

<b>RFP RESULTS</b>		
<b>CC2017-03B ADVERTISING CONCESSION AT THE TRENTON-MERCER AIRPORT</b>		
<b>PROPOSAL OPENING DATE: JANUARY 30, 2018</b>		
<b>NO. OF RESPONDENTS:</b>	<b>2</b>	
<b>AWARD ONE YEAR WITH TWO YEAR OPTION</b>		
NAME OF RESPONDENT	POSITIVE SOLUTIONS	CREATIVE MARKETING ALLIANCE
ADDRESS	186 BURNET CRESCENT	191 CLARKSVILLE ROAD
CITY, STATE, ZIP	ROBBINSVILLE, NJ 08691	PRINCETON JUNCTION, NJ 08550
CONTACT	ANDREA E. KELLIHER	BRIAN REYNOLDS
TELEPHONE	609 865 5494	609 269 2458
FAX		609 799 7032
E-MAIL	<a href="mailto:ANDREA@POSITIVESOLUTIONSTEAM.COM">ANDREA@POSITIVESOLUTIONSTEAM.COM</a>	<a href="mailto:BREYNOLDS@CMASOLUTIONS.COM">BREYNOLDS@CMASOLUTIONS.COM</a>
ADDENDUM NO. ONE	SIGNED AND DATED	SIGNED AND DATED
INSURANCE AND INDEMNIFICATION REQUIREMENTS	SIGNED AND DATED	SIGNED AND DATED
INSURANCE REQUIRED FROM VENDOR	REQUIRED IF AWARDED	REQUIRED IF AWARDED
NEW JERSEY BUSINESS REGISTRATION	OK	OK
STOCKHOLDER DISCLOSURE CERTIFICATION	SIGNED AND DATED	SIGNED AND DATED
EXHIBIT A	INCLUDED	INCLUDED
EIC	55272 EXPIRES 11.15.22	56969 EXPIRES 01.15.24
IRAN CERTIFICATION	SIGNED AND DATED	SIGNED AND DATED
HOLD PRICING BEYOND 60 DAYS	YES	YES
REFERENCES:	INCLUDED	INCLUDED
EXPERIENCE	INCLUDED	INCLUDED
BUSINESS, OPERATING AND MARKETING PLAN	INCLUDED	INCLUDED
BUSINESS IDENTITY	INCLUDED	INCLUDED
FINANCIAL PLAN AND PROPOSAL	INCLUDED	INCLUDED
<b>CONCESSION FEE % PAID TO COUNTY OF MERCER</b>	<b>20%</b>	<b>22.5%</b>
<b>MINIMUM ANNUAL GUARANTEE</b>	<b>\$50,000.00</b>	<b>\$50,000.00</b>
<b>ESTIMATED ADVERTISING REVENUE</b>	<b>\$336,000.00</b>	<b>\$1,063,920.00</b>
EXCEPTIONS	NO	NO
FATAL FLAW	NO	NO

<b>BID RESULTS</b>		
<b>AB2018-01 JANITORIAL SERVICES AT 612 - 640 S. BROAD STREET, 175 S. BROAD STREET, 400 WARREN STREET AND 930 SPRUCE STREET FOR A PERIOD TO TWO YEARS</b>		
<b>BID OPENING: FEBRUARY 2,2018</b>		
<b>AWARD TWO (2) YEARS; BASIS OF AWARD IS GRAND TOTAL FOR ALL LOCATIONS</b>		
<b>NO. OF BIDDERS:</b>	<b>2</b>	
NAME OF BIDDER:	ACB SERVICES INC.	URUCORP MAINTENANCE & CONTRACTORS INC.
ADDRESS	37 SCHOOLHOUSE ROAD	197 SOUTH MAIN STREET
CITY, STATE, ZIP	CREAM RIDGE, NJ 08514	WHARTON, NJ 07885
CONTACT	JOSEPH MANFREDO	LUIS DIAZ
TELEPHONE	609-638-0593	973-989-4242
FAX	609- 695 -1022	973-361-3581
E-MAIL	<a href="mailto:JOEJR@ALLCEANINC.COM">JOEJR@ALLCEANINC.COM</a>	<a href="mailto:JANITORIAL@URUCORP.COM">JANITORIAL@URUCORP.COM</a>
BID BOND	FIRST INDEMNITY OF AMERICAN INSURANCE CO. 10% NTE 20K	SELECTIVE INSURANCE CO. OF AMERICAN 10% NTE 20K
CONSENT OF SURETY	FERNANDO L. DEPAOLANTONIO AIF WITH POA	RABECCA CHIOCCHI AIF WITH POA
PERFORMANCE BOND	REQUIRED IF AWARDED	REQUIRED IF AWARDED
INSURANCE REQUIRED FROM AWARDED VENDOR	REQUIRED IF AWARDED	REQUIRED IF AWARDED
INSURANCE AND INDEMNIFICATION	SIGNED AND DATED	SIGNED AND DATED
NEW JERSEY BUSINESS REGISTRATION	OK	OK
STOCKHOLDER DISCLOSURE	OK	OK
IRAN CERTIFICATION	SIGNED AND DATED	SIGNED AND DATED
EXHIBIT A	INCLUDED	INCLUDED
EIC	REQUIRED IF AWARDED	21656 EXPIRES 8.15.19
HOLD PRICING BEYOND 60 DAYS	YES	YES
CONTINUITY OF SERVICE	YES	YES
REFERENCES	INCLUDED, KARL THOMAS TO REVIEW	INCLUDED, KARL THOMAS TO REVIEW
<b>GRAND TOTAL</b>	<b>\$ 1,109,383.36</b>	<b>\$ 1,715,202.70</b>
EXCEPTIONS	NONE	NONE
FATAL FLAW	NO	NO

**AB2018-01 PROPOSAL PAGE WITH COST PER HOUR, NUMBER OF HOURS AND STAFFING REQUIREMENTS**

LOCATION AND REQUIRED STAFFING	NUMBER OF STAFF REQUIRED	NUMBER OF HOURS WORKED ANNUALLY	INSERT HOURLY RATE PER WORKER	ANNUAL COST	INSERT HOURLY RATE PER WORKER	ANNUAL COST
			ACB SERVICES		URUCORP	
<b>612 &amp; 640 SOUTH BROAD STREET, MCDADE ADMINISTRATION BUILDING</b>						
<b>YEAR ONE:</b>	9	9,672	\$ 11.00	\$ 106,392.00	\$ 17.07	\$ 165,101.04
ONE FULL TIME DAY MATRON BETWEEN THE HOURS OF 9:00 AM AND 5:00 PM WORKING SEVEN HOURS PER DAY, MONDAY THROUGH FRIDAY						
SEVEN (7) CUSTODIANS WORKING FOUR (4) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING FOUR (4) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
<b>YEAR TWO:</b>	9	9,672	\$ 11.00	\$ 106,392.00	\$ 17.07	\$ 165,101.04
ONE FULL TIME DAY MATRON BETWEEN THE HOURS OF 9:00 AM AND 5:00 PM WORKING SEVEN HOURS PER DAY, MONDAY THROUGH FRIDAY						
SEVEN (7) CUSTODIANS WORKING FOUR (4) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING FOUR (4) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
<b>400 WARREN STREET, CRIMINAL COURTHOUSE</b>						
<b>YEAR ONE:</b>	15	19,592	\$ 11.17	\$ 218,842.64	\$ 16.93	\$ 331,692.56
ONE FULL TIME DAY MATRON AND ONE FULL TIME DAY PORTER BETWEEN THE HOURS OF 8:30 AM AND 4:30 PM WORKING SEVEN HOURS PER DAY, MONDAY THROUGH FRIDAY						
TWELVE (12) CUSTODIANS WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
<b>YEAR TWO:</b>	15	19,592	\$ 11.17	\$ 218,842.64	\$ 16.93	\$ 331,692.56
ONE FULL TIME DAY MATRON AND ONE FULL TIME DAY PORTER BETWEEN THE HOURS OF 8:30 AM AND 4:30 PM WORKING SEVEN HOURS PER DAY, MONDAY THROUGH FRIDAY						
TWELVE (12) CUSTODIANS WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
<b>175 SOUTH BROAD STREET, CIVIL COURTHOUSE</b>						
<b>YEAR ONE:</b>	15	19,592	\$ 11.17	\$ 218,842.64	\$ 16.93	\$ 331,692.56
ONE FULL TIME DAY MATRON AND ONE FULL TIME DAY PORTER BETWEEN THE HOURS OF 8:30 AM AND 4:30 PM WORKING SEVEN HOURS PER DAY, MONDAY THROUGH FRIDAY						
TWELVE (12) CUSTODIANS WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
<b>YEAR TWO:</b>	15	19,592	\$ 11.17	\$ 218,842.64	\$ 16.93	\$ 331,692.56
ONE FULL TIME DAY MATRON AND ONE FULL TIME DAY PORTER BETWEEN THE HOURS OF 8:30 AM AND 4:30 PM WORKING SEVEN HOURS PER DAY, MONDAY THROUGH FRIDAY						
TWELVE (12) CUSTODIANS WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING FIVE (5) HOURS PER EVENING BETWEEN THE HOURS OF 5:00 P.M. AND 10:00 P.M., MONDAY THROUGH FRIDAY						
<b>930 SPRUCE STREET, EXTENSION BUILDING</b>						
<b>YEAR ONE:</b>	2	992	\$ 10.70	\$ 10,614.40	\$ 29.35	\$ 29,115.20
ONE (1) CUSTODIAN WORKING TWO (2) HOURS PER EVENING BETWEEN THE HOURS OF 7:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING TWO (2) HOURS PER EVENING BETWEEN THE HOURS OF 7:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
<b>YEAR TWO:</b>	2	992	\$ 10.70	\$ 10,614.40	\$ 29.35	\$ 29,115.20
ONE (1) CUSTODIAN WORKING TWO (2) HOURS PER EVENING BETWEEN THE HOURS OF 7:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
ONE (1) SUPERVISOR WORKING TWO (2) HOURS PER EVENING BETWEEN THE HOURS OF 7:00 P.M. AND 9:00 P.M., MONDAY THROUGH FRIDAY						
<b>TOTAL YEAR ONE</b>				\$ 554,691.68		\$ 857,601.36
<b>TOTAL YEAR TWO</b>				\$ 554,691.68		\$ 857,601.36
<b>GRAND TOTAL YEARS ONE AND TWO (BASIS OF AWARD)</b>				<b>\$ 1,109,383.36</b>		<b>\$ 1,715,202.72</b>
<b>HOURLY RATE PER WORKER FOR ADDITIONAL WORK</b>				\$ 16.50		\$ 29.35