



This agreement dated May 10, 2018 is made between Stratus Building Solutions (“STRATUS”) and East End Prep School (“CLIENT”). Both STRATUS and CLIENT agree that STRATUS will begin service on _____ July 16 _____, 2018, under the following terms and conditions.

1. CLIENT agrees to contract STRATUS to perform cleaning services according to the attached cleaning schedule. This agreement is for twelve consecutive months without interruption. Contract will commence on the latter of the dates between the one designated on the signature page and the actual date services begin.
2. This business contract agreement is obtained by STRATUS for the business benefit of a STRATUS Franchisee who hereby agrees to comply with the terms and conditions of this agreement. The Franchisee selected to service this CLIENT will be introduced prior to the start date of service.
3. Franchisee has successfully completed the STRATUS training program and carries all required certifications and insurance.
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 will invoice CLIENT monthly, and CLIENT agrees to pay STRATUS the amount that is due and owed under the terms of this contract within 10 days of the billing date. Late payments will incur service and finance charges. In the event of default on payment, CLIENT agrees to pay STRATUS’ costs for collection and/or attorney fees.
6. This agreement may be terminated for non-performance only, and the Client must give STRATUS written notice, specifying in detail, the nature of any defect in performance. STRATUS 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 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 of any non-performance issues, in detail, prior to written notification and credit may be applied for the day or service in question if agreed necessary by all parties.
8. CLIENT agrees that during the term of this agreement and within one year after termination of this agreement, they will not employ directly or indirectly any employees, agent representatives or Franchisees of STRATUS.
9. This agreement is for a term of one (1) year, 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.

GENERAL CLEANING: all 3 levels

Offices, Entrances, Reception Areas, Conference Rooms, Hallways, Common Areas, classrooms, stairwells, gym, locker rooms

	STRATUS JANITORS WILL NOT MOVE PAPERS ON DESK TOPS OR MOVE AND REPLACE FILES, BOOKS, FILE CONTAINERS OR FILE FOLDERS DURING THE CLEANING PROCESS.	FREQUENCY
	Dust horizontal surfaces - Desk, Credenza, Window Sills, Counter, and File cabinet tops	Every Clean
	Clean and disinfect all desk and tables used for desk	Every Clean
	Entrance doors and internal glass partitions cleaned of fingerprints and smudges	Every Clean
	Walls cleaned of fingerprints and smudges	1x/Week
	Clean and sanitize drinking fountains	Every Clean
	Clean and disinfect all handrails in stairwells	1x/Week
	Empty all waste paper receptacles	Every Clean
	Replace waste receptacle liners	As Needed
	Disinfect light switches, light switch plate covers, and door handles	1x/Week
	Disinfect all telephone receivers and dust phone bases	1x/Week
	Maintain janitors closet in accordance with this cleaning schedule	As Needed
	Entrances locked, lights turned off and alarm secured	Every Clean
	High dusting – air vents, tops of doors, door frames, ceiling corners, blinds	1x/Month
	Low dusting – front and sides of desks, legs of chairs, tables, and chair bases	1x/Month
	Furniture – vacuum fabric and wipe down other surfaces to remove dust and lint	1x/Month

FLOOR CARE

Carpet, Ceramic, Resilient Tile (VCT), and Concrete

		FREQUENCY
	Vacuum, sweep, or dust mop all hard surfaces	Every Clean
	Vacuum all carpeted traffic areas	Every Clean
	Thoroughly mop all hard surface floors (machine scrub hallways nightly)	Every Clean
	Wall to wall vacuuming of carpeted areas	1x/Week
	Detail vacuum carpet edges and corners along walls and partitions	1x/Month
	Dust all baseboards	1x/Month
	Machine and hand scrub CT in restrooms	1x/ Month
	Stairwells: Police and pick up any trash, spot mop as needed	Every Clean
	Stairwells: Vacuum and mop all stairs	1x / Week
	Elevator: Vacuum floor daily. Clean stainless steel and key board daily. Vacuum track weekly.	
	Gym Floor: Dust mop daily. Spot mop as needed, daily. Mop entire Gym Floor with disinfectant or machine scrub. 1x / Week	
	High speed burnishing of all hallways & café' 1x/ mo. \$25.00 per day	Upon request

RESTROOMS:

		FREQUENCY
	Clean and disinfect counter tops, wash basins, toilets, toilet seats, and urinals	Every Clean
	Clean and disinfect all dispensers, fixtures, and mirrors	Every Clean
	Empty trash receptacles	Every Clean
	Empty sanitary napkin receptacle and disinfect	Every Clean
	Spot clean partitions and tile walls	Every Clean
	Restock hand soap and paper products	Every Clean
	Disinfect partition handles, door handles, and light switches	Every Clean
	Clean and sanitize outsides of dispensers and trash receptacles	Every Clean
	Polish all dispensers, fixtures, and mirrors	Every Clean
	High dust – tops of partitions, air vents, mirror frames, and tops of doors	1x/Week
	Clean and disinfect restroom partitions and walls around toilets and urinals	1x/Week
	Sweep and thoroughly mop floor with germicidal solution	Every Clean

BREAK AREAS

Cafeterias, Lunch Rooms, Coffee Areas

		FREQUENCY
	Counters, and table tops cleaned with approved disinfectant	Every Clean
	Fronts of counters and chairs cleaned with approved disinfectant	Every Clean
	Sinks cleaned with approved disinfectant	Every Clean
	Wipe down outside and top of refrigerator and inside and outside of microwave with disinfectant	Every Clean
	Trash removed	Every Clean
	Coffee machines turned off	Every Clean
	Sink thoroughly scoured using liquid cleanser	1x/Week
	Table bases and chair legs cleaned with approved disinfectant	1x/Month



Additional Services... ... and Specialties

If you have a need, we will make every effort to accommodate you:

- Carpet / upholstery cleaning:
\$.12 per square foot with a \$100.00 minimum. \$.10 per square foot if over 3000 square foot.
- Hard floor cleaning (stripping and waxing) VCT service:
\$.39 per square foot, with 6 coats of premium wax, \$150 minimum.
- Window cleaning, inside and outside:
Quoted upon request.
- Janitorial supplies:
Are included in our recurring janitorial services and are available upon request.
- Restroom supplies:
We can supply consumables and bill as a separate line item monthly.
- Mop on or spray buffing of all unobstructed VCT flooring:
\$.035 per square foot, \$75.00 minimum.
- Top scrub and recoat:
\$.27 per square foot, with 3 coats of premium wax, \$150.00 minimum.

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

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



Consumable Products

Consumables are currently ordered, stocked and billed as a separate line item monthly. Past averages. 2015-16=\$1165.00/mo., 550 students. Based on all year. So, 900 students= \$ 2220.00/ mo. for 10 months. (estimate)

Strip and wax

Complete strip and wax: chemical strip and low speed machine scrub to original tile, removing all old wax and dirt. Detail edges and corners by hand. Mop, dry & vacuum. Apply 4 coats of premium wax, let dry. \$.35 per s.f. All classrooms, restrooms, work rooms and hallways, that are VCT. \$ 25,400.00 to begin on or about May 05, 2018 classrooms end of May, hallways 1st wk. of July.

Day Porter

Day porter services will include light maintenance service such as light bulb changing, moving furniture, grounds cleanup of trash, minor painting, rest rooms restocking and cleaning daily, emergency clean ups, lunch clean up and one-off request from management. Balance of time will be spent in recurring cleaning projects such as high dusting, low dusting and burnishing. \$ 20.00 per hour. For 12 hours daily. 2-day porters to split shift, 1 8 hrs. 1 4 hrs. Per day. \$240.00 daily. Both August 1. Or 16 hrs. / day for 2-day porters @ \$320.00 per day.

School time off

Stratus will adjust billing to match time in session. If East End is out for various breaks unless requested by East End Stratus will take the same time off and adjust monthly billing for same. Billing adjustment will be made for entire weeks and not days off. Stratus is willing to equalize the monthly billing.

Signing IN & OUT

It is understood and agreed that Stratus staff and day porters will sign in and out daily.

Break down:

Daily Cleaning: \$380.00 per day. X 192 days= \$73,388.00 includes offices for 6 weeks (2x/week)

I recommend adding high speed burnishing of halls and café' for add'l \$25.00 per day. \$541.25/ mo.

Strip & Wax: entire school	\$25,400.00
Carpet Cleaning:	\$ N/C
Machine Scrub Gym Floor (initial)	\$ N/C
Day Porters: \$240.00 per day. X 180 days=	\$ 44,256.00 Start 07-17 1 DP & 2 DP on 8-1
Supplies: 750 students & faculty=	\$ 22,200.00 based on 5 yrs. history adding 20% / year from 2015-16 to 2017-18
Deep Cleaning of Level's 1 & 2 & 3:	<u>\$ 2,400.00</u>
Total plus any partial days	\$167,644.00



OUR AGREEMENT

Both Stratus and East End Prep School 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:

Five Days Per Week Total Billing: \$167,644.00 see page 7

This number represents 192 days of school full service cleaning. We are willing to bill in arrears and count all school days after we service. If you add teacher days and we need minimum service, we will adjust cost of cleaning and can eliminate day porter cost those days. Also, the deep cleaning of the entire school and strip and waxing of the entire area is included in this number. You will want to leave some budget for cleaning on teacher days, special events, etc. But this should be very close to an annualized budget.

Client Name: East End Prep School

Cleaning Address: 1460 McGavock Pike
Nashville, TN. 37216

CLIENT

Name: Renee Murphy

Signature: Renee

Title: Dr. of Operations

Date: 5/10/18

STRATUS

Name: Ed Lease

Signature: _____

Title: Vice President

Date: April 30, 2018

Approximate Start Date: 7/14/18

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.