



February 23, 2015

Plum Borough School District
Dr. Timothy Glasspool, Superintendent
900 Elicker Road
Plum, Pennsylvania, 15239

Dear Tim:

As requested, we conducted a thorough assessment of the entire Facility Services program. Our primary objective was to find savings to cover the cost of adding a Custodial Services Manager. Currently, Bob has responsibility of managing a staff of forty departmental employees, overseeing more than 724,000 square feet of interior space and 178 acres of grounds. Clearly, an additional employee will benefit our effectiveness. The benefits include:

- improved cleaning quality through closer supervision of staff on all shifts;
- additional training opportunities;
- improved attention to preventive maintenance;
- cultivating a culture of support and increased staff accountability; and
- additional follow-up to energy improvement initiatives.

As a result we propose the following:

1. Add a Custodial Manager
 - Assist current operations, provide evening supervision and add support for Energy Conservation Efforts
2. Aramark will provide a \$30,000 investment in our patented SCQL Cleaning System, Equipment and Supplies
 - This will provide productivity improvements.
3. We will conduct a benchmarking study to identify opportunity.
 - Potential savings with Energy are not included in this proposal.
4. We will assume responsibility **AND RISK** for Maintenance Supplies and Purchased Services.
5. We will review the O&M Supplies and Purchased Service expenses monthly during our MJR and will share 50% of annual savings (when those annual expenses fall below \$462,156 in a contract year) in O&M Supplies and Purchased Services.
6. The proposed investments will be provided at an estimated savings of \$14,111:

	<u>Current</u>	<u>Proposal</u>	<u>Savings</u>
Aramark Contract	\$ 205,829	\$ 754,168	
Supplies and Purchased Services	\$ 562,450	Included	
Total	\$ 768,279	\$ 754,168	\$ 14,111

7. A two-year renewal, effective July 1, 2015.

Given the degree of investment and risk, the need for ramp-up time to realize savings and to attract an Assistant Director (Custodial Manager) we feel that a two-year extension is necessary.

Respectfully,

Pat O'Donnell
ARAMARK District Manager