

STRATUS
BUILDING SOLUTIONS

M&R Cleaning Solutions

Commercial Cleaning Proposal

Presented For:

City of Whitewater

Presented By:

Darrel McNeal | dmcneal@stratusclean.com | 262-456-2930
www.stratusbuildingsolutions.com





1100 Commerce Drive #113
Mount Pleasant, WI 53406
262-456-2930



5-8-25

Address: 312 W. Whitewater Street, Whitewater, WI 53190

Dear Kevin,

I would like to thank you for the opportunity to provide you with a customized Stratus Building Solutions cleaning and disinfecting solution proposal for your cleaning needs. After thoroughly measuring your facility, listening carefully to your requirements and mixing in our professional knowledge of the industry, I think you'll find this cleaning program to be detailed and inclusive.

Based on my conversation with you, Stratus is excited for the opportunity to prove ourselves to you. We know that with this unique profile of ownership, **competitive pricing** and an emphasis on consistent **quality and reliability**, Stratus will always be able to deliver what was promised..

Your specifically tailored cleaning solution is on the following pages. If after reading it, you have any questions or need to make any final adjustments, please feel free to call. Otherwise, all that is needed to get started is your signature.

Best Regards,

Darrel



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For All Your Building Cleaning Needs

Who is Stratus?

Stratus Building Solutions is a commercial cleaning franchise organization that started in 2006 and has over 70 regional offices and more than 3,000 franchises that provide regular cleaning services at over 10,000 locations across the US and Canada.

Stratus Building Solutions of Milwaukee

- Locally owned and operated
- Stratus Building Solutions is the international leader in green cleaning services.
- Minority Owned Business

Dedicated Local Team

From your professional cleaning service providers to your regional support office, the entire Stratus team is here to meet your facility's needs.

Cleaning Professionals

Stratus service providers are expertly trained and certified in cleaning facilities of all types.

Disinfection Service

The current environment calls for an enhanced approach to a comprehensive cleaning and disinfecting program for your facility. Stratus will help you design just such a program based on your type of business, number of employees and visitor/client traffic.

Emergency Support

Have an emergency? Reach your cleaning team directly or via the regional office.

Going Green

Green cleaning is our standard, and we can help you maintain that effort by providing supply orders that include items like post-consumer recycled paper products and environmentally friendly hand soaps.

Insurance Included

Stratus provides \$2 million General Liability Insurance Coverage, Worker's Compensation, \$50,000 Janitorial Bond.

Cleaning for Health and the Environment

Environmental leadership is one of Stratus Building Solutions' strategic objectives extending to our customers. Responsibly cleaning for customer's health and for the environment is a crucial part of Stratus Building Solutions environmental leadership in the commercial cleaning industry.

- Stratus exclusively uses Green Seal Certified products
- Environmentally friendly procedures are our standard
- Allergen micro-filtered vacuums and low VOC chemicals make your facility virtually allergen-free

Stratus Building Solutions is committed to providing environmentally friendly cleaning services in everything we do, from conservation of materials and products to recycling. We strongly believe that responsible environmental practices make good business sense.



Green Business
Bureau



Stratus Green Clean Chemicals

Our Green Cleaning Comes Standard

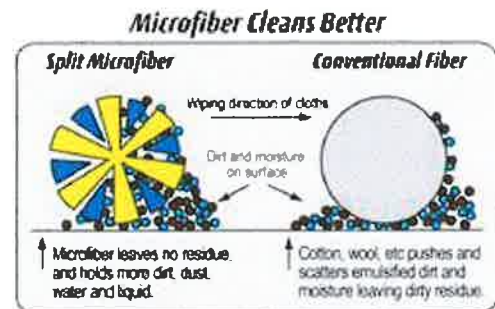
- Green Seal Certified products
- Improve productivity and morale
- Improve indoor air quality
- Meet and exceed state standards for VOC compliance
- Non-Toxic, no known carcinogens
- Reduced environmental & health risks associated with cleaning products, particularly for sensitive groups



Microfiber Cleaning Techniques

The next level of cleaning, waste reduction and cross-contamination prevention

Contributes to better indoor air quality with superior dust and dirt containment source reduction, uses less water and chemicals and lasts longer than conventional products. Our products are color-coded to match our Green Seal Certified cleaning chemicals to help prevent cross-contamination between cleaning areas like restrooms and kitchen areas.



Branded Pro-Team HEPA Vacuum

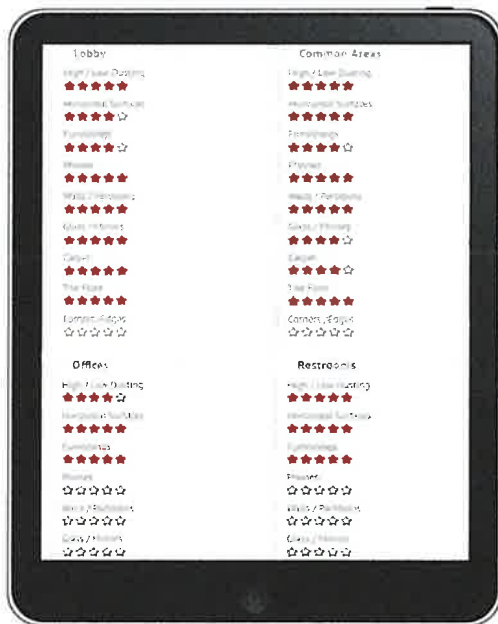
Certified Gold Level by the Carpet and Rug Institute. The combination of Microfilters and Micro-Tex filters removes hair, pollen, dust, molds and most bacteria particles down to .3 microns at a **99.8% efficiency rating**.

Our Promise to You

Professionalism and Quality

This is vital to achieving our ambitiously high standards and meticulous attention to detail.

- Certified cleaning professionals
- 50-Point quality audits performed routinely
- Close communication between providers, regional support office and you
- Uniforms and ID badges utilized by all staff
- Latest cleaning technology
- Effective green clean services



Reliability

Is imperative to achieve our 100% customer satisfaction pledge.

- Prompt service
- Fully trained and experienced staff
- Ample resources to tackle each job
- Emergency support available



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Your Service Schedule

City of Whitewater
312 W. Whitewater Street, Whitewater, WI 53190

Areas Serviced

Per cleaning schedule in section three of RFP

Areas Not Serviced

- Exterior Windows
- Interior windows higher than door height.

Exterior



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- Seasonal cleaning
- Move-in and out cleans
- Construction cleanup
- Janitorial supplies
- Restroom supplies

It is strongly recommended a customized floor care program be implemented, including carpet care and hard floor care services, to maintain the appearance of your floors and prevent premature replacement of floor coverings.

All estimates for floor care services are based on current labor and supply costs. It is assumed that all heavy articles that a customer wishes floor services to be performed under will be removed by the customer prior to commencement of a floor care service and replaced by the customer following completion of our service.

Deodorization + Disinfection Services: ProKure1

Stratus Building Solutions, in partnership with ProKure 1, provides sanitation and deodorizing services utilizing safe ClO₂. Disinfecting services are great for high-traffic businesses, as well as those who service sensitive populations like clinics and daycares. Talk to us today about one-time or recurring services to keep your staff and clients safe all year long.



ProKure1 is the only patented chlorine dioxide (ClO₂) system designed for cleaning services. Not another bleach or harsh chemical, this fast-working, easy, low-cost system delivers superior odor and pathogen control on any size job, anywhere. No large equipment needed.

With ProKure1, you will get better results, be able to perform more types of odor and disinfection jobs, plus save time and eliminate the need for other products or heavy equipment.

Made in the U.S.A.

- Hospital grade disinfection and deodorization
- No harmful residues. Safe for people and materials
- Dye and fragrance free
- OMRI and EPA registered



Electrostatic Deodorization and Disinfection Services: Victory Innovations

Stratus Building Solutions provides special disinfection and deodorizing services utilizing the leading electrostatic application systems. These services are used with disinfectants for hospitals, schools, daycares, veterinary clinics, medical offices and other businesses. Disinfecting services are ideal for high-traffic businesses, or those who provide services to sensitive populations like clinics and hospitals. Avoid the spread of colds and flus all year long and inquire today about one-time or recurring disinfection services.



- Receive more effective disinfectant and odor control with less chemical use. Using electrostatic technology, surfaces are sanitized and/or deodorized using 65% less chemical than traditional methods.
- No area is too large or small for the Victory Innovations Electrostatic Sprayer. Portable and quick and effective application for most materials.
- Protect your staff and customers by asking today about an additional sanitation service schedule from Stratus Building Solutions.

Stratus Onboarding Process

Proposal

1

- After the initial appointment, a proposal will be drawn up to meet the requests and needs of your facility.
- The proposal will outline each area that will be cleaned, the frequency of each cleans and the pricing.

Review

2

- Client to review proposal and request any adjustments to types of services and frequency.
- Please take a moment to carefully review the contract and terms and conditions.

Signature

3

- Send confirmed proposal to your Stratus contact.
- We will set an approximate start date to begin services.
- If your incumbent company has a contract in place, confirm the exit plan and timeframe.

Walkthrough

4

- Your Service Provider will coordinate with you on the work schedule and frequency of services at your facility.
- If necessary, we can arrange for special services, like carpet cleaning or hard floor care at this time.
- Keys and access codes will need to be provided by the client.
- Both parties will exchange emergency contact information.

Service Begins

5

- Schedule initial clean with extra time considerations.
- Our operations team will conduct a quality audit after your initial clean to assure your needs are met.

Throughout Contract

6

- Recurring quality audits will be conducted by our operations team.
- Our services providers and operations team will be readily available to answer any questions and provide additional assistance as needed.
- We will provide a log book for your facility to ensure a clear record of communication between our Service Providers and your designated contact person.



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Service Agreement

This Service Agreement, dated **[DATE]**, is made between **M & R Cleaning Solutions, LLC** ("STRATUS of Milwaukee") and **City of Whitewater** ("CLIENT"). Both STRATUS Region and CLIENT agree that the STRATUS Region cleaning service will begin on **July 1, 2025** under the following terms and conditions.

1. CLIENT agrees to contract STRATUS Region to arrange for the performance of cleaning services according to the attached cleaning schedule. This Agreement is for twelve consecutive months without interruption. This Agreement will commence on the latter of the dates between the one designated on the signature page and the actual date services begin.
2. This Agreement is obtained by STRATUS Region for the performance by a STRATUS Franchisee who will comply with the terms and conditions of this agreement. The STRATUS Franchisee selected to service this CLIENT will be introduced prior to the start date of service.
3. The STRATUS Franchisee has successfully completed the STRATUS Brand Certification Program and carries all required certifications and insurance. The insurance carried by the STRATUS Franchisee names the CLIENT as an additionally insured.
4. Six of the nationally recognized holidays have been taken into consideration during the calculation of this proposal. These include New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day. If work is performed on these days, additional charges may apply.
5. STRATUS Region will invoice CLIENT on the first day of each month, and CLIENT agrees to pay STRATUS Region the amount that is due and owed under the terms of this Agreement by the 10th of the month. Late payments will incur service and finance charges. In the event of default on payment, CLIENT agrees to pay any costs for collection and/or attorney fees incurred by STRATUS Region and/or STRATUS Franchisee.
6. This Agreement may be terminated for non-performance only, and the Client must give the STRATUS Region and STRATUS Franchisee written notice, specifying in detail, the nature of any defect in performance. STRATUS Region and STRATUS Franchisee shall have thirty (30) days to cure specified defects. If the specified defects have not been cured at the end of the thirtieth (30) day, the Client shall notify STRATUS Region and STRATUS Franchisee in writing of failure to cure, and the agreement shall terminate thirty (30) days from date of said notice. All written notices must be timely and via certified mail.
7. CLIENT agrees to verbally notify STRATUS Region and STRATUS Franchisee of any non-performance issues, in detail, prior to written notification.
8. CLIENT agrees that during the term of this Agreement and within ninety (90) days after the termination of this agreement, they will not employ directly or indirectly any employees, agent representatives or franchisees associated with the STRATUS system.



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9. This Agreement is for a term of three (3) years, and shall automatically renew on the anniversary date, with the same terms and conditions, unless either party shall give written notice of termination, at least sixty (60) days, but no more than ninety (90) days prior to said anniversary date.

10. Subsequent to the first anniversary of this Agreement, the price of this Agreement may be increased commensurately with any increase in the federal consumer price index. The STRATUS Franchisee STRATUS Region will notify CLIENT of any increase at least 30 days prior to said increase.

11. Upon acceptance of the Agreement by STRATUS Franchisee, STRATUS Region may assign this Agreement to STRATUS Franchisee for performance of the cleaning services hereunder, but STRATUS Region may retain the right for billing and collection on behalf of STRATUS Franchisee.

Client Name: _____

Client Signature: _____

Client Title: _____

Date Signed: _____



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Our Agreement Current Service

Both STRATUS Region and CLIENT do agree to all terms, conditions, cleaning schedule and pricing as outlined in this Agreement. Stratus will provide all the necessary cleaning chemicals and equipment. CLIENT will provide all paper products, hand soap and replacement liners for trash receptacles.

Service provided: **Irvin L Young Library (5x week)**
Cravath Lakefront Bldg (2x week)
Armory (3x week)
Starin Park (3x week)
City Hall (5x week)
Innovation Center (5x week)

Monthly Janitorial Billing:	Irvin L Young Library	\$3,695
	Cravath Lakefront Bldg	\$595
	Armory	\$2,195
	Starin Park	\$1,795
	City Hall	\$9,995
	Innovation Center	\$4,995

Total Monthly Billing **\$23,720**

****Note/Payment Option: Forms of payments such as credit cards will be at 5% per month added.**

Service Address:

City of Whitewater
312 W. Whitewater Street, Whitewater, WI 53190

CLIENT

STRATUS MILWAUKEE

By: _____

By: _____

Title: _____

Title: _____



1100 Commerce Drive #113
Mount Pleasant, WI 53406
262-456-2930

Date: _____

Date: _____

Approximate Start Date: _____

This proposal assumes that if it is granted, all parties will work together to maintain a mutually agreeable cleaning solution. We reserve the right to withdraw this proposal if it is not accepted within 30 days.



M&R Cleaning Solutions, LLC
1100 Commerce Drive Suite 113
Racine, Wisconsin 53406



About us:

We are M&R Cleaning Solutions, DBA Stratus Building Solutions of Milwaukee.

Franchise Model:

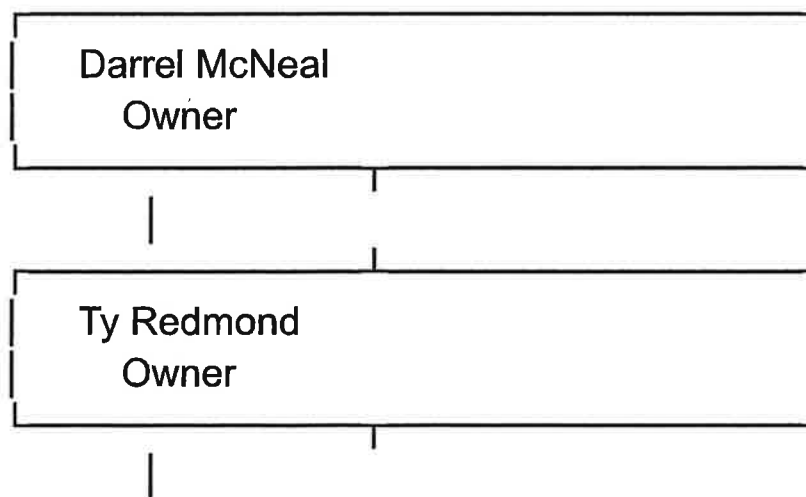
Stratus Building Solutions operates primarily through a franchise model, empowering individuals to provide high-quality cleaning services in their local areas. Stratus began in 2006 and is headquartered in Hollywood, California. Our HQ provides corporate support for all respective franchises such as ours. We currently have over 30 franchises under Stratus Building Solutions of Milwaukee. Our franchises have a passion for cleaning and are always trying to expand on their services. Our franchises range in size from 1 person to a team of 15. Our business model truly embodies Equal Opportunity.

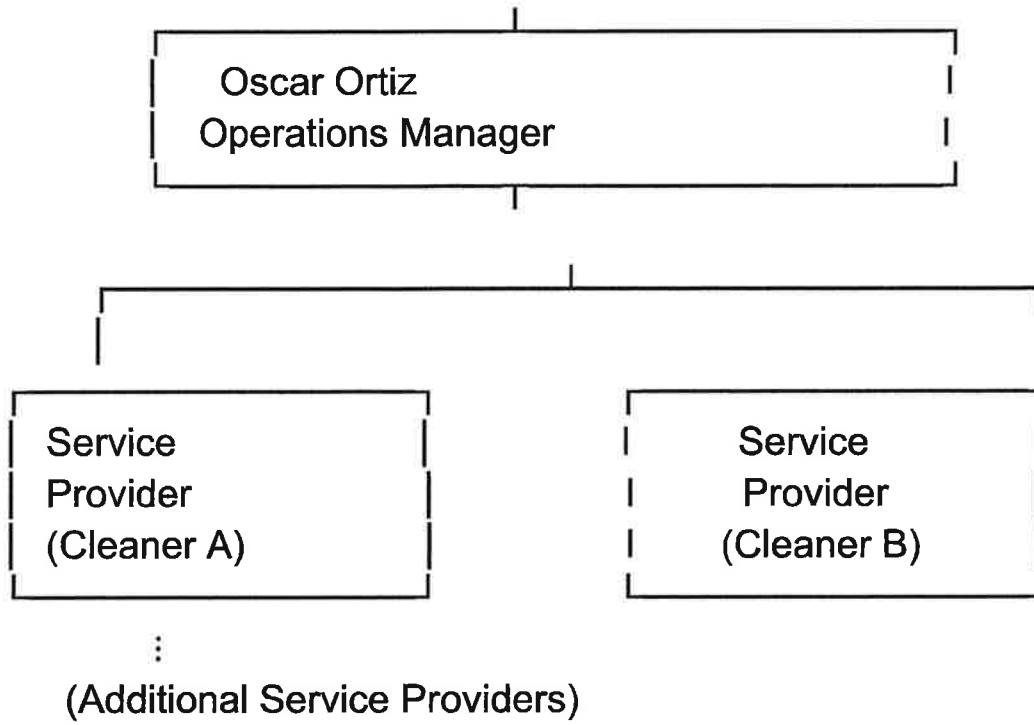
Ownership:

Stratus Building Solutions is locally owned and operated by Ty Redmond and Darrel McNeal. We have been servicing Milwaukee, Kenosha, Waukesha, Racine, Walworth, Ozaukee, Jefferson, and Washington counties since 2023. Stratus Building Solutions was formed in 2006 and has over 80 locations throughout the United States and Canada.

Ty Redmond was born and raised in Racine, Wisconsin and is a proud college graduate of Wisconsin-Whitewater in 1999. Prior to Stratus, Ty had a career in sales in Chicago, and was a principal of a charter school in New York City for twelve years. He brings discipline and a no excuse attitude as a former principal.

Darrel McNeal was born and raised in Racine, Wisconsin and is also a proud college graduate of Wisconsin-Whitewater in 2000. Prior to Straus, Darrel had over a twenty year career in sales servicing companies ranging from small businesses to Fortune 500. He brings an attentive ear and prides himself as being a problem solver and nurturer.







Our Mission:

Stratus Building Solutions' mission is to provide environmentally responsible and health-conscious commercial cleaning services. We aim to offer the most comprehensive green janitorial services in the industry, helping businesses create a cleaner, healthier environment for their customers and employees. We achieve this through state-of-the-art equipment, sustainable processes, and Green Seal Certified cleaning chemicals.

Key aspects of Stratus Building Solutions' mission:

Green Commercial Cleaning:

Stratus prioritizes environmentally friendly cleaning practices using Green Seal-certified chemicals and sustainable processes.

Health-Conscious Cleaning:

Stratus focuses on creating healthier environments by utilizing allergy-reducing HEPA filters, UV-C light, and microfibers to reduce chemical use.

Comprehensive Janitorial Services:

We offer a wide range of cleaning services, including commercial cleaning, janitorial services, post-construction cleaning, and more.

Customer Satisfaction:

We emphasize consistent quality audits and customer satisfaction reviews to ensure their clients' needs are met.



Operational Plan:

Service Execution Plan and Quality Assurance Protocol

Upon finalizing our dedicated and qualified cleaning team, we will hold a series of preparatory meetings before the initial cleaning on **August 1**. These meetings will ensure:

- **Clarity of Daily Service Expectations:** A clear outline of daily cleaning tasks and client-specific requirements.
- **Defined Products and Equipment:** Full transparency regarding the chemicals and equipment to be used.

Ongoing Communication

- We will initiate **weekly meetings** with **Kevin and/or the maintenance team** to review performance, address concerns,

and implement feedback.

- As consistency and satisfaction increase, these meetings will transition to **bi-weekly**, and eventually **monthly** check-ins.

Quality Control and Accountability

- A **Stratus office representative** will conduct **routine site visits** to uphold service excellence.
- Each visit will include a **50-point inspection**, rating every aspect of the cleaning service.
 - Inspections are conducted in person.
 - Reports must be **signed off by a designated municipal employee** to ensure transparency and accountability.
- Any identified deficiencies will be reviewed with an actionable **remediation plan**.

Commitment to Continuous Improvement

- Our goal is to maintain **visibility, communication, and a supportive presence** throughout our engagement.
- Performance is regularly monitored and adjusted as needed to align with evolving expectations.
- Team members failing to meet compliance standards will receive:

- **Verbal or written warnings**
- **Fines**
- **Removal from the account**, if necessary
- **Backup personnel** are in place to ensure uninterrupted service continuity.

Investment in Equipment for Enhanced Cleaning Performance

To enhance the quality and efficiency of our cleaning services, we are investing in advanced equipment. This includes walk-behind floor scrubbers, iMops, wide-area vacuum cleaners, and handheld vacuum cleaners—each of which plays a critical role in delivering superior cleaning outcomes.

We will actively evaluate our cleaning results using these tools and assess their impact. Based on ongoing performance reviews, we will consider acquiring additional equipment as needed to maintain and exceed our standards of excellence.

GREEN CLEAN



STRATUS

BUILDING SOLUTIONS

GREEN CLEAN



Dilution Rate:
1-2 oz per gallon



ALL PURPOSE CLEANER



1

APPLICATIONS

Concrete Floors
Soak Tank Cleaning
Mop & Bucket Cleaning
Counter tops
Walls
Painted Surfaces
Soft Metals

FOR USE ON

Pressure Washing
Spray & Wipe
Hoods/Exhaust Fans
Engines
Equipment
Plastic / Vinyl

Maintenance Shops
Schools
Hotels / Motels
Transportation Hubs
Kitchens

Manufacturing
Automotive Dealers/Detailers
Health Clubs / Country Clubs
Hospitals / Nursing Homes



Dilution Rate:
1 quart per 5 gallons



FLOOR STRIPPER

20 : 1 Dilution

2

APPLICATIONS

Resilient Floors
Tile Floors
Paving Bricks
Ceramic Tile

FOR USE ON

Terrazzo Floors
Concrete Floors
Quarry Tile
Synthetic Gymnasium Floors



Do not dilute - RTU



FLOOR FINISH



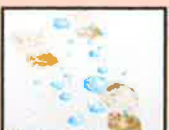
3

APPLICATIONS

Schools
Health Care
Commercial / Retail
Super Markets

FOR USE ON

Resilient Tiles
Terrazzo
Synthetic Flooring
Sealed Wood



Dilution Rate:
Variable
See directions



OXY-5 CLEANER



5

APPLICATIONS

Fabric
Laundry
Countertops

Upholstery
Walls
Tile

Carpet
Desktops
Showers



Dilution Rate:
1 oz per quart



GLASS CLEANER



7

APPLICATIONS

Windows
Glass
Mirrors
Plexiglas

FOR USE ON

Schools
Institutions
Health Clubs
Transportation Centers

Industry
Contractors
Nursing Homes

Offices
Hospitals



Dilution Rate:
Bowls: RTU
Sinks: 1-2 oz per quart



BATH & BOWL CLEANER



8

APPLICATIONS

Restrooms
Health Care
Country Clubs
Hotels & Motels
Municipalities
Hospitals

Showers Rooms
Manufacturing
Resorts
Health Clubs
Kitchens
Nursing Homes

FOR USE ON

Sinks
Countertops
Grout
Enameled metal

Bowls / Urinals
Fixtures
Tub & Shower Walls
Plexiglas



Dilution Rate:
Dilute as needed
See directions



CLEANER DEGREASER



10

APPLICATIONS

Concrete Floors
Spray & Wipe
Counter tops
Equipment
Soft Metals

FOR USE ON

Pressure Washing
Mop & Bucket Cleaning
Engines
Painted Surfaces
Plexiglas / Plastic / Vinyl

Glass / Fiberglass
Walls
Soak Tank Cleaning
Hoods / Exhaust Fans



STRATUS

BUILDING SOLUTIONS

1976 Innerbelt Business Center Dr.
St. Louis, MO 63114
PHONE: 314.731.2000 • TOLL-FREE: 877.731.2020
FAX: 314.731.2308

SECTION V- PROPOSAL FORM A

1. Performance Work Statement Exceptions

If the Vendor cannot provide all the services as specified in this Request for Proposal, please explain the exceptions below. If no explanation is given, it is agreed upon that the services/goods will be provided as specified in this Request for Proposal.

2. Addendum (s)

List Addendum Numbers you have received (if applicable) 1, _____, _____

3. Proposal Submittal Requirements

Proposers MUST complete and submit the following:

- Proposal Form A
- Proposer References
- All Proposal Requirements as listed in Section II.
- Acknowledgement of the Scope of Services in Section III.
- Acknowledgement of Staffing & Training requirements in Section IV.

4. Signatures

By signing below, Proposer represents to the City that Proposer has not made any changes to the RFP document as originally provided to Proposer by City and Proposer acknowledges and agrees that no changes to the Proposal documents will be effective unless expressly approved in writing by City.

Proposer hereby certifies that the proposal has been made without any connection with any other Proposer and is in all respects fair and without collusion or fraud, and it is made with the understanding that no elected officer or any employee of the City is interested therein, directly or indirectly, unless otherwise stated.

Having carefully examined the Scope of Services and requirements, it is stated that the undersigned has full authority to make and execute an agreement with the City.

Company MJR Cleaning Solutions, LLC DBA Stratus Milwaukee

Address 1100 Commerce Dr #113 Racine, WI 53406

Street
(262) 977-5287

Telephone

City State Zip Code
Jmoneal@stratusclean.com

Email Address

[Signature]
Signature

5/8/25

Date

Darrel McNeal owner

Typed Name and Title



Know Jesus.
Grow in His love.

12/13/2024

To Whom It May Concern,

It is my pleasure to write this letter of recommendation for Stratus Building Solutions of Milwaukee. As the principal of Beautiful Savior, I have had the privilege of working with their team to maintain the cleanliness and sanitation of our school, and I am thoroughly impressed by the outstanding service they provide.

Stratus Building Solutions consistently delivers exceptional results in maintaining the high standards we expect for our school environment. Their attention to detail and commitment to excellence ensure that our classrooms, hallways, and common areas are not only clean but also safe for our students and staff.

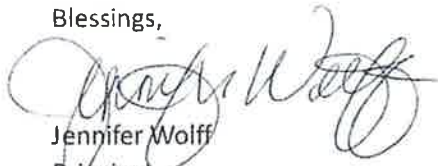
One of Stratus's key strengths is their responsiveness. Whether addressing a last-minute request, resolving a concern, or managing a special project, their team is consistently quick to act and thorough in their follow-through. They take a proactive approach, ensuring our school's needs are met seamlessly and efficiently. I often receive check in text messages, emails and visits from the owners of the company.

I can confidently say that the partnership we've built with Stratus has been one of mutual respect and understanding. Their professionalism and dedication have been instrumental in creating a clean, welcoming environment that fosters learning and growth.

I highly recommend Stratus Building Solutions of Milwaukee to any organization in need of reliable, high-quality cleaning services. Their exceptional performance and unwavering commitment to customer satisfaction make them an invaluable partner.

I would be happy to share my experience with you personally. Please feel free to contact me with any questions.

Blessings,



Jennifer Wolff
Principal
jwolff@bsl-school.org

1205 South East Avenue - Waukesha, Wisconsin 53186
262-542-2496 - www.beautifulsaviorwaukesha.org
A congregation of the Lutheran Church-Missouri Synod

Paige Lehr-Bogan

The Learning Experience
Franklin, WI

12/16/2024

To whom it may concern,

I write this letter of recommendation in favor of Stratus Building Solutions. We have been in partnership since May 2024, and I cannot say enough about the positive customer service that we have received. As someone who holds myself and others to high standards, I have been pleased with the services provided. The business partners are extremely reliable and quick to respond in times of necessary communication. Whenever a need arises, they jump to a resolution in a timely manner. The staff they have to complete the cleaning have been professional and reliable. When I was transferred to a new location, I made sure to contract with them in my new building because I knew I would receive exceptional care. I look forward to the continued partnership with Stratus.

Sincerely,

Paige Lehr-Bogan

Executive Center Director



Address: 5509B Durand Avenue, Racine WI | **Phone:** (262)-456-1758

Heather Bennett
Owner, WRTS Racine County
5509 Durand Ave. Ste. B
Mt. Pleasant, WI 53406
(262) 456-1758

To Whom It May Concern,

I am pleased to recommend Stratus Building Solutions of Milwaukee for their exceptional cleaning services. As the owner of WRTS Racine County, I have been consistently impressed by their professionalism, attention to detail, and commitment to excellence.

From day one, Stratus has delivered top-notch results, keeping our facility spotless and welcoming for customers and staff. Their team is reliable, responsive, and always willing to accommodate our needs, going above and beyond to ensure our satisfaction.

Stratus has become a trusted partner in maintaining our high standards, and I confidently recommend them to any business seeking dependable and high-quality cleaning services.

If you have any questions, feel free to contact me at getupllc45@gmail.com.

Sincerely,

Heather Bennett
Owner, WRTS Racine County

