

## **Discussion Item**

# **Gym Opening & Cleaning Options**

## **Fitness Center Opening Talking Points:**

Based on the recent CDC guidance below, management feels that we can open with only limited restrictions:

1. Have the gym cleaned and sanitized daily by 3<sup>rd</sup> party, Cleanwise (proposal to be sent separately)
2. Limit operating hours, 8:00am to 6:00pm 7 days or other timeframes. Access times can be changed via the Brivos system.
3. Limit capacity to no more than 6 users at a time (honor system)
4. No showers
5. Residents will have access to hand sanitizer stations and disinfectant wipes, and we ask that machines are wiped down between use.
6. We did receive a proposal from R&B to install upgraded HVAC equipment that allows for outside air changes at a cost of \$48,758. As this is not a budgeted item management suggests to meet the current requirements we can install portable HEPA air cleaning units Brondell Pro UL rated and certified 5 stage filtration covering 560 square feet. We would purchase 4 of these 2 for each floor total cost \$2210.00 w/ free shipping.

## **CDC Personal and Social Activities**

Exercising and [physical activity](#) are important for physical and mental health and should be continued for healthy living, especially during the coronavirus crisis. However, it is necessary to take precautions to reduce exposure to and transmission of COVID-19. The main way by which people are infected with COVID-19 is through exposure to respiratory droplets carrying infectious virus. COVID-19 has been shown to spread at gyms, fitness classes, and studios.

## **Considerations for gyms, fitness centers, and studios**

There are multiple factors that increase the risk of COVID-19 spread in gyms, fitness centers, and studios (dance, karate, spin, etc.). There are ways to reduce this risk:

- Proximity: maintain at least 6 feet of separation (about 2 arm lengths) and avoid [close contact](#) with other people.
- Mask use: select a facility that has requires all staff and attendees to wear a mask that covers their mouth and nose at all times.
- Exertion level: limit high-intensity activities to the outdoors.
- Ventilation: look for gyms, fitness centers, or studios that have high ceilings and use [ventilation practices](#) such as opening doors and windows and use portable air cleaners that have HEPA filters.
- Frequently touched surfaces: wipe down frequently touched surfaces, such as machines and equipment, with wipes before and after use.

- Clean hands: wash your hands with soap and water for 20 seconds or use hand sanitizer with at least 60% alcohol before and after using machines.
- Number of people: go during off-peak times to avoid crowding.
- Duration: if choosing to stay indoors, keep your workouts as brief as possible to avoid prolonged exposure.



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# GYM CLEANING & DISINFECTING PROPOSAL

**APRIL 26, 2021**

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**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 1x per day, 7x days/week
3	Contract commencement date tentative based on mutually agreed upon terms
4	We include all work to be performed during off-hours when the Gym is closed
5	We include part-time supervision for the duration of the project
6	We include the project contract based on mutually agreeable terms
7	We exclude any additional services above and beyond mutually agreed upon quality controls
8	We assume access will be provided by ParkFairfax
9	We assume client provides on site consumables (hand soap, paper towels, toilet paper, etc.)
Description of Work	
10	General cleaning services: sweep/dust mop, wet mop, cleaning mirrors, dusting furniture/equipment, cleaning toilets, urinals, water fountains, removing trash, etc.
11	We include COVID-19 disinfecting spray via electrostatic sprayer for the entire gym facility including restrooms, equipment, and high touch surfaces

Item #	Description	Weekly
1	Enhanced Daily Janitorial Services	\$960
2	Inventory Costs & Cleaning Material	\$48
Totals		
<b>Subtotal</b>		<b>\$1,008</b>
<b>Fee @ 15%</b>		<b>\$151</b>
<b>Total</b>		<b>\$1,159</b>

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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**502-514-WISE (9473)**  
**INFO@CLEANWISESOLUTIONS.COM**