

Pool Opening and Cleaning Options Resolution Worksheet

Date: May 19, 2021

Suggested Motion:

“I move to approve CleanWise Solutions LLC to clean the pools with a cost not to exceed \$ _____ with funds to come from GL _____.”

2nd:

Vote:

	In Favor	Opposed	Abstained	Absent
Scott Buchanan				
James Konkel				
Dave Bush				
Jeff Lisanick				
Robin Woods				
Peggy Clancy				
Claire Eberwein				
Peter Ferrell				
Hector Mares				



POOL FACILITY CLEANING PROPOSAL #2

APRIL 26, 2021

**FOR: MARK MILLER, GENERAL MANAGER
PARKFAIRFAX CONDOMINIUM
3360 GUNSTON ROAD, ALEXANDRIA, VA 22302**



COMPANY OVERVIEW

PROPOSAL POINT OF CONTACT:
TREVOR MILLS
540-841-8766
TREVOR@CLEANWISESOLUTIONS.COM



CleanWise Solutions LLC is a locally owned and operated, licensed and insured, full-service commercial cleaning company, HQ'd in Alexandria, VA. We help commercial facility clients with their cleaning, janitorial, and disinfectant requirements to ensure they are able to focus on what truly matters to them – running their business. Our team brings years of experience in the industry and the area to provide a unique professional service that consistently exceeds expectations.

**LET US WORRY ABOUT YOUR
FACILITY'S JANITORIAL AND
DISINFECTANT REQUIREMENTS SO
YOU CAN STAY FOCUSED ON TAKING
CARE OF BUSINESS.**

EXECUTIVE TEAM



Trevor Mills
CEO

Trevor Mills has over 5 years of executive support and business development experience serving a variety of senior-level stakeholders.

Mr. Mills is a volunteer with the Membership Committee of the Alexandria Chamber of Commerce. Mr. Mills is responsible for building relationships with local business communities, managing client relationships, and supporting the overall needs of CleanWise Solutions



Andrew Lawson, PMP
COO

Andrew Lawson has over 4 years of progressive leadership experience in the commercial real estate and construction industry. Mr. Lawson is a pragmatic and resourceful talent with a demonstrated ability to deliver key business objectives. Specific areas of expertise include project/operations management, business strategy, process development and implementation.

EXECUTIVE TEAM (CONT.)



Chase Stahl
CHRO

Chase Stahl leads staff and employee management, onboarding processes, staff training, and other related HR functions. Mr. Stahl brings over 4 years of project management and cleaning staff management experience to the team. Mr. Stahl is the behind-the-scenes operations and personnel support to Mr. Lawson, helping provide Mr. Lawson with qualified cleaning staff to meet client account requirements.



Garrett Josemans
CMO

Garrett Josemans manages all aspects of the CleanWise Solutions inbound marketing portfolio. This includes but is not limited to website development, paid and earned media, sales funnel support, and lead qualification. Mr. Josemans brings over 6 years of extensive project leadership and program management experience to the team.

WHAT TO EXPECT FROM CLEANWISE

OUR PHILOSOPHY:

COVID-19 DISINFECTING SERVICES

Ultimately, a successful COVID-19 program does two things: it mitigates the spread of COVID-19 in your facility and it inspires confidence in your patrons that you're doing everything in your power to keep them safe. Regular surface disinfection, as recommended by the CDC, is one part of this process and is the part we specialize in.

From our perspective, if our COVID-19 surface disinfecting services can help keep your business running and help keep you focused on your day-to-day, we are doing our job.

Our COVID-19 Disinfectant Process:

- We use **electrostatic sprayers**, which are an FDA-approved method of COVID disinfection
- Electrostatic sprayers apply a negative charge to disinfecting solution, creating a **molecularly even spread across targeted surfaces**
- We utilize **only EPA-approved disinfectant solutions** like Envirocleanse-A, our preferred solution
- The active ingredient in Envirocleanse-A is hypochlorous acid (HOCl) (and water), a **non-toxic, certified organic, non-corrosive, non-flammable and sustainable solution** that is suggested to be 80-120 times more efficacious than bleach
- COVID-19 disinfection is always the final step in our cleaning service program, **ensuring a 'fresh start' for you and your patrons**



COST PROPOSAL

Item	Project Inclusions, Exclusions & Assumptions
1	We include pricing per SOW as provided by Mark Miller in April 2021. Additional requests will be priced as a change order to the project.
2	We include all work to be performed during off-hours when the Pools are closed
3	We include pricing for contract duration based on mutually agreeable terms. Contract commencement date tentative based on mutually agreeable terms.
4	We include pricing related to Pools A and C scope of work only. Pool B pricing provided as Add/Alternative #1.
5	We include pricing for daily COVID-19 disinfecting services to be provided one (1) time per day, 6 days per week for each pool (Pools A & C)
6	We include pricing for janitorial cleaning services to be provided one (1) day per week for each pool locker room (Pools A & C)
7	Janitorial cleaning pricing is based on 15 weeks and 15 cleaning services (1/week) at each Pool
8	We include part-time supervision for the duration of the project
9	We assume access key(s) will be provided by Parkfairfax
10	We assume commencement date for Pools A & C on 5/29/21 (Memorial Day weekend) and completion date 9/5/21 (Labor Day weekend). Contract duration totals 100 calendar days.
11	We assume commencement date for Pool B on 6/19/21 and completion date 9/5/21 (Labor Day weekend). Contract duration totals 79 calendar days.
12	Pool(s) A, B, C Outdoor Area
13	Daily COVID-19 disinfecting services only (railings, deck chairs, lifeguard stands, entryways, etc.)
14	We exclude any pressure washing, gutters, etc.
15	Pool(s) A, B, and C Men & Women Restrooms
16	Weekly general cleaning to include sweeping/dry mop, wet mop, trash removal, cleaning toilets, urinals, sinks and showers, doors, high-touch points, & etc.
17	Daily COVID-19 disinfecting services will be provided. Disinfecting will always be completed after any required cleaning.

Item #	Description	Weekly	15 Week Total
1	Weekly Janitorial Services (Pools A&C)	\$168	\$2,519
2	Daily COVID-19 Disinfecting Services (Pools A&C)	\$791	\$11,858
3	Inventory Costs & Cleaning Material (Pools A&C)	\$68	\$1,025
Totals			
Subtotal		\$1,027	\$15,402
Fee @ 15%		\$154	\$2,310
Total		\$1,181	\$17,712
Item #	Add/Alternative(s)		
4	Pool B - Weekly Cleaning & Daily COVID-19 Disinfecting Services (beginning 6/19/21)		\$6,012
Total + Add/Alt (Pool B)			\$23,725

If all terms are mutually agreeable, please sign and date below to finalize this agreement:

Trevor Mills
CEO
CleanWise Solutions LLC
Date: 04/26/2021

Mark Miller
General Manager
Parkfairfax Condominium
Date:

TERMS AND CONDITIONS

CleanWise Solutions LLC hereby referred to as 'CW'.

GENERAL

1.1: 'CW' fees are payable by the Client NET 30 days from receipt of invoice by Cash, App, Wire Transfer or Check. These will be paid into our nominated account.

1.2: 'CW' reserves the right to suspend cleaning services if payments are missing after NET 30 days from receipt of invoice.

1.3: 'CW' will not be held responsible for any alarm systems. Client should give any special instructions for deactivation / activation of any alarm systems.

1.4: All the cleaners registered with us and working on our behalf have been fully screened through a personal interview and checking of references and employment history.

1.5: We do not employ the cleaners. All the cleaners are self-employed and the payment of Tax as a vetted independent person is their own responsibility.

1.6: The Client must allow the cleaner access to hot water and power.

1.7: In case of a complaint, 'CW' requires to be notified within 24 hours after completion of the cleaning work.

1.8: The insurance policy is subject to a number of further terms and conditions available from the 'CW'. Any damage caused by bleach is not covered. 'CW' will not arrange for the insurance referred to if the 'CW' fee has not been paid by the Client in accordance with terms and conditions of this agreement. An insurance taken out by the Client may void the insurance policy to in this clause in which even and loss will only be recoverable under the policy of the Client.

1.9: 'CW' reserves the right to amend the initial quotation, should the client's original requirements change.

2. PAYMENTS

2.1: Payment can be made by check, please make the check payable to 'CleanWise Solutions, LLC'. If paying by check, client will be responsible for all bank and legal charges resulting from a dishonored check.

2.2: Payment can be made with debit or credit card via an app. 'CW' will not share the client's card details with a third party.

2.3: Payment can be made via cash directly to a 'CW' Manager or via mail to the 'CW' listed address.

2.3 If payment is not made after 30 days of invoice then the account will be passed to our collection's agency, after which a charge of 15% on top of the initial invoice due, will be added to the debt. You agree as part of this contract to pay this sum which represents our reasonable costs in collecting the unpaid amounts.

3. COMPLAINTS & CLAIMS

3.1: The Client accepts and understands that poor service, breakage/damage or theft must be reported within 24 hours from the service date. Failure to do so will entitle Client to no refunds or recovery cleanings.

3.2: 'CW' may take up to 7 working days to respond to a complaint.

3.3: Complaints are accepted verbally over the phone and in writing (letter, email or fax). Complaints must be reported on completion or in the following 24-hour.

3.4: 'CW' agrees to keep all Client information confidential.

3.5: In case of damage 'CW' will repair the item at its cost. If the item cannot be repaired 'CW' will rectify the problem by crediting the client with the item's present actual cash value toward a like replacement from a 'CW's' source upon payment of cleaning services rendered.

4. INSURANCE

4.1: 'CW' has Public liability insurance. The policy will cover any accidental damages caused by an operator working on behalf of 'CW', reported within 24 hours of service date.

4.2: 'CW' reserves the right to refuse to share any of the confidential company's documents.

5. CLIENT SATISFACTION

5.1: Client understands that he/she is not entitled to any refunds.

5.2: If the Client is not completely satisfied with a cleaning job, 'CW' will re-clean any areas and items to client's satisfaction. Therefore, client must allow the cleaner to be returned.

5.3: Client may be present at all times during the recovery-clean. 'CW' reserves the right not to return a cleaner more than once.

6. LIABILITY

6.1: 'CW' reserves the right not to be liable for:

6.2: Completing tasks which are not stated on our task list;

6.3: Cleaning jobs not complete due to the lack of suitable hot water or power;

6.4: Third party entering or present at the Client's premises during the cleaning process;

6.5: Wear or discoloring of fabric becoming more visible once dirt has been removed;

6.6: Failing to remove old/permanent stains that cannot be removed using standard carpet cleaning methods;



ALEXANDRIA, VA

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