



FINANCE AND ADMINISTRATIVE SERVICES DEPARTMENT

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MEMORANDUM

To: Angie Salinas, Project Manager, Facilities Management Division

Cc: Michelle Lemire, Purchasing Agent, Purchasing Division

From: Lori Fortenberry, Investment & Finance Coordinator
Finance and Administrative Services Department

Date: November 16, 2021

Re: **BLD2121632P1 - Janitorial Services County Facilities**

 Digitally signed by LORI
FORTENBERRY
Date: 2021.11.16 14:07:15 -05'00'
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This memorandum provides a review of the financial statements for the respondents of the above referenced RFP.

The RFP specifies that the respondents will provide two years of financial statements. At a minimum, financial statements are generally defined as balance sheets and statements of operations (income statements) and may include tax returns which include this data. This review is not intended to express an opinion on the financial statements, but to determine whether the proposer has met the element of responsibility. Our review is intended to disclose to the committee whether the respondent submitted all of the required financial documents as specified in the RFP and to make the committee aware of any reportable condition and/or apparent issues in the financial statements which would indicate that the firm is not capable of performing the services specified in the RFP.

Reportable conditions include negative equity, net loss, and current ratios less than 1.0. The current ratio is calculated by dividing current assets by current liabilities, with a ratio of 1.0 or higher generally indicates a firm can meet its financial obligations in a timely manner. Debt to Equity is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity. This ratio provides the relative proportion of the firm's equity and debt used to finance assets. A reportable condition is not necessarily indicative of a firm's inability to perform but may be one of many factors the Committee considers in its evaluation.

There were twenty-three (23) respondents to the RFP. Twenty-two (22) respondents fully complied with the financial requirements of the RFP with the exception noted below.

Please see below for a list of **reportable conditions**.

ALJ Services LLC – The current ratio could not be calculated for the year ending December 2019 since the tax returns did not show current liabilities.

Ann's Janitorial Services, Inc. – The current ratio could not be calculated for the years ending December 2020 & 2019 since the tax returns did not show current liabilities for either year.

Clean Freek's Janitorial Service, LLC – The current ratio could not be calculated for the years ending December 2020 & 2019 since the tax returns only showed current assets for both years.

Comet Cleaning Systems Inc. – The current ratio could not be calculated for the years ending December 2020 & 2019 since the tax returns only showed current assets for both years. In addition, the tax returns showed a net loss in both years.

Dammel Cleaning Enterprise, Inc. – The current ratio was below 1.0 and the tax returns showed negative equity for both years ending December 2020 & 2019. In addition, there was a net loss in 2019.

I&G Cleaning Incorporated – The current ratio could not be calculated for the year ending December 2018 since the tax returns did not show current liabilities.

Island Cleaning CC LLC – The current ratio was below 1.0 for year ending December 2019 and the tax returns showed negative equity for both 2020 & 2019.

Janitorial 5 Star Services LLC – The current ratio could not be calculated for the year ending December 2019 since the balance sheet showed negative liabilities, in addition, the tax return showed a net loss for the same year.

Job Done Cleaning Services & Supplies, Inc. – The current ratio was below 1.0 for year ending December 2018.

L & B Janitorial Services, Inc. – The current ratio was below 1.0 for year ending December 2020.

Legally Clean Inc. – The financial statements showed a net loss for both years ending December 2020 & 2019.

Lexi Cleaning Services, LLC – Did not comply with the requirements of the RFP since they only provided a balance sheet and did not provide an income statement. In addition, the current ratio was below 1.0 for the period ending June 25, 2021. Lexi Cleaning Services started in business in October 2020 and, therefore, they do not have two full years of financials.

MCJ Professional Cleaning Services, Corp. – The current ratio was under 1.0 for both years ending December 2020 & 2019 and showed negative equity and a net loss in 2020.

Selek Engineering Consultants and Associates Corporation – The current ratio was under 1.0 for both years ending December 2020 & 2019 and the tax returns showed negative equity and net losses for both years.

Attached is a spreadsheet showing selected financial data.

RFP/RLI#:	BLD2121632P1
TITLE:	Janitorial Services County Facilities
AGENCY:	Facilities Management Division
PM:	Angie Salinas
# OF RESPONDERS:	23
DUE DATE:	TBD
INITIAL EVALUATION:	TBD

Responder Name: 1 Lee Support Services Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	367,109	35,373	246,207	256,884	23,803	278,288	32,081	0.13	10.79
12/31/2019	Financial Statement	N	293,687	5,478	190,729	158,096	10,958	215,965	25,236	0.13	14.43

Responder Name: ALJ Services LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	551,487	142,780	217,639	311,529	7,621	311,529	93,890	0.43	40.88
12/31/2019	Financial Statement	N	497,689	148,147	153,993	201,103	-	201,103	47,110	0.31	-

Responder Name: Amer-Plus Janitorial Maintenance LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	97,647	1,648	1,749	82,271	20,653	91,304	89,554	51.19	3.98
12/31/2019	Financial Statement	N	110,349	11,872	101	40,662	50	52,241	52,140	515.42	812.27

Responder Name: Ann's Janitorial Services, Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	829,812	36,142	15,819	15,819	-	15,819	-	-	-
12/31/2019	Tax Return	N	843,990	48,259	42,935	42,935	-	42,935	-	-	-

Responder Name: Chi-Ada Corporation Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2019	Financial Statement	Y	9,544,844	337,498	2,278,591	2,359,944	339,043	2,787,776	509,185	0.22	6.96
12/31/2018	Financial Statement	Y	9,822,346	683,253	1,941,093	2,027,470	372,226	2,465,691	524,598	0.27	5.45

Responder Name: Clean Freek's Janitorial Service, LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	72,980	26,592	-	68,100	-	-	-	-	-
12/31/2019	Tax Return	N	39,741	(12,796)	-	74,100	-	-	-	-	-

Responder Name: Comet Cleaning Systems Inc Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	1,352	(22,118)	23,800	12,500	-	23,800	-	-	-
12/31/2019	Tax Return	N	15,615	(14,912)	23,300	6,500	-	23,300	-	-	-

Responder Name: Dammel Cleaning Enterprise, Inc.											
Confidentiality Claim: N											
Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	1,319,726	8,659	(92,060)	174,493	256,645	164,585	256,645	(2.79)	0.68
12/31/2019	Tax Return	N	738,980	(1,400)	(45,129)	18,761	59,966	14,837	59,966	(1.33)	0.31

Responder Name: I&G Cleaning Incorporated											
Confidentiality Claim: N											
Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2019	Tax Return	N	249,742	41,392	65,053	42,253	2,500	67,553	2,500	0.04	16.90
12/31/2018	Tax Return	N	371,698	41,350	95,316	69,816	-	95,316	-	-	-

Responder Name: Island Cleaning CC LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	97,776	15,694	(115,600)	45,000	10,600	45,000	160,600	(1.39)	4.25
12/31/2019	Tax Return	N	167,237	41,097	(174,101)	56,000	80,101	56,000	230,101	(1.32)	0.70

Responder Name: Janitorial 5 Star Services LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return and Balance Sheet	N	254,727	12,280	25,903	90,130	64,226	90,130	64,226	2.48	1.40
12/31/2019	Tax Return and Balance Sheet	N	48,460	(8,108)	4,386	3,958	(429)	3,958	(429)	(0.10)	see memo

Responder Name: Job Done Cleaning Services & Supplies, Inc. Confidentiality Claim: Y Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2019	Tax Return	N	CONFIDENTIAL							2.06	1.22
12/31/2018	Tax Return	N	CONFIDENTIAL							(2.17)	0.21

Responder Name: L & B Janitorial Services, Inc. Confidentiality Claim: Y Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	CONFIDENTIAL							(1.28)	0.15
12/31/2019	Tax Return	N	CONFIDENTIAL							0.24	1.84

Responder Name: Legally Clean Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	64,423	(4,112)	82,934	81,950	1,649	84,583	1,649	0.02	49.68
12/31/2019	Financial Statement	N	110,522	(4,112)	87,046	86,110	589	87,635	589	0.01	146.09

Responder Name: Lexi Cleaning Services, LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
6/25/2021	Financial Statement	N	-	-	(33,636)	4,591	38,227	4,591	38,227	(1.14)	0.12
N/A	N/A	N/A	-	-	-	-	-	-	-	-	-

Responder Name: M & M Global Multi Services, Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	529,090	24,465	180,414	252,888	84,602	265,016	84,602	0.47	2.99
12/31/2019	Financial Statement	N	546,743	142,114	157,281	277,153	130,000	287,281	130,000	0.83	2.13

Responder Name: MCJ Professional Cleaning Services, Corp Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	1,163,073	(5,585)	(8,431)	261,345	292,095	283,764	292,195	(34.66)	0.89
12/31/2019	Tax Return	N	889,805	45,299	100	8,509	112,817	112,917	112,817	1,128.17	0.08

Responder Name: McKenzie's Cleaning Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	3,519,022	1,361,694	2,634,967	3,585,647	469,168	3,660,012	1,025,045	0.39	7.64
12/31/2019	Financial Statement	N	2,855,674	139,344	1,335,636	2,128,734	742,168	2,184,989	849,353	0.64	2.87

Responder Name: Oracle Consulting Group, LLC Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	10,000	64	226,400	140,000	18,600	245,000	18,600	0.08	7.53
12/31/2019	Financial Statement	N	40,000	15,820	277,300	207,000	47,700	325,000	47,700	0.17	4.34

Responder Name: Selek Engineering Consultants and Associates Corporation Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Tax Return	N	49,565	(5,849)	(4,758)	29,134	65,000	60,242	65,000	(13.66)	0.45
12/31/2019	Tax Return	N	9,589	(11,542)	(11,542)	3,458	15,000	3,458	15,000	(1.30)	0.23

Responder Name: Sunshine Cleaning Systems, Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
9/30/2019	Financial Statement	Y	34,768,235	955,043	3,234,927	4,229,711	1,713,215	5,194,397	1,959,470	0.61	2.47
9/30/2018	Financial Statement	Y	30,985,732	570,229	2,766,338	4,439,135	2,182,605	5,049,919	2,283,581	0.83	2.03

Responder Name: Triangle Services of Florida, Inc. Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
9/30/2019	Financial Statement	Y	224,669,670	9,111,347	28,619,401	63,438,331	43,452,996	79,328,358	50,708,957	1.77	1.46
9/30/2018	Financial Statement	Y	196,828,875	2,527,803	20,857,517	56,843,290	43,093,289	68,890,678	48,033,161	2.30	1.32

Responder Name: U-4 Global Enterprise Inc Confidentiality Claim: N Publicly Traded: N											
FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
12/31/2020	Financial Statement	N	136,185	22,474	23,262	104,830	45,798	104,830	81,568	3.51	2.29
12/31/2019	Financial Statement	N	98,394	4,643	27,905	45,474	17,568	45,474	17,568	0.63	2.59

¹ **Debt to Equity Ratio**

The Debt to Equity Ratio is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity.

It indicates the proportion of equity and debt the company is using to finance its assets.

A high debt/equity ratio generally means that a company has been aggressive in financing its growth with debt.

² **Current Ratio**

The Current Ratio is a liquidity ratio that measures a company's ability to pay short-term obligations and is calculated by dividing current assets by current liabilities.

The higher the current ratio, the more capable the company is of paying its obligations.

A ratio under 1.0 suggests that the company would be unable to pay off its obligations if they came due at that point.