



Westchester Community College

State University of New York

35774

August 29, 2013

To: Board of Acquisition and Contract

From: Joseph N. Hankin
President, Westchester Community College

Re: **Authorization for the County of Westchester, acting by and through Westchester Community College (the "College"), to enter into an agreement with the New York State Industries for the Disabled ("NYSID") for janitorial services at the White Plains Center for the Arts for the three (3) year period September 1, 2013 to August 31, 2016, in an amount not to exceed \$72,593.64 in the first year of the agreement, subject to annual adjustments based upon the increase in both the Consumer Price Index and the NYS Prevailing Wage Schedules, payable pursuant to an approved budget for a total amount not to exceed \$226,414.92, and subject to appropriations; to approve Jawonio, Inc. as a subcontractor; and to exempt NYSID from the County's Performance and Payment Bond requirement**

Authorization is hereby requested for the County of Westchester (the "County"), acting by and through Westchester Community College (the "College"), to enter into an agreement with the New York State Industries for the Disabled ("NYSID") for janitorial services at the White Plains Center for the Arts for the three (3) year period September 1, 2013 to August 31, 2016, in an amount not to exceed \$72,593.64 in the first year of the agreement, subject to annual adjustments based upon the increase in both the Consumer Price Index and the NYS Prevailing Wage Schedules, payable pursuant to an approved budget for a total amount not to exceed \$226,414.92, and subject to appropriations; to approve Jawonio, Inc. as a subcontractor; and to exempt NYSID from the County's Performance and Payment Bond requirement.

All work shall be payable in accordance with the approved budget which is annexed hereto and made a part hereof as Schedule "A".

The State of New York enacted legislation (New York State Finance Law § 162) which not only exempts the procurement of certain products and services from

competitive procurement provisions, but also requires the County to give designated preferred sources an opportunity to provide these commodities or services. The exemption applies to the provision of janitorial services and NYSID is a preferred source.

NYSID is a non-profit organization established in 1976 by the New York State Commissioner of Education to act as the central coordinator for member organizations, which serve people with disabilities by making those organizations eligible for State contracts as preferred providers. As of today, approximately one hundred twenty five (125) organizations are certified for NYSID membership, and Jawonio, Inc. is such a member agency.

In accordance with, and pursuant to the provisions contained in State Finance Law § 162, the County notified NYSID describing the requirements of this contract, and NYSID submitted a notice of intent within the requisite ten (10) days to provide the services. The County has reviewed the information provided by NYSID and determined that the services are available in the "form, function and utility" required by the County.

Pursuant to State Finance Law § 162, the Commissioner of the New York State Office of General Services ("OGS") sets the fair market price for services and determines whether a proposed price is within fifteen percent (15%) of the fair market price. The County must utilize that preferred provider as long as the price for the services does not exceed fifteen percent (15%) of the fair market price for such services as determined by OGS. Pursuant to State Finance Law § 162, OGS has approved the price herein and has determined that the fee to be paid under this contract is reasonable based on the applicable Prevailing Wage Schedule as set by the New York State Commissioner of Labor and taking into account the provisions of the Westchester County Living Wage Law.

NYSID will perform the janitorial services by utilizing Jawonio, Inc. as a subcontractor. The utilization of this subcontractor, and the population it serves, individuals with disabilities, is precisely the arrangement that was envisioned when NYSID was set up and the preferred source procurement was adopted.

NYSID has provided services to the County for a number of years and currently has other contracts with the County. Accordingly, authority is requested to eliminate the requirement that NYSID provide a Performance and Payment Bond.

This contract is in the public's best interest because it will enhance the upkeep, maintenance and cleanliness of the facilities of the College and promote the health, safety and general welfare of employees, students and the general public, thus addressing the County Executive's priority areas of Health and the Environment (HE) and Safety and Security (SS).

Accordingly, authorization to award the contract for janitorial services to NYSID is requested. I recommend approval of the attached resolution.

JNH:ar
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 09/19/2013 - JOMARY VIEIRA, SECRETARY

RESOLUTION

Upon a communication from the President, Westchester Community College; be it hereby

RESOLVED, that the County of Westchester (the "County"), acting by and through Westchester Community College (the "College"), is authorized to enter into an agreement with the New York State Industries for the Disabled ("NYSID") for janitorial services at the White Plains Center for the Arts for the three (3) year period September 1, 2013 to August 31, 2016, in an amount not to exceed \$72,593.64 in the first year of the agreement, subject to annual adjustments based upon the increase in both the Consumer Price Index and the NYS Prevailing Wage Schedules, payable pursuant to an approved budget for a total amount not to exceed \$226,414.92; and be it further

RESOLVED, that Lawonio, Inc. is approved as a subcontractor; and be it further

RESOLVED, that a Performance and Payment Bond will not be required based on NYSID's preferred source status and that NYSID has provided services to the County for a number of years and currently has other contracts with the County; and be it further

RESOLVED, that this Agreement is subject to County appropriations; and be it further

RESOLVED, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is authorized to execute any and all documents and to take such other action necessary to effectuate the purposes hereof.



New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet

Date Prepared: July 1, 2013 revised 7/16/2013
 Member Agency: Jawonio, Inc.
 Contracting Agency: Westchester Community College
 Service: Janitorial
 Location: WCC Center for the Arts, 196 Central Avenue, White Plains, NY 10606
 Contract Term: 9/1/2013-8/31/2014

DIRECT LABOR/UNIT COST:		COST		
Direct labor and (9) Holidays				
9/1/13	1728 HOURS	\$13.25 per hour	\$22,896.00	
7/1/14	352 HOURS	\$13.45 per hour	\$4,734.40	
	2080			\$27,630.40
Sick/Vacation 22 days				
9/1/13	144 HOURS	\$13.25 per hour	\$1,908.00	
1/1/14	32 HOURS	\$13.45 per hour	\$430.40	
	176			\$2,338.40
Article 9 Supplemental Benefits				
9/1/13	696 HOURS	\$4.25 per hour	\$2,958.00	
1/1/14	1384 HOURS	\$4.53 per hour	\$6,269.52	
	2080			\$9,227.52

FRINGE BENEFITS/DIRECT LABOR

Statutory Benefits			
FICA	6.20%		\$2,430.17
MEDICARE	1.45%		\$568.35
WORKERS COMPENSATION	7.68%		\$3,010.28
LT DISABILITY	1.00%		\$391.96
ST DISABILITY	1.75%		\$685.94
Metropolitan Commuter Transportation Mobility Tax	0.34%		\$133.27
			\$7,219.96

Periodic Services: stripping, waxing, polishing, carpet cleaning, etc.			
Periodic Services	2 times a year	4 nights/occurrence	\$297.20 per night
			\$2,377.60

(Includes supplies and labor) see separate periodics cost analysis

SUPERVISION : non- working		
52 HOURS	\$22.50 per hour	\$1,170.00

SUPERVISION FRINGES			
FICA	6.20%		
MEDICARE	1.45%		
WORKERS COMP INS	7.68%		
LT DISABILITY	1.00%		
ST DISABILITY	1.75%		
MTA TAX	0.34%		
MEDICAL/PENSION/OTHER INSURANCE	16.58%		
	35.00%		\$409.50

III. INSURANCE

A. Comprehensive General Liability	\$1,175.89
B. Comprehensive Vehicle Liability	
C. Other	

EQUIPMENT AMORTIZATION

DESCRIPTION OF EQUIPMENT		(Original Cost Minus Salvage Value) divided by # of years of useful life = Prorated Annual Amount		
		Original Cost	Useful Life/Yrs	Prorated Annual \$
21" Troubleshooter 1500 HP Hi-speed burnisher	1	\$1,000.00 divided by	3.00	\$333.33
Back pack Pro Team SCM1282	1	\$400.00 divided by	2.00	\$200.00
Upright vacuum Sanitane SC684	1	\$200.00 divided by	1.00	\$200.00
Janitors Cart	1	\$165.00 divided by	3.00	\$55.00

Total Equipment Amortization

\$788.33



New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet

revised 7/16/2013

Date Prepared: July 1, 2013
 Member Agency: Jawonio, Inc.
 Contracting Agency: Westchester Community College
 Service: Janitorial
 Location: WCC Center for the Arts, 196 Central Avenue, White Plains, NY 10606
 Contract Term: 9/1/2013-8/31/2014

SUPPLIES AND NON-AMORTIZED EQUIPMENT
DESCRIPTION

DESCRIPTION	per month		
	cases	\$ per case	
Washroom cleaner RTD	6	52.26	\$313.56
APC rtd 370	5	28.47	\$142.35
Glass cleaner RTD #2	3	50.96	\$152.88
MM RTD #33	3	31.83	\$95.49
Hand Soap Solution Green	4	37.43	\$149.72
Floor Soap RTD #5	5	73.71	\$368.55
R J8 Tile Restor	4	50.30	\$201.20
Yellow Dust Cloth	2	39.39	\$78.78
Spray Buff	1	35.28	\$35.28
RTD Hook Up	2	23.92	\$47.84
Caution Wet Signs	1	77.00	\$77.00
Blue Loop Mop	1	104.04	\$104.04
Premium Polish	1	43.60	\$43.60
SLS Cleaner	1	54.37	\$54.37
Percolator Stain Remover	1	85.50	\$85.50
Large Latex Gloves	4	71.72	\$286.88
Terry Cloths 50 lbs.	1	122.16	\$122.16
Angle Broom Jumbo Polly	3	11.17	\$33.51
Liners 30X37 Cleaner	60	31.95	\$1,917.00
Liners 40X48 Cleaner	36	34.57	\$1,244.52
Center Pull paper towels		44.00	\$0.00
Ext. Duster	2	13.15	\$26.30
Mop Bucket Combo	2	58.30	\$116.60
Kimberly Clark 07006 Jr toilet tissue,		34.00	\$0.00
G-force #72 APCE (green)		74.62	\$0.00
Brute Container 44Gal	2	\$63.13	\$126.26
Brute Caddy Bag Yellow	2	31.74	\$63.48
mopheads med blue		38.00	\$0.00
Gripper Mop Handle	3	17.28	\$51.84
Plunger w/ Handle	1	1.89	\$1.89
Lobby Dust Pan	2	7.72	\$15.44
Lobby Corner Broom	2	4.33	\$8.66
Spray Bottles	6	0.91	\$5.46
Spray Trigger	6	0.48	\$2.88
1080 Roll Towels	3	91.20	\$273.60
1638S Roll tissue	18	47.50	\$855.00
Big fold C-Folds 20886	25	50.31	\$1,257.75
			\$0.00
			\$0.00

Total Supplies and Non-Amortized Equipment

\$6,359.39

ADMINISTRATIVE OVERHEAD

\$9,104.55

SUBTOTAL

\$69,801.54

NYSID 4% FEE

\$2,792.06

TOTAL COST OF CONTRACT per year
 per month \$6,049.47 = \$72,593.64/yr

\$72,593.61

COMMENTS:

Projected labor costing based upon tentative 32BJ collective bargaining agreement
 DIRECT LABOR IN CUMULATIVE HOURS DUE TO VARYING HOURS/DAYS IN A 40 HOUR WEEK

Submit this signed cost analysis via E-mail, mail or fax along with the Service Application and Renewal Form to:
 (if sent via e-mail, please fax or mail a signed copy)
 Mail: New York State Industries for the Disabled, Inc. Fax: 518-455-0317
 ATTN: Melissa Lieberman Phone: 518-463-9706
 155 Washington Avenue, Suite 400
 Albany, NY 12210
 Authorized Signature: Sheri Muth M.Ed., CRC
 Printed Name: Sheri Muth M.Ed., CRC
 Job Title: Division Director of Employment & Day Services
 Date: 7/16/2013

New York State Industries for the Disabled, Inc. Service Cost Analysis Sheet

Date Prepared: July 1, 2013
 Member Agency: Jawonio
 Contracting Agency: WCC Center for the Arts - 196 Central Ave, White Plains
 Service: Jawonio Periodics cost analysis cost per night 2013/14 225 work days

DIRECT LABOR/UNIT COST:	AMOUNT:	COST		
two workers - 8 hours labor/night	hours per night divided by the wage/benefit changes during the year.			
9/1/13	7 hrs per night	\$13.25	per hour	\$92.75
vac/sick	0.15 hrs per night	\$13.25	per hour	\$1.89
7/1/14	1 hrs per night	\$13.45	per hour	\$13.45
vac/sick	0.05 hrs per night	\$13.45	per hour	\$0.67
				\$108.86

sept=june 83%
july & aug 17%

Article 9 Supplemental Benefits				
9/1/13	1 hrs per night	\$4.25	per hour	\$4.25
7/1/14	3 hrs per night	\$4.53	per hour	\$13.59
9/1/13	1 hrs per night	\$2.10	per hour	\$2.10
7/1/14	3 hrs per night	\$2.28	per hour	\$6.84
				\$26.78

FRINGE BENEFITS/DIRECT LABOR

Statutory Benefits			
FICA	6.20%		\$8.41
MEDICARE	1.45%		\$1.97
WORKERS COMPENSATION	7.88%		\$10.42
LT DISABILITY	1.00%		\$1.36
ST DISABILITY	1.75%		\$2.37
Metropolitan Commuter Transportation Mobility Tax	0.34%		\$0.46
			\$24.98

SUPERVISION : Indirect labor

1 supervisor	4 hrs per night	\$17.75	per hour	\$71.00
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SUPERVISION FRINGES

FICA	6.20%		
MEDICARE	1.45%		
WORKERS COMP INS	7.68%		
LT DISABILITY	1.00%		
ST DISABILITY	1.75%		
MTA TAX	0.34%		
MEDICAL/PENSION/OTHER INSURANCE	16.58%		
	35.00%		\$24.85

INSURANCE

A. Comprehensive General Liability				\$5.40
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EQUIPMENT AMORTIZATION

(Original Cost Minus Salvage Value) divided by # of years of useful life = Prorated Annual Amount

DESCRIPTION OF EQUIPMENT	Original Cost	Useful Life/Yrs	Prorated Annual \$	
vacuum Sanitaire SC684	\$200	divided by 1.00	\$200.00	\$0.89
Aimovers (3) CLARKE...	\$1,260	divided by 3.00	\$420.00	\$1.87
Wet/Vac with Scueegee Summit 20, model #905-6714-0	\$875	divided by 2.00	\$437.50	\$2.17
Trooper 1500 Shampooer	\$1,900	divided by 2.00	\$950.00	\$4.22
17" LeBoy Swing machine Viper, model # VN1715	\$900	divided by 2.00	\$450.00	\$2.00

Total Equipment Amortization

\$11.14

EQUIPMENT OPERATING COSTS

A. Gas/Oil 196 Central Ave, White Plain:	28.7 miles	0.565 reimb rate	\$16.22
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SUPPLIES AND NON-AMORTIZED EQUIPMENT

DESCRIPTION	no paper or liners, cost per pt # pail/per year			
Stripper 5 gallon	\$87	8	\$696	\$3.09
Wax 5 gallon	\$76	8	\$608	\$2.70
Shampoo 4 gallon	\$49	10	\$490	\$2.18
				\$7.97

SUBTOTAL

\$297.20

PER NIGHT COST OF PERIODIC SERVICES

\$297.20



New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet

Date Prepared: Revised March 5, 2013 revised 7/16/2013
 Member Agency: Jawonio, Inc.
 Contracting Agency: Westchester Community College
 Service: Janitorial
 Location: WCC Center for the Arts, 198 Central Avenue, White Plains, NY 10606
 Contract Term: 9/1/2014-8/31/2016

DIRECT LABOR/UNIT COST:		AMOUNT:	COST	
Direct labor and (9) Holidays				
9/1/14	176 HOURS		\$13.45 per hour	\$2,367.20
10/1/14	1560 HOURS		\$13.65 per hour	\$21,294.00
7/1/15	352 HOURS		\$13.85 per hour	\$4,875.20
	2088			\$28,536.40
Sick/Vacation 22 days				
9/1/14	14.4 HOURS		\$13.45 per hour	\$193.68
10/1/14	132 HOURS		\$13.65 per hour	\$1,801.80
7/1/15	29.6 HOURS		\$13.85 per hour	\$409.96
	176			\$2,405.44
Article 9 Supplemental Benefits				
9/1/14	704 hrs/day	129 days	\$4.53 per hour	\$3,189.12
1/1/15	1384 hrs/day	132 days	\$4.98 per hour	\$6,892.32
	2088			\$10,081.44

FRINGE BENEFITS/DIRECT LABOR

Statutory Benefits			
FICA	8.20%		\$2,543.44
MEDICARE	1.45%		\$594.84
WORKERS COMPENSATION	7.68%		\$3,150.59
LT DISABILITY	1.00%		\$410.23
ST DISABILITY	1.75%		\$717.91
Metropolitan Commuter Transportation Mobility Tax	0.34%		\$139.48
			\$7,556.49

Periodic Services: stripping, waxing, polishing, carpet cleaning, etc.

Periodic Services	2 times a year	4 nights/occurrence	\$306.44 per night	\$2,451.52
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(Includes supplies and labor) see separate periodics cost analysis

SUPERVISION : non-working

52 HOURS		\$23.15 per hour	\$1,203.80
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SUPERVISION FRINGES

FICA	6.20%		
MEDICARE	1.45%		
WORKERS COMP INS	7.68%		
LT DISABILITY	1.00%		
ST DISABILITY	1.75%		
MTA TAX	0.34%		
MEDICAL/PENSION/OTHER INSURANCE	15.58%		
	35.00%		\$421.33

III. INSURANCE

A. Comprehensive General Liability		\$1,230.70
B. Comprehensive Vehicle Liability		
C. Other		

EQUIPMENT AMORTIZATION

DESCRIPTION OF EQUIPMENT		Original Cost	Useful Life/Yrs	Prorated Annual \$
21" Troubleshooter 1500 HP HF-speed burnisher	1	\$1,000.00 divided by	3.00	\$333.33
Back pack Pro Team SCM1282	1	\$400.00 divided by	2.00	\$200.00
Upright vacuum Sanitarie SC684	1	\$200.00 divided by	1.00	\$200.00
Janitors Cart	1	\$165.00 divided by	3.00	\$55.00

Total Equipment Amortization

\$788.33



New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet

Date Prepared: Revised March 5, 2013
 Member Agency: Jawonio, Inc.
 Contracting Agency: Westchester Community College
 Service: Janitorial
 Location: WCC Center for the Arts, 198 Central Avenue, White Plains, NY 10506
 Contract Term: 9/1/2014-8/31/2015

revised 7/16/2013

SUPPLIES AND NON-AMORTIZED EQUIPMENT
DESCRIPTION

	per month		
	cases	\$ per case	
Washroom cleaner RTD	6	52.26	\$313.56
APC rtd 370	5	28.47	\$142.35
Glass cleaner RTD #2	3	50.96	\$152.88
MM RTD #33	3	31.83	\$95.49
Hand Soap Solution Green	4	37.43	\$149.72
Floor Soap RTD #5	5	73.71	\$368.55
R JB Tile Restor	4	50.30	\$201.20
Yellow Dust Cloth	2	39.39	\$78.78
Spray Buff	1	35.28	\$35.28
RTD Hook Up	2	23.92	\$47.84
Caution Wet Signs	1	77.00	\$77.00
Blue Loop Mop	1	104.04	\$104.04
Premium Polish	1	43.60	\$43.60
SLS Cleaner	1	54.37	\$54.37
Percolator Stain Remover	1	85.50	\$85.50
Large Latex Gloves	4	71.72	\$286.88
Terry Cloths 50 lbs.	1	122.16	\$122.16
Angle Broom Jumbo Polly	3	11.17	\$33.51
Liners 30X37 Cleaner	60	31.95	\$1,917.00
Liners 40X48 Cleaner	36	34.57	\$1,244.52
Center Pull paper towels		44.00	\$0.00
Ext. Duster	2	13.15	\$26.30
Mop Bucket Combo	2	58.30	\$116.60
Kimberly Clark 07006 Jr toilet tissue.		34.00	\$0.00
G-force #72 APCE (green)		74.62	\$0.00
Brute Container 44Gal	2	\$63.13	\$126.26
Brute Caddy Bag Yellow	2	31.74	\$63.48
mopheads med blue		38.00	\$0.00
Gripper Mop Handle	3	17.28	\$51.84
Plunger w/ Handle	1	1.89	\$1.89
Lobby Dust Pan	2	7.72	\$15.44
Lobby Corner Broom	2	4.33	\$8.66
Spray Bottles	6	0.91	\$5.48
Spray Trigger	3	0.48	\$2.88
1080 Roll Towels	3	91.20	\$273.60
1638S Roll tissue	18	47.50	\$855.00
Big fold C-Folds 20888	25	50.31	\$1,257.75
			\$0.00
			\$0.00

Total Supplies and Non-Amortized Equipment
CPI (YR 2) 0.028

\$8,359.39
\$234.06

ADMINISTRATIVE OVERHEAD

\$9,490.34

SUBTOTAL

\$72,759.24

NYSID 4% FEE

\$2,910.37

TOTAL COST OF CONTRACT per year

per month \$6,305.80 = \$75,669.60

\$75,669.61

COMMENTS:

DIRECT LABOR IN CUMULATIVE HOURS DUE TO VARYING HOURS/DAYS IN A 40 HOUR WEEK

Submit this signed cost analysis via E-mail, mail or fax along with the Service Application and Renewal Form to:
 (If sent via e-mail, please fax or mail a signed copy)

Mail: New York State Industries for the Disabled, Inc. mliberman@nysid.org Fax: 518-455-0317
 ATTN: Melissa Lieberman Phone: 518-463-9708
 155 Washington Avenue, Suite 400
 Albany, NY 12210

Authorized Signature: Sheri Muth M.Ed., CRC
 Printed Name: Sheri Muth M.Ed., CRC
 Job Title: Division Director of Employment & Day Services
 Date: 7/16/2013

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc. Service Cost Analysis Sheet

Date Prepared: July 1, 2013
 Member Agency: Jawonio
 Contracting Agency: WCC Center for the Arts - 156 Central Ave, White Plains
 Service: Jawonio Periodics cost analysis cost per night 2014/15 225 work days

DIRECT LABOR/UNIT COST:	AMOUNT:	COST	
two workers - 8 hours labor/night - hours per night divided by the wage/benefit changes during the year.		\$13.45 per hour	\$8.07
9/1/14	0.6 hrs per night	\$13.45 per hour	\$0.27
vac/sick	0.02 hrs per night	\$13.65 per hour	\$81.90
10/1/14	6 hrs per night	\$13.65 per hour	\$2.05
vac/sick	0.15 hrs per night	\$13.85 per hour	\$19.39
7/1/15	1.4 hrs per night	\$13.85 per hour	\$0.42
vac/sick	0.03 hrs per night		\$112.09
Article 9 Supplemental Benefits			
9/1/14	1 hrs per night	\$4.53 per hour	\$4.53
1/1/15	3 hrs per night	\$4.58 per hour	\$14.94
9/1/14	1 hrs per night	\$2.28 per hour	\$2.28
1/1/15	3 hrs per night	\$2.56 per hour	\$7.68
			\$29.43

FRINGE BENEFITS/DIRECT LABOR

Statutory Benefits			\$8.77
FICA	6.20%		\$2.05
MEDICARE	1.45%		\$10.87
WORKERS COMPENSATION	7.68%		\$1.42
LT DISABILITY	1.00%		\$2.48
ST DISABILITY	1.75%		\$0.48
Metropolitan Commuter Transportation Mobility Tax	0.34%		\$26.07

SUPERVISION : Indirect labor

1 supervisor	4 hrs per night	\$18.10 per hour	\$72.40
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SUPERVISION FRINGES

FICA	6.20%		
MEDICARE	1.45%		
WORKERS COMP INS	7.68%		
LT DISABILITY	1.00%		
ST DISABILITY	1.75%		
MTA TAX	0.34%		
MEDICAL/PENSION/OTHER INSURANCE	16.58%		\$25.34
	35.00%		

INSURANCE

A. Comprehensive General Liability			\$5.53
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EQUIPMENT AMORTIZATION

(Original Cost Minus Salvage Value) divided by # of years of useful life = Prorated Annual Amount

DESCRIPTION OF EQUIPMENT	Original Cost	Useful Life/Yrs	Prorated Annual \$	
vacuum Sanitaire SC684	\$700	divided by 1.00	\$200.00	\$0.89
Airmovers (3) CLARKE	\$1,260	divided by 3.00	\$420.00	\$1.87
Wet/Vac with Squeeze Summit 20, model #905-8714-010	\$975	divided by 2.00	\$487.50	\$2.17
Trooper 1500 Shampooer	\$1,900	divided by 2.00	\$950.00	\$4.22
17" LoBoy Swing machine Viper, model # VN1715	\$900	divided by 2.00	\$450.00	\$2.00

Total Equipment Amortization

\$11.14

EQUIPMENT OPERATING COSTS

A. Gas/Oil 196 Central Ave, White Plains	28.7 miles	0.565 reimb rate	\$16.22
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SUPPLIES AND NON-AMORTIZED EQUIPMENT

DESCRIPTION	no paper or liners, cost per pail # pail/per year			
Stripper 5 gallon	\$87	8	\$696	\$3.09
Wax 5 gallon	\$76	8	\$608	\$2.70
Shampoo 4 gallon	\$49	10	\$490	\$2.18
CPI year 2	3.00%			\$0.24

PER NIGHT COST OF PERIODIC SERVICES

\$306.44



New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet

Date Prepared: July 1, 2013 revised 7/16/2013
 Member Agency: Jawonio, Inc.
 Contracting Agency: Westchester Community College
 Service: Janitorial
 Location: WCC Center for the Arts, 198 Central Avenue, White Plains, NY 10608
 Contract Term: 9/1/2015-8/31/2016

DIRECT LABOR/UNIT COST:		AMOUNT:	COST
Direct labor and Holidays			
	LEAP YEAR		
9/1/15	176 HOURS	\$13.85 per hour	\$2,437.60
10/1/15	1920 HOURS	\$14.10 per hour	\$27,072.00
	0 HOURS	per hour	\$0.00
	2096		\$29,509.60
Sick/Vacation 22 DAYS			
9/1/15	14.4 HOURS	\$13.85 per hour	\$199.44
10/15/15	161.6 HOURS	\$14.10 per hour	\$2,278.56
	0 HOURS	per hour	\$0.00
	176		\$2,478.00
Article 9 Supplemental Benefits			
9/1/15	2096 hrs/day	\$4.98 per hour	\$10,438.08
	0 hrs/day	\$4.98 per hour	\$0.00
	2096		\$10,438.08

FRINGE BENEFITS/DIRECT LABOR

Statutory Benefits			
FICA	6.20%		\$2,630.39
MEDICARE	1.45%		\$615.17
WORKERS COMPENSATION	7.68%		\$3,258.29
LT DISABILITY	1.00%		\$424.26
ST DISABILITY	1.75%		\$742.45
Metropolitan Commuter Transportation Mobility Tax	0.34%		\$144.25
			\$7,814.81

Periodic Services: stripping, waxing, polishing, carpet cleaning, etc.

Periodic Services	2 times a year	4 nights/occurrence	\$313.63 per night	\$2,509.04
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(Includes supplies and labor) see separate periodic cost analysis

SUPERVISION : non- working

52 HOURS	\$24.21 per hour	\$1,259.92
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SUPERVISION FRINGES

FICA	6.20%		
MEDICARE	1.45%		
WORKERS COMP INS	7.68%		
LT DISABILITY	1.00%		
ST DISABILITY	1.75%		
MTA TAX	0.34%		
MEDICAL/PENSION/OTHER INSURANCE	16.58%		
	35.00%		\$440.62

III. INSURANCE

A. Comprehensive General Liability	\$1,272.77
B. Comprehensive Vehicle Liability	
C. Other	

EQUIPMENT AMORTIZATION

(Original Cost Minus Salvage Value) divided by # of years of useful life = Prorated Annual Amount

DESCRIPTION OF EQUIPMENT	Original Cost	Useful Life/Yrs	Prorated Annual \$
21" Troubleshooter 1500 HP Hi-speed burnisher	1 \$1,000.00 divided by	3.00	\$333.33
Back pack Pro Team SCM1282	1 \$400.00 divided by	2.00	\$200.00
Upright vacuum Sanitaire SC684	1 \$200.00 divided by	1.00	\$200.00
Janitors Cart	1 \$165.00 divided by	3.00	\$55.00

Total Equipment Amortization

\$788.33



New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet

Date Prepared: July 1, 2013 revised 7/16/2013
 Member Agency: Jewonio, Inc.
 Contracting Agency: Westchester Community College
 Service: Janitorial
 Location: WCC Center for the Arts, 198 Central Avenue, White Plains, NY 10606
 Contract Term: 9/1/2015-8/31/2016

SUPPLIES AND NON-AMORTIZED EQUIPMENT
DESCRIPTION

DESCRIPTION	per month			
	cases	\$ per case		
Washroom cleaner RTD	6	52.26		\$313.56
APC rtd 370	5	28.47		\$142.35
Glass cleaner RTD #2	3	50.98		\$152.88
MM RTD #33	3	31.83		\$95.49
Hand Soap Solution Green	4	37.43		\$149.72
Floor Soap RTD #5	5	73.71		\$368.55
R 18 Tile Restor	4	50.30		\$201.20
Yellow Dust Cloth	2	39.39		\$78.78
Spray Buff	1	35.28		\$35.28
RTD Hook Up	2	23.92		\$47.84
Caution Wet Signs	1	77.00		\$77.00
Blue Loop Mop	1	104.04		\$104.04
Premium Polish	1	43.60		\$43.60
SLS Cleaner	1	54.37		\$54.37
Perculator Stain Remover	1	85.50		\$85.50
Large Latex Gloves	4	71.72		\$286.88
Terry Cloths 50 lbs.	1	122.18		\$122.18
Angle Broom Jumbo Poly	3	11.17		\$33.51
Liners 30X37 Cleaner	60	31.95		\$1,917.00
Liners 40X48 Cleaner	38	34.57		\$1,244.52
Center Pull paper towels		44.00		\$0.00
Ext. Duster	2	13.15		\$26.30
Mop Bucket Combo	2	58.30		\$116.60
Kimberly Clark 07006 Jr toilet tissue		34.00		\$0.00
G-force #72 APCE (green)		74.62		\$0.00
Brute Container 44Gal	2	\$83.13		\$126.26
Brute Caddy Bag Yellow	2	31.74		\$63.48
mopheads med blue		38.00		\$0.00
Gripper Mop Handle	3	17.28		\$51.84
Pilnger w/ Handle	1	1.89		\$1.89
Lobby Dust Pan	2	7.72		\$15.44
Lobby Corner Broom	2	4.33		\$8.66
Spray Bottles	6	0.91		\$5.46
Spray Trigger	8	0.48		\$2.88
1080 Roll Towels	3	91.20		\$273.60
1836S Roll tissue	18	47.50		\$855.00
Big fold C-Folds 20886	25	50.31		\$1,257.75
				\$0.00

Total Supplies and Non-Amortized Equipment
 CPI (YR 2) 0.028
 CPI year 3 0.028

\$6,389.39
 \$234.08
 \$240.62

ADMINISTRATIVE OVERHEAD

\$9,801.64

SUBTOTAL

\$75,145.88

NYSID 4% FEE

\$3,005.84

TOTAL COST OF CONTRACT per year
 per month \$6,512.64 = \$78,151.68

\$78,151.72

COMMENTS:

Prevailing wage schedule only goes through 10/1/15

DIRECT LABOR IN CUMULATIVE HOURS DUE TO VARYING HOURS/DAYS IN A 40 HOUR WEEK

Submit this signed cost analysis via E-mail, mail or fax along with the Service Application and Renewal Form to:
 (If sent via e-mail, please fax or mail a signed copy)

Mail: New York State Industries for the Disabled, Inc. mlieberman@nysid.org Fax: 618-455-0317
 ATTN: Melissa Lieberman Phone: 618-463-9700
 153 Washington Avenue, Suite 400
 Albany, NY 12210

Authorized Signature: Sheri Muth M.Ed., CRC
 Printed Name: Sheri Muth M.Ed., CRC
 Job Title: Division Director of Employment & Day Services
 Date: 7/16/2013

Reviewed and Submitted by: NYSID Representative

**New York State Industries for the Disabled, Inc.
Service Cost Analysis Sheet**

Date Prepared: July 1, 2013
 Member Agency: Jawonio
 Contracting Agency: WCC Center for the Arts, 196 Central Ave, White Plains
 Service: Jawonio Periodics cost analysis cost per night, 2015/16 225 work days

DIRECT LABOR/UNIT COST:	AMOUNT:	COST	
two workers - 8 hours labor/night	- hours per night divided by the wage/benefit changes during the year,		
9/1/15	0.6 hrs per night	\$13.85 per hour	\$8.31
vac/sick	0.02 hrs per night	\$13.85 per hour	\$0.28
10/1/15	7.4 hrs per night	\$14.10 per hour	\$104.34
vac/sick	0.18 hrs per night	\$14.10 per hour	\$2.54
			\$115.47

Article 9 Supplemental Benefits			
	4 hrs per night	\$4.98 per hour	\$19.92
	0 hrs per night	\$4.98 per hour	\$0.00
	4 hrs per night	\$2.56 per hour	\$10.24
	0 hrs per night	\$2.56 per hour	\$0.00
			\$30.16

FRINGE BENEFITS/DIRECT LABOR

Statutory Benefits			
FICA	6.20%		\$9.03
MEDICARE	1.45%		\$2.11
WORKERS COMPENSATION	7.68%		\$11.18
LT DISABILITY	1.00%		\$1.46
ST DISABILITY	1.75%		\$2.55
Metropolitan Converter Transportation Mobility Tax	0.34%		\$0.50
			\$26.82

SUPERVISION : Indirect labor

1 supervisor	4 hrs per night	\$18.46 per hour	\$73.84
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SUPERVISION FRINGES

FICA	6.20%		
MEDICARE	1.45%		
WORKERS COMP INS	7.68%		
LT DISABILITY	1.00%		
ST DISABILITY	1.75%		
MTA TAX	0.34%		
MEDICAL/PENSION/OTHER INSURANCE	16.58%		
	35.00%		\$25.84

INSURANCE

A. Comprehensive General Liability			\$5.69
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EQUIPMENT AMORTIZATION

(Original Cost Minus Salvage Value) divided by # of years of useful life = Prorated Annual Amount

DESCRIPTION OF EQUIPMENT	Original Cost	Useful Life/Yrs	Prorated Annual \$	
vacuum Sanitaire SC684	\$200	divided by 1.00	\$200.00	\$0.89
Airmovers (3) CLARKE...	\$1,260	divided by 3.00	\$420.00	\$1.67
Wet/Vac with Squeegee Summit 20, model #905-9714-0	\$975	divided by 2.00	\$487.50	\$2.17
Trooper 1500 Shampooer	\$1,900	divided by 2.00	\$950.00	\$4.22
17" LoBoy Swing machine Viper, model # VN1715	\$900	divided by 2.00	\$450.00	\$2.00
		divided by		

Total Equipment Amortizatio		\$11.14
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EQUIPMENT OPERATING COSTS

A. Gas/O 196 Central Ave, White Plain	28.7 miles	0.565 reimb rate	\$16.22
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SUPPLIES AND NON-AMORTIZED EQUIPMENT

DESCRIPTION	no paper or liners, cost per pz # pail/per year			
Stripper 5 gallon	\$67	8	\$536	\$3.09
Wax 5 gallon	\$76	8	\$608	\$2.70
Shampoo 4 gallon	\$49	10	\$490	\$2.18
CPI year 2	3.00%			\$0.24
CPI year 3	3.00%			\$0.25

PER NIGHT COST OF PERIODIC SERVICES	\$313.63
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Prevailing wage schedule only goes through 10/1/15.