



## Request for Price Adjustment

### A. LOCATIONS

DVI, DMMA and ARMS Spaces in the Biggs Building  
1901 N. Dupont Hwy.  
New Castle, DE

### B. DAYS OF SERVICE

Goodwill currently cleans the existing spaces and has been asked to clean the expanded spaces 5 days a week. Services will not be rendered on observed state holidays.

### C. SCOPE OF WORK CHANGES

In addition to the standard scope of service, the DMMA space, which is new in the Biggs Building and has not been cleaned previously, will receive a bi-annual carpet cleaning.

### D. DETERMINATION OF FAIR MARKET VALUE

When the DVI, DIB, and ARMS spaces in the Biggs Building were set aside in 2017, A.N.D. used the Laurel State Service Center and Sykes buildings as Mid-Atlantic comparators, because they operated the same amount of days, had similar performance specifications, and were close in size (square footage).

The Laurel State Service Center receives services 5 days a week with cleanable space of 9,560 square feet. Monthly pricing for the building located on the State Contract is \$1,245.66. The Sykes Building is 5 days a week service at 4,454.75 square feet. Monthly pricing for this building located on the State Contract is \$1,068.23.

*A.N.D.'s Request for a Price Adjustment*

Taken together these two buildings have square footage of 14,015 feet and an annual cleaning cost of \$27,776.68, which yields a price per square foot of \$1.98. With the preference of 10%, Fair Market Value would be \$2.18 per square foot. As stated in the original set-aside, Goodwill's price is substantially below Fair Market Value.

**E. Current Pricing vs. Proposed Pricing**

The proposed pricing is based on a bid received from Goodwill on September 1, 2020. A.N.D. is seeking approval from DVI, DMMA, and ARMS for the proposed pricing.

<b>Space in the Biggs Building</b>	<b>Cleanable Space</b>	<b>Frequency of Services</b>	<b>Current Price Monthly</b>	<b>Expanded Space</b>	<b>Frequency of Services</b>	<b>Proposed Price Monthly</b>
<b>DVI</b>	11,527	5 days	\$1,572.31	23,812	5 days	\$3,178.10
<b>DIB</b>	10,000	5 days	\$1,228.87	<i>Absorbed into DVI above</i>	--	--
<b>DMMA</b>	--	--	--	2,705	5 days	\$491.03**
<b>DVI Material Center @300 Cornell Drive, Wilmington</b>	3,000	1 day	\$0	<i>Moved to Biggs Building, now part of DVI above</i>	--	--
<b>ARMS</b>	4,622	5 days	\$729.62	7,440	5 days	\$993

*A.N.D.'s Request for a Price Adjustment*

<b>Total Square Footage</b>	<b>29,149</b>	<b>33,957</b>
<b>Total Monthly Price</b>	<b>\$ 3,530.80</b>	<b>\$ 4,662.13</b>
<b>Price Per Square Foot</b>	<b>\$1.62*</b>	<b>\$1.65</b>

*\*Excluded the 3,000 feet at the Material Center from the price per square foot, because it was only cleaned one day a week. It has continued to be cleaned since it was moved to the Biggs Building.*

*\*\*Price/Scope includes bi-annual carpet cleaning.*