

Contracts Expiring set for Commission Review

For the Month of
March 2026 (March 18th, 2026)

Vendor	Contract Description	Contract Value / Budgeted Estimate	Revenue	Net Revenue / (Cost)	Contract Expiration Date	Deadline to Cancel/Renew Contract	Due Date for Commission Review (90 Days Prior to Expiration)
Gloval, Inc.	Armored Car Services Original Terms: Initial term of three (3) years with two (2), additional, two (2) year terms thereafter. Current Period: Original (05/21/2023 - 08/08/2025) New Period: First Renewal (05/21/2026 - 05/20/2028) Type of Contract: Expense Performance: A Recommend for Renewal: Yes Academic Village: We recommend renewing the Contract with Gloval, Inc. City Clerk: The City Clerk's Office is pleased with Gloval's performance of the contract and recommends renewal. Community Services: SWFP wishes to renew the agreement with Gloval for armored car services. East Campus: Couriers do not have a set pick up time, they come anytime from 10:00 am-1 :30pm. Gloval is provided with a monthly pick up schedule (pick ups are only 2x week Mon & Wed). At times they come on days not designated. There is a high turn over of couriers, different person every week There is a language barrier, very few of the couriers speak English. There have been some issues with billing. Gloval has assigned a designated contact person, which is always available and oversees concerns and resolves matters. This the reason I recommend their renewal. Department Comments: EDC: Excellent service, always on time and invoices come on time and correct. FSU: Pembroke Pines-Florida State University Charter Elementary School is pleased with Gloval, Inc. The school would like to renew the contract. Recreation & Cultural Arts: Gloval meets the expectations provided in their contract. However, there were issues on the log activities, handwritings are hard to read and sometimes the invoice does not match with the log. Utilities: In the last fiscal year, there have been 8 times that the guards have picked up after 1 pm and guards have not missed any pick ups. Invoices were not received from Gloval for the months of December 2024 and January 2025. West Campus: I want to share that I am very satisfied with Gloval. Based on the evaluation scale, I would definitely rate them a 100. All aspects of their services and contact requirements have been fully met. Notes:	\$156,480.00	\$0.00	(\$156,480.00)	5/20/2026	5/13/2026	2/19/2026
InfoSend, Inc.	Printing and Mailing Services for Utility Billing Original Terms: Initial term expiring June 26, 2026 with two (2), additional, one (1) year terms thereafter. Current Period: Original Agreement (02/27/2026 - 06/26/2026) New Period: First Renewal (06/27/2026 - 06/26/2027) Type of Contract: Expense Performance: A Recommend for Renewal: Yes <small>UTILISERIU is always timely with sending the bills and very helpful when there are changes to be made to the back of the bill. They are also available to discuss any questions we may have</small> Department Comments: Notes:	\$370,000.00	\$0.00	(\$370,000.00)	6/26/2026	5/27/2026	3/28/2026
Morton Salt, Inc.	Sodium Chloride (Solar Salt) Supply and Delivery Original Terms: Initial term of one (1) year with four (4) additional one (1) year terms thereafter. Current Period: Initial Term (05/31/2025-05/30/2026) New Period: First Renewal (05/31/2026-05/30/2027) Type of Contract: Expense Performance: A Recommend for Renewal: Yes Department Comments: Recommend Renewal Yes Notes:	\$154,280.00	\$0.00	(\$154,280.00)	5/30/2026	4/30/2026	3/1/2026

Contract Performance Report Card

Vendor Name: Gloval, Inc.

Contract Purpose: Armored Car Services (City-wide)

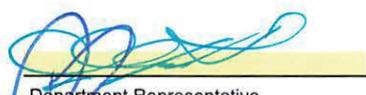
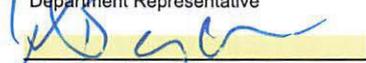
<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	<u>100</u>	<u>100</u>

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable

(Check the option that applies)

Department Comments: We recommend renewing the Contracy with Gloval, Inc.

 / Debbie Cintron - Senior School Business Manager 10/30/25
 Department Representative Name & Title Date
 / Peter Bayer, Principal 10/30/25
 Department Head Approval Name & Title Date
 School / EDC: Academic Village

Contract Performance Report Card

Vendor Name: Gloval, Inc.

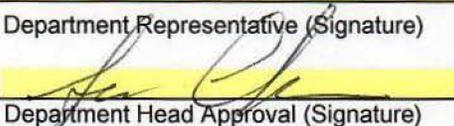
Contract Purpose: Armored Car Services (City-wide)

Rating Categories	Maximum Points	Department Head Rating
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	100	100

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable

Department Comments:

Department Representative (Signature)	Name & Title Date
	SEAN O'HARA, PRINCIPAL 10-21-25
Department Head Approval (Signature)	Name & Title Date

Contract Performance Report Card

Vendor Name: Gloval, Inc.

Contract Purpose: Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	100	100

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable

Department Comments:
 The City Clerk's Office is pleased with Gloval's performance of the contract and recommends renewal.

_____/_____
 Department Representative (Signature) Name & Title Date

gfn / **Gabriel Fernandez** 11/13/25
 Department Head Approval (Signature) Name & Title Date

Contract Performance Report Card

Vendor Name: Gloval, Inc.

Contract Purpose: Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	24
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	24
4. Department overall satisfaction	20	20
	100	98

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes

Department Comments: SWFP wishes to renew the agreement with Gloval for armored car services.

 / Silvia Aguilar Assistant Director 10/30/2025

Department Representative (Signature) Name & Title Date

 / Jay Shechter Director 10/30/2025

Department Head Approval (Signature) Name & Title Date

Contract Performance Report Card

Vendor Name: Gloval, Inc.

Contract Purpose: Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	20
2. Quality of Service(s)	30	26
3. Are all requirements of the contract being met	25	23
4. Department overall satisfaction	20	20
	100	89

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable

Department Comments: Couriers do not have a set pick up time, they come anytime from 10:00 am- 1:30pm. Gloval is provided with a monthly pick up schedule (pick ups are only 2x week Mon & Wed). At times they come on days not designated. There is a high turn over of couriers, different person every week There is a language barrier, very few of the couriers speak English. There have been some issues with billing. Gloval has assigned a designated contact person, which is always available and oversees concerns and resolves matters. This the reason I recommend their renewal.

 / Tania S Gutierrez, School Business Mgr 10/29/2025
 Department Representative Name & Title Date

 / Channale Augustin, Principal 10/29/25
 Department Head Approval Name & Title Date

School / EDC: Pembroke Pines Charter East Campus

Contract Performance Report Card

Vendor Name: Gloval, Inc.

Contract Purpose: Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	100	100

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable

Department Comments:

Excellent service, always on time and invoices come on time and correct.

 / Susan L Cohen/Site Supervisor 10/28/25
 Department Representative (Signature) Name & Title Date

_____ / _____
 Department Head Approval (Signature) Name & Title Date

Contract Performance Report Card

Vendor Name:

Gloval, Inc.

Contract Purpose:

Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	100	100

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal?

Yes / No / Not Applicable

Department Comments:

Melissa Wollard

Melissa Wollard-Records Manager 11-12-2025

Department Representative (Signature)

Name & Title

Date

Department Head Approval (Signature)

Name & Title

Date

[Handwritten Signature] / *CHIEF José VARGAS* / *11/12/25*

Contract Performance Report Card

Vendor Name:

Gloval, Inc.

Contract Purpose:

Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	20.67
2. Quality of Service(s)	30	25.00
3. Are all requirements of the contract being met	25	24.00
4. Department overall satisfaction	20	18.00
	100	87.67

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal?

Yes / **No** / **Not Applicable**

Department Comments:

Gloval meets the expectations provided in their contract. However, there were issues on the log activities, handwritings are hard to read and sometimes the invoice does not match with the log.

Department Representative (Signature)	Name & Title	Date
Christina Goulding	Asst. City Manager/Director, Parks, Recreation & Cultural Arts	10/29/25
Department Head Approval (Signature)	Name & Title	Date

Contract Performance Report Card

Vendor Name: Gloval, Inc.

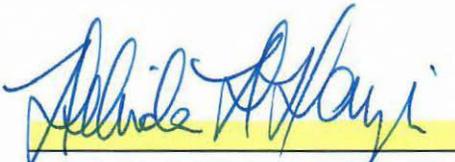
Contract Purpose: Armored Car Services (City-wide)

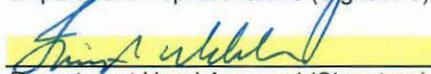
<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	20
2. Quality of Service(s)	30	25
3. Are all requirements of the contract being met	25	20
4. Department overall satisfaction	20	16
	100	81

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable

Department Comments: In the last fiscal year, there have been 8 times that the guards have picked up after 1 pm and guards have not missed any pick ups. Invoices were not received from Gloval for the months of December 2024 and January 2025.


 Department Representative (Signature) / Melinda M Maugeri Customer Service Manager 11/24/25
 Name & Title / Date


 Department Head Approval (Signature) / Tim Welch - Utilities Director 11/24/25
 Name & Title / Date

Contract Performance Report Card

Vendor Name: Gloval, Inc.

Contract Purpose: Armored Car Services (City-wide)

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	<u>100</u>	<u>100</u>

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal? Yes / No / Not Applicable (Check the option that applies)

Department Comments:

I want to share that I am very satisfied with Gloval. Based on the evaluation scale, I would definitely rate them a 100. All aspects of their services and contract requirements have been fully met.

Department Representative	Name & Title	Date
	Michael Castellano, Principal	10/28/2025
Department Head Approval	Name & Title	Date

School / EDC: City of Pembroke Pines Charter School West Campus (Elementary/Middle)

Contract Performance Report Card

Vendor Name:

InfoSend, Inc.

Contract Purpose:

Printing and Mailing Services for Utility Billing

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Service(s) Completed on time	25	25
2. Quality of Service(s)	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	100	100

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal?

Yes / No / Not Applicable

Department Comments:

Infosend is always timely with sending the bills and very helpful when there are changes to be made to the back of the bill. They are also available to discuss any questions we may have.

Alinda Abayli

Department Representative (Signature)

Customer Service Mgr.

Name & Title

01/15/2026

Date

Timothy A. Welch

Department Head Approval (Signature)

Timothy A. Welch

Name & Title

1/15/2026

Date

In-House	Utility Billing Processing					Total
	Year 1	Year 2	Year 3	Year 4	Year 5	
Bill Printers (2)	\$ 34,212.12	\$ 0	\$ 0	\$ 0	\$ 0	\$ 34,212.12
Printers Annual Maintenance	\$ 4,000.00	\$ 4,120.00	\$ 4,243.60	\$ 4,370.91	\$ 4,502.04	\$ 21,236.54
Additional Jacobs Cost Change Order	\$ 47,320.00	\$ 47,320.00	\$ 47,320.00	\$ 47,320.00	\$ 47,320.00	\$ 236,600.00
Supplies	\$ 255,625.08	\$ 263,293.83	\$ 271,192.65	\$ 278,328.43	\$ 287,708.28	\$ 1,357,148.27
Postage	\$ 342,600.00	\$ 352,878.00	\$ 363,464.34	\$ 374,368.27	\$ 385,593.32	\$ 1,818,909.93
TOTAL	\$ 683,757.20	\$ 667,611.83	\$ 686,220.59	\$ 705,387.60	\$ 725,129.63	\$ 3,468,106.86
Emergency Back-up to Process	\$ 23,500.00	\$ 24,205.00	\$ 24,931.15	\$ 25,679.08	\$ 26,449.46	\$ 124,764.69
TOTAL	\$ 707,257.20	\$ 691,816.83	\$ 711,151.74	\$ 731,066.69	\$ 751,579.09	\$ 3,592,871.55

Out-Source	Year 2					Total
	Year 1	Year 2	Year 3	Year 4	Year 5	
Supplies	Included	Included	Included	Included	Included	
Labor	Included	Included	Included	Included	Included	
Annual Maintenance	Included	Included	Included	Included	Included	
Additional Printing Services*	\$ 6,636.00	\$ 6,835.08	\$ 7,040.13	\$ 7,251.34	\$ 7,468.88	\$ 35,231.43
Postage	\$ 342,600.00	\$ 352,878.00	\$ 363,464.34	\$ 374,368.27	\$ 385,593.32	\$ 1,818,909.93
Vendor Cost (InfoSend)	\$ 88,800.00	\$ 91,464.00	\$ 94,207.92	\$ 97,034.16	\$ 99,943.18	\$ 471,451.26
TOTAL	\$ 438,036.00	\$ 451,177.08	\$ 464,712.39	\$ 478,653.76	\$ 493,013.38	\$ 2,325,592.61

Variance	Year 2	Year 3	Year 4	Year 5	Total
Variance	\$ 245,721.20	\$ 216,434.75	\$ 221,508.19	\$ 226,733.84	\$ 232,116.26
Variance %	36%	32%	32%	32%	32%

* Additional Printing and Mailing Services	Price per piece	Total (Month)	Total (Year)
Duplex printing	\$ 0.004	\$ 200.00	\$ 2,400.00
Address update (2%)	\$ 0.003	\$ 3.00	\$ 36.00
Excess Pages/Handwork Surcharge	\$ 0.35	\$ 350.00	\$ 4,200.00
Total			\$ 6,636.00

Based on 50,000 pieces per month

Outsource	\$ 7,400.00	per month
Emergency Back-up	\$ 2,063.33	per month
Postage	\$ 28,550.00	\$ 0.571

New in House Labor (in hours)	Per Month	Units	hrs	Estimated Hourly Labor Rate
100 print envelopes #10	25	100	0.25	15 minutes per box of 500
500 print bills	12.5	500	0.25	15 minutes per 1000 pieces
100 print #9 Envelopes	25	100	0.25	15 minutes per box of 500
50 run through folder inserter	12.5	50	0.5	30 minutes per 1000 pieces
50 run through postage machine	4	8	0.25	15 minutes per 1000 pieces
1 computer	104		0.5	30 minutes per cycle
TOTAL HOURS				
% of time processing bills for this position	65%			
Labor Cost	\$ 3,943.33		1 full time staff	\$ 20.00 * Estimated Hourly Labor Rate

Supplies	Per Month	Per Unit	Quantities per Unit	Estimated Burden Rate
Minute Man press Rolloffs - Bill paper w/riper	\$533.90	\$53.39	5,000	25% Mark up for Jacobs employee
R&C Management - 60lb plain bill stock paper	\$95.93	\$95.93	2,000	
R&C Management - 70lb plain bill stock paper	\$987.50	\$197.50	1,000	
Toshiba Ink Black (Machine ID F25573-RRP2)	\$1,147.50	\$229.50	1,000	
Toshiba Ink Black (Machine ID F25573-RRP1)	\$988.00	\$494.00	1	
Toshiba Ink Cyan (Machine ID F25573-RRP2)	\$988.00	\$494.00	1	
Toshiba Ink Cyan (Machine ID F25573-RRP1)	\$988.00	\$494.00	1	
Toshiba Ink Yellow (Machine ID F15452-RRP2)	\$888.00	\$444.00	1	
Toshiba Ink Yellow (Machine ID F15452-RRP1)	\$888.00	\$444.00	1	
Toshiba Ink Magenta (Machine ID #F21030-Duplicator)	\$888.00	\$444.00	1	
Toshiba Ink Magenta (Machine ID #F21030-Duplicator)	\$888.00	\$444.00	1	
Toshiba Ink Cyan (Machine ID #F21030-Duplicator)	\$888.00	\$444.00	1	
Toshiba Ink Yellow (Machine ID #F21030-Duplicator)	\$888.00	\$444.00	1	
Pinney Bowes-Red Meter Ink	\$510.38	\$255.19	1	
Pinney Bowes-Liquid Sealer	\$79.19	\$79.19	4	
Pinney Bowes Postage Tape	\$123.19	\$123.19	3	
R&C Mgmt - Envelopes #9 Window - Blank	\$2,387.50	\$477.50	1,000	
R&C Mgmt - Envelopes #9-Regular Return Blank	\$2,387.50	\$477.50	1,000	
R&C Mgmt - Envelopes #10- Window Blank	\$2,387.50	\$477.50	1,000	
TOTAL:	\$21,302.09	\$6,123.84		

* Estimated Hourly Labor Rate

25% Mark up for Jacobs employee

Non-lead that 60lb & 70lb are equal in weight and thickness to 24# & 28#

\$ 41,600.00

\$ 20,800.00

\$ 10,400.00

\$ 7,800.00

Contract Performance Report Card

Vendor Name:

Morton Salt Inc.

Contract Purpose:

Solar Salt (Bulk) Supply & Delivery

<u>Rating Categories</u>	<u>Maximum Points</u>	<u>Department Head Rating</u>
1. Work Completed on time	25	25
2. Quality of Work	30	30
3. Are all requirements of the contract being met	25	25
4. Department overall satisfaction	20	20
	100	100

A =	100 - 90
B =	89 - 80
C =	79 - 70
D =	69 - 60
F =	59 - 0

Recommend Renewal?

Yes / No / Not Applicable

Department Comments:

Recommend Renewal Yes

Kevin Stone

Chief Operator 01/27/2026

Department Representative (Signature)

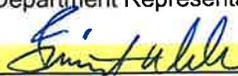
Name & Title

Date

Department Head Approval (Signature)

Name & Title

Date



Timothy A. Welch

1/28/26