Jacoby oversees the Human Resources Department, and serves as the Company's risk manager. He has been instrumental in developing a state-of-the-art time and attendance system, in which data is transmitted through handsets and reconciled by complex GPS tracking software installed in CleanStreet's vehicles and handsets. Andrew is also responsible for claims management and is the driving force behind CleanStreet's constant emphasis on safety.

# STAFFING



## Field Supervisor

Mr. Gilbert Perez is one of our Field Supervisors. Mr. Perez is excellent at working with our employees. He will be in the City full time until we have completely implemented our program.

### *Gilbert Perez, Field Supervisor*



Gilbert Perez is a highly-skilled street sweeper operator who has been with CleanStreet since 2005. Mr. Perez is also proficient in the operation of other commercial vehicles, including those which require a Class A license. Mr. Perez has had experience with many facets of maintenance, including streets and parking structures, and is experienced with janitorial maintenance as well. Mr. Perez supervises street sweeper operators, porters, and pressure-washing crews in the field. He is extremely dedicated to his job and works tirelessly to ensure the highest quality of work.

## Dispatch

Patty Madera is familiar with all aspects of street sweeping, and can handle all of your calls with special requests or complaints.

She is calm and courteous, and capable of responding quickly and effectively to your calls. Her communication skills are a major asset to CleanStreet, and will be to your organization as well.

### *Patty Madera, Dispatcher*



Patty Madera joined CleanStreet in the latter part of 2007. She offers a high degree of professionalism, solid business ethics, and extensive computer skills. Ms. Madera is reliable and has a positive attitude. She works effectively and with a sense of urgency, and can quickly read, understand, and use street maps and complex mapping software.

## QUALIFICATIONS



CleanStreet is a full service Municipal Street Sweeping company. Street sweeping is our core business. We have been providing municipalities service since 1973. We currently serve over 50 municipalities.

We are expert in virtually all aspects of providing high quality municipal street services.

CleanStreet enjoys the best reputation for quality in the industry.

CleanStreet has a very successful training program.

CleanStreet employs over 80 highly skilled operators.

CleanStreet is expert at the repair and maintenance of street sweepers.

CleanStreet employs over 10 full time street sweeper mechanics.

CleanStreet has a "state of the art" repair and maintenance facility.

CleanStreet has experienced management personnel that are capable of resolving any problem that arises.

CleanStreet owns and operates a large fleet of sweepers assuring our clients that we have ample equipment for any and all eventualities.

CleanStreet specializes in providing high quality street sweeping services

**PRICING PROPOSAL FORM**  
**RFP NO. 15-010**  
**STREET SWEEPING SERVICES**

Provide hourly rates, along with estimated annual pricing in accordance with the City's current requirements, as set forth in section 3 Scope of Work. Also provide your firm's proposed Staffing Plan on a separate sheet of paper. Proposer should use a separate form to state pricing for any added value.

Pricing shall remain firm for a minimum of two (2) years. Any and all requests for pricing adjustments for follow-on contract renewal periods shall be provided no later than sixty (60) days prior to the end of the contract period. Any such proposed price adjustments shall not exceed The Bureau of Labor Statistics Consumer Price Index (CPI) data for Los Angeles-Riverside-Orange County, CA, All Items, Not Seasonally Adjusted, "annualized change comparing the original proposal month and the same month in the subsequent year. (This information may be found on the U.S. Department of Labor's website at [www.bls.gov](http://www.bls.gov).)

<b>ROUTE:</b>	<b>Total Annual Cost (Weekly)</b>
Weekly Route 1 Total (211 Curb & Linear miles):	\$ <u>175,661.72</u>
Weekly Route 2 Total (206 Curb & Linear Miles):	\$ <u>172,499.12</u>
Weekly Route 3 Total (208 Curb & Linear Miles):	\$ <u>173,164.16</u>
Weekly Route 4 Total (214 Curb & Linear Miles):	\$ <u>178,275.00</u>
Weekly Extra Sweeps/Call Outs (8.65 miles):	\$ <u>No Charge</u>
<b>Total Annual Cost</b>	<b>\$ <u>699,600.00</u></b>

The Proposer agrees that for requested and/or required changes in the scope of work, including additions and deletions on work not performed, the Contract Sum shall be adjusted in accordance with the following unit prices, where the City elects to use this method in determining costs.

Proposer is advised that the unit prices will enter into the determination of the contract award. Unreasonable prices may result in rejection of the entire bid proposal. Unit prices listed below refer to all items installed and the Construction Documents and include all costs connected with such items; including but not limited to, materials, labor, overhead, and profit for the Proposer.

The unit prices quoted by the Proposer shall be those unit prices that will be charged or credited for labor and materials to be provided regardless of the total number units and/or amount of labor required for added or deleted items of work.

All work shall be performed in accordance with the specifications.

WORK DESCRIPTION	Unit Price
Cost Per Curb Mile	\$ 18.00
Hourly rate for special sweeps	\$ 90.00

RA  
Proposer's Initials

## Proposal Amount

(Please Type or Print)

Total Proposal Amount:

- In written words Six hundred ninety-nine thousand six hundred dollars and no cents
- In figures \$699,600.00

CONTRACTOR Lawful Name: CleanStreet

Proposer's Name: Rick Anderson Proposer's Initials: RA

PROPOSER License No. N/A Expiration: N/A

PROPOSER Taxpayer I.D. Number: 95-4147708

Signature: R Anderson Date: December 2, 2014

PROPOSER Address: 1937 W. 169th Street, Gardena, CA 90247

Telephone Number: ( 800 ) 225-7316 x108

Fax Number: ( 310 ) 538-8015

24-Hour Emergency Contacts:

Patty Madera Telephone No.: ( 310 ) 415-0627

Name

Rick Anderson Telephone No.: ( 310 ) 740-1601

Name

Andrew Jacoby Telephone No.: ( 310 ) 740-1650

Name

RA  
Proposer's Initials

## DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of the firm currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months. List below or state "None."

None