

# PURCHASING AGENDA ITEM

Hernando County School District

**School Board Approval Meeting:**

**October 7, 2025**

**Bid No. 24-910-05 RN**

**Bid Title: AC Duct Cleaning & Sanitizing  
Services**

*Recommend approval of this agenda item under the specific category below:*

- |                                           |                                                         |                                                                      |                                                   |
|-------------------------------------------|---------------------------------------------------------|----------------------------------------------------------------------|---------------------------------------------------|
| <input type="checkbox"/> Lowest Bid(s)    | <input type="checkbox"/> Request for Proposal(s)        | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation   |
| <input type="checkbox"/> Revised Award    | <input checked="" type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source                                 | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination  | <input type="checkbox"/> Revisions/Amendments to Bid    | <input type="checkbox"/> Bid Extension                               | <input type="checkbox"/> Emergency                |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback Cooperative          |                                                                      |                                                   |

**Bid Contract Period:**

**11/14/2025 through 11/13/2026**

☐ N/A – One Time Purchase

**Contract Type:**

☐ Estimated  
Dollar Amount

☐ Firm, Fixed  
Dollar Amount

☐ Firm, Fixed  
Unit Prices

☒ Firm, Fixed Unit Prices,  
Hourly Rates, Fees and/or  
Percentages

**Renewal Options:**

No. of Terms  
Remaining  
2

☐ Length of  
Each Term (month)

☒ Length of  
Each Term (year)  
1

☐ None

**Rationale/Reason:** Renewal of Contract.

Bidders Electronically  
Downloaded From Bidnet  
Direct's Website:

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

☐ N/A – Bids Not  
Required: Renewal

**Submitted By:**

Christopher Reckner  
Director of Purchasing & Warehousing

**School(s):** District Wide

**Requested By:**

Joseph Rychick  
Director of Maintenance Department

**Department(s):** Maintenance Department

Recommended award, description of items and prices: (See attached)

**T/C CODE: 2405**

This tabulation establishes contracts with experienced, qualified, bonded, and licensed contractors to provide AC Duct Cleaning and Sanitizing Services. Hourly rates include all labor, personnel, supervision, travel, equipment, etc. Percentage mark-up on material and supplies (unless material and supplies are provided by the district) and rental equipment. Services will be on an as-needed basis. Contractors will receive project direction from Support Operations. There is no guarantee of a specific volume of work to be performed under this contract.

**Alfaspire, Inc.** (Servpro of Doral)

| <b>Description</b><br>For services as described that cannot be handled in house by district staff                                                                                                                                                                                                                                                                                                                | <b>Rates</b>                                                        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>1. Labor Rates</b><br>Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm                                                                                                                                                                                                                                                                                              |                                                                     |
| Foreman w/Truck<br>Supervisor w/Truck<br>Journeyman<br>Helper                                                                                                                                                                                                                                                                                                                                                    | \$ 160.00/Hour<br>\$ 138.10/Hour<br>\$ 95.50/Hour<br>\$ 65.25/Hour  |
| <b>2. Labor Rates</b><br>School not in session, nights, weekends & holidays                                                                                                                                                                                                                                                                                                                                      |                                                                     |
| Foreman w/Truck<br>Supervisor w/Truck<br>Journeyman<br>Helper                                                                                                                                                                                                                                                                                                                                                    | \$ 240.00/Hour<br>\$ 207.15/Hour<br>\$ 143.25/Hour<br>\$ 95.88/Hour |
| <b>3. Subcontractor - Percentage Mark-Up (+)</b><br>Subcontractor services - this cost mark-up to be included on quote and invoice for payment.<br>A copy of the subcontractor's invoice may be requested for verification purposes at any time.<br><br><i>Note: Subcontractor's services are only allowed with prior written authorization from the Maintenance and/or Facilities Department (per project).</i> | 20 %                                                                |
| <b>4. Materials &amp; Supplies – Percentage Mark-Up (+)</b><br>Vendor's cost for parts, supplies & materials, regardless of the manufacturer. Vendor's quote shall include their cost, mark-up percentage (%) and total cost to district.                                                                                                                                                                        | 20 %                                                                |
| <b>5. Equipment Rental – Percentage Mark-Up (+)</b><br>Rental equipment that may be needed for projects. A copy of the rental invoice may be requested for verification purposes at any time.<br><br><i>The use of rental equipment is only allowed with the authorization from the Maintenance and/or Facilities Department (per project)</i>                                                                   | 20 %                                                                |

**Warranty Information:**

Labor/Workmanship 90 Days

**Additional Information:** N/A

**Subcontractors:**

EZ Quick Services  
ASAP Solutions  
Sunbelt Rentals

**Contact Information:**

Bresly Jaramillo  
(305) 594-2956  
[office@servprodoral.com](mailto:office@servprodoral.com)

(24-910-05 RN 10-07-2025)

## Climate Control Mechanical Services

| <b>Description</b><br>For services as described that cannot be handled in house by district staff                                                                                                                                                                                                                                                                                                                | <b>Rates</b>                                                                                                              |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|
| <b>1. Labor Rates</b><br>Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm                                                                                                                                                                                                                                                                                              |                                                                                                                           |
|                                                                                                                                                                                                                                                                                                                                                                                                                  | Foreman w/Truck \$ 125.00/Hour<br>Supervisor w/Truck \$ 90.00/Hour<br>Journeyman \$ 95.00/Hour<br>Helper \$ 85.00/Hour    |
| <b>2. Labor Rates</b><br>School not in session, nights, weekends & holidays                                                                                                                                                                                                                                                                                                                                      |                                                                                                                           |
|                                                                                                                                                                                                                                                                                                                                                                                                                  | Foreman w/Truck \$ 150.00/Hour<br>Supervisor w/Truck \$ 125.00/Hour<br>Journeyman \$ 125.00/Hour<br>Helper \$ 115.00/Hour |
| <b>3. Subcontractor - Percentage Mark-Up (+)</b><br>Subcontractor services - this cost mark-up to be included on quote and invoice for payment.<br>A copy of the subcontractor's invoice may be requested for verification purposes at any time.<br><br><i>Note: Subcontractor's services are only allowed with prior written authorization from the Maintenance and/or Facilities Department (per project).</i> | 20 %                                                                                                                      |
| <b>4. Materials &amp; Supplies – Percentage Mark-Up (+)</b><br>Vendor's cost for parts, supplies & materials, regardless of the manufacturer. Vendor's quote shall include their cost, mark-up percentage (%) and total cost to district.                                                                                                                                                                        | 20 %                                                                                                                      |
| <b>5. Equipment Rental – Percentage Mark-Up (+)</b><br>Rental equipment that may be needed for projects. A copy of the rental invoice may be requested for verification purposes at any time.<br><br><i>The use of rental equipment is only allowed with the authorization from the Maintenance and/or Facilities Department (per project)</i>                                                                   | 20 %                                                                                                                      |

### **Warranty Information:**

Labor/Workmanship 1 Year  
Equipment/Supplies/Parts/Accessories 1 Year

### **Additional Information:** N/A

**Subcontractors:** N/A

### **Contact Information:**

Larry "Al" Booth, Jr.  
Climate Control Mechanical Services  
(352) 291-0185  
[abooth@intec360.com](mailto:abooth@intec360.com)

## National Interior Solutions, LLC

| <b>Description</b><br>For services as described that cannot be handled in house by district staff                                                                                                                                                                                                                                                                                                                | <b>Rates</b>                                                      |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|
| <b>1. Labor Rates</b><br>Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm                                                                                                                                                                                                                                                                                              |                                                                   |
| Foreman w/Truck<br>Supervisor w/Truck<br>Journeyman<br>Helper                                                                                                                                                                                                                                                                                                                                                    | \$ 113.00/Hour<br>\$ 113.00/Hour<br>\$ 113.00/Hour<br>\$ n/a/Hour |
| <b>2. Labor Rates</b><br>School not in session, nights, weekends & holidays                                                                                                                                                                                                                                                                                                                                      |                                                                   |
| Foreman w/Truck<br>Supervisor w/Truck<br>Journeyman<br>Helper                                                                                                                                                                                                                                                                                                                                                    | \$ 169.50/Hour<br>\$ 169.50/Hour<br>\$ 169.50/Hour<br>\$ n/a/Hour |
| <b>3. Subcontractor - Percentage Mark-Up (+)</b><br>Subcontractor services - this cost mark-up to be included on quote and invoice for payment.<br>A copy of the subcontractor's invoice may be requested for verification purposes at any time.<br><br><i>Note: Subcontractor's services are only allowed with prior written authorization from the Maintenance and/or Facilities Department (per project).</i> | 7.5 %                                                             |
| <b>4. Materials &amp; Supplies – Percentage Mark-Up (+)</b><br>Vendor's cost for parts, supplies & materials, regardless of the manufacturer. Vendor's quote shall include their cost, mark-up percentage (%) and total cost to district.                                                                                                                                                                        | 7.5 %                                                             |
| <b>5. Equipment Rental – Percentage Mark-Up (+)</b><br>Rental equipment that may be needed for projects. A copy of the rental invoice may be requested for verification purposes at any time.<br><br><i>The use of rental equipment is only allowed with the authorization from the Maintenance and/or Facilities Department (per project)</i>                                                                   | 7.5 %                                                             |

### **Warranty Information:**

|                                      |        |
|--------------------------------------|--------|
| Labor/Workmanship                    | 1 Year |
| Equipment/Supplies/Parts/Accessories | 1 Year |

**Additional Information:** NIS offers condensate pan tables to keep the pans free of microbial growth. NIS also offers air filter replacement (supplied) free of charge during service.

**Subcontractors:** N/A

### **Contact Information:**

Shiann Franks  
(800) 331-1308  
[support@natinteriors.com](mailto:support@natinteriors.com)

## Simpson Environmental Services, LLC

| <b>Description</b><br>For services as described that cannot be handled in house by district staff                                                                                                                                                                                                                                                                                                                | <b>Rates</b>                                                     |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
| <b>1. Labor Rates</b><br>Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm                                                                                                                                                                                                                                                                                              |                                                                  |
| Foreman w/Truck<br>Supervisor w/Truck<br>Journeyman<br>Helper                                                                                                                                                                                                                                                                                                                                                    | \$ 48.00/Hour<br>\$ 50.00/Hour<br>\$ 45.00/Hour<br>\$ 40.00/Hour |
| <b>2. Labor Rates</b><br>School not in session, nights, weekends & holidays                                                                                                                                                                                                                                                                                                                                      |                                                                  |
| Foreman w/Truck<br>Supervisor w/Truck<br>Journeyman<br>Helper                                                                                                                                                                                                                                                                                                                                                    | \$ 48.00/Hour<br>\$ 50.00/Hour<br>\$ 45.00/Hour<br>\$ 40.00/Hour |
| <b>3. Subcontractor - Percentage Mark-Up (+)</b><br>Subcontractor services - this cost mark-up to be included on quote and invoice for payment.<br>A copy of the subcontractor's invoice may be requested for verification purposes at any time.<br><br><i>Note: Subcontractor's services are only allowed with prior written authorization from the Maintenance and/or Facilities Department (per project).</i> | 10 %                                                             |
| <b>4. Materials &amp; Supplies – Percentage Mark-Up (+)</b><br>Vendor's cost for parts, supplies & materials, regardless of the manufacturer. Vendor's quote shall include their cost, mark-up percentage (%) and total cost to district.                                                                                                                                                                        | 15 %                                                             |
| <b>5. Equipment Rental – Percentage Mark-Up (+)</b><br>Rental equipment that may be needed for projects. A copy of the rental invoice may be requested for verification purposes at any time.<br><br><i>The use of rental equipment is only allowed with the authorization from the Maintenance and/or Facilities Department (per project)</i>                                                                   | 10 %                                                             |

### **Warranty Information:**

|                                      |        |
|--------------------------------------|--------|
| Labor/Workmanship                    | 1 Year |
| Equipment/Supplies/Parts/Accessories | 1 Year |

**Additional Information:** N/A

**Subcontractors:** N/A

### **Contact Information:**

Randall LesPerance  
(813) 838-5775  
[rlesperance@simpsonenv.com](mailto:rlesperance@simpsonenv.com)