

FILTHY CLEAN

WE DON'T CUT CORNERS WE CLEAN THEM

November 30, 2023

Dale:

Thank you for the opportunity to quote the Yanmar facility with all the new upgrades. I appreciate the walk-through this past week. Based on our conversation, Filthy Clean's primary role would be deep cleaning in the restrooms and locker rooms. Glass cleaning using professional grade squeegees and other equipment would be performed as well.

Estimating the cleaning times for these areas can be tricky. I'm in my 23rd year of cleaning and have much experience with locker rooms and public restrooms. The numbers I have quoted are on the extreme high side for each service. The restrooms and locker room numbers could be close to half the amounts quoted. The difference in these times has to do with the amount of traffic each week, "intentional" trashing of the locker room showers/restrooms, and the cleaning performed by city staff on off days.

The initial cleaning in the building for the first month would be close to the times quoted. Some of the areas will need extra cleaning which results in more time. Once the areas have been deep cleaned, daily maintenance should be less time.

There are a few advantages to using Filthy Clean. Owner, Tom Schmoll, will be on the job site over 90% of the time assisting in the work. This ensures proper cleaning techniques, on-going training, and regular inspections for quality work. There will be unique cleaning situations that will arise and Tom's 23 plus years of experience can assist. The second advantage to using Filthy Clean is that we are ok cutting way back on time once the hockey season is over. We generally pick up in the spring and stay super busy until November. We can still come in if needed in the spring or summer less often or not at all and then pick up again once things get busy. This is an ideal scenario for us. This allows us to keep servicing our other customers during our peaks times and it helps out the city during their busy time as well. The city does not have to worry about getting a different crew each fall or having to worry about who will service Yanmar if the workers are not needed in the off months.

Our cleaning rates do include all labor, materials, and equipment to perform the work. The shower cleaning is at a higher rate due to the equipment that will be used to service and the products needed to maintain a locker room shower. Filthy Clean uses a time management system in which we can track the various types of work such as restroom cleaning, shower rooms, and window washing. These time card reports would be submitted monthly with the invoices and available upon request for budgeting purposes. I've included a sample of a report.

My suggestion would be to hire Filthy Clean for the months of December and January. During this time we would encounter the worst of the worst in terms of cleaning due to all the GRAHA home tournaments plus all of the other events going on at the same time. We will have a good handle on the times needed for cleaning. The city can then determine if they would want to continue with a "contract". Filthy Clean will be able to monitor it's spending on supplies and would be in a position to possibly offer more competitive pricing on a long-term basis.

If you have any additional questions, please let me know. Thanks again for the opportunity.



Tom

Filthy Clean Inc
 2128 Cromell Drive
 Grand Rapids, MN 55744

Estimate

Date	Estimate #
11/30/2023	1189

Name / Address
City of Grand Rapids %Accounts Payable 402 Pokegama Ave N Grand Rapids, MN 55744

			Project
Description	Qty	Cost	Total
Weekly Shower Cleaning at Yanmar 2 times per week	20	40.00	800.00
Weekly Restroom Cleaning Services (includes restrooms in locker rooms) 3 times per week	24	30.00	720.00
Weekly Window Washing	8	30.00	240.00
		Subtotal	\$1,760.00
		Sales Tax (6.88%)	\$0.00
		Total	\$1,760.00

Filthy Clean

Job Activity Detail Report

2128 Cromell Drive
 Po Box 187
 Grand Rapids, MN 55744

Period: 11/26/23 - 12/09/23

(1119) City of Grand Rapids- Yanmar		Job Total	7.00	(7h)
Date In	Employee Code	Last Name	First Name	
Thursday, 11/30	148403	Schmoll	Tom	
(1119) City of Grand Rapids- Yanmar	Activity Code: (160)	<u>Locker Room Cleaning</u>		
Thursday, 11/30	148403	Schmoll	Tom	
(1119) City of Grand Rapids- Yanmar	Activity Code: (155)	<u>Restroom Cleaning</u>		
Thursday, 11/30	148403	Schmoll	Tom	
(1119) City of Grand Rapids- Yanmar	Activity Code: (500)	<u>Window Washing</u>		
Subtotals		01:17 PM	02:00 PM	.72 (43m)
Subtotals		12:17 PM	01:17 PM	1.00 (1h)
Subtotals		08:00 AM	01:17 PM	5.28 (5h 17m)
Subtotals				5.28 (5h 17m)