



## Beaufort County Airports Board

### Chairman

CHRIS BUTLER

### Vice Chairman

JAMES STARNES

### Board Members

HOWARD ACKERMAN

MARK BAILEY

LESLIE ADLAM FLORY

NICHOLAS MESENBURG

DAVID NELEMS

RICH SELLS

THOMAS SHEAHAN

DR. ELI ROTH

### Airports Director

JON REMBOLD

### County Administrator

MICHAEL MOORE

### Airports Senior

### Administrative Specialist

ROCIO REXRODE

### Physical Address

Hilton Head Island Airport

120 Beach City Road

Hilton Head Is, SC 29926

### Mailing Address

Airport Administration

26 Hunter Road

Hilton Head, SC 29926

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## Beaufort County Airports Board Agenda

Council Chambers - Administration Building

100 Ribaut Road, Beaufort, SC 29901

Thursday, February 05, 2026, at 10:00 AM

- I. CALL TO ORDER
- II. PLEDGE OF ALLEGIANCE
- III. PUBLIC NOTIFICATION OF THIS MEETING HAS BEEN PUBLISHED, POSTED, AND DISTRIBUTED IN COMPLIANCE WITH THE SOUTH CAROLINA FREEDOM OF INFORMATION ACT (FOIA)
- IV. APPROVAL OF AGENDA
- V. APPROVAL OF MINUTES - [JANUARY 8, 2026](#)
- VI. PUBLIC COMMENT (Limit comments to three minutes)
- VII. DIRECTOR'S REPORT
  1. Flying Frog 5k/10k and First Annual FrogFest (Marlene Myers)
- VIII. UNFINISHED BUSINESS
- IX. NEW BUSINESS
  - ACTION ITEMS:
    1. CONTRACT AWARD - RECOMMENDATION OF CONTRACT AWARD TO LOW COUNTRY COMMERCIAL SERVICES FOR HXD JANITORIAL SERVICES - [VOTE](#)
    2. HILTON HEAD ISLAND AIRPORT (HXD) – RECOMMENDATION TO APPLY FOR TOWN OF HILTON HEAD ISLAND ACCOMMODATIONS TAX (**ATAX**) GRANT FOR TOURISM MARKETING - [VOTE](#)
    3. HILTON HEAD ISLAND AIRPORT (HXD) - RECOMMENDATION TO APPLY FOR COUNTY HOSPITALITY TAX (**HTAX**) GRANT FOR TOURISM MARKETING - [VOTE](#)
    4. BEAUFORT EXECUTIVE AIRPORT (ARW) – RECOMMENDATION TO APPLY FOR COUNTY HOSPITALITY TAX (**HTAX**) GRANT FOR INFRASTRUCTURE - [VOTE](#)
- X. CHAIRMAN UPDATE
- XI. COMMITTEE REPORTS
- XII. CITIZEN COMMENT (Limit comments to three minutes)
- XIII. ADJOURNMENT

### **NEXT MEETING:**

THURSDAY, MARCH 12, 2026, AT 10:00 AM

TOWN CHAMBERS, 1 TOWN CENTER COURT, HILTON HEAD, SC 29928

# MINUTES

## Beaufort County Airports Board

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January 8, 2026 | 10:00 am | Meeting called to order by Chairman Chris Butler  
[Video and Transcript](#)

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### ATTENDANCE

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**Present:** Chris Butler, Jim Starnes, Howard Ackerman, Rich Sells, Leslie Adlam Flory, Thomas Sheahan, Mark Bailey, Nick Mesenburg, and David Nelems

**Non-voting Members:** Brian Turrisi and Dr. Eli Roth

**Absent:**

**County Staff:** Jon Rembold, Airports Director; Stephen Parry, Deputy Airports Director; Jeremy Mathes, ARFF Chief; Brandon Chavis, Airport Manager; Brian Cronin, Airports Finance Manager; and Rocio Rexrode, Airports Senior Administrative Specialist.

**Beaufort County Council Liaison:** Tom Reitz

**Hilton Head Island Town Council Liaison:** Melinda Tunner

**Public:** Judy Elder, Talbert, Bright and Ellington, Inc.

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### AGENDA ADOPTION

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The January 8, 2026, BCAB meeting agenda was adopted with unanimous consent.

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### APPROVAL OF MINUTES

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Howard Ackerman made a motion to approve the November 13, 2025, meeting minutes. Leslie Flory seconded the motion. All were in favor, and the motion passed.

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### PUBLIC COMMENTS

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County Council Member Tom Reitz offered brief remarks, reflecting on the past year's activities and emphasizing the importance of collaboration. He reaffirmed his commitment to supporting the Airports Board and working together to achieve shared goals.

**New Board Member Introduction:** Dr. Eli Roth was welcomed to the Beaufort County Airports Board. He introduced himself, sharing his background as an aviation medical examiner, and expressed enthusiasm about contributing to the Board's initiatives.

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### DIRECTOR'S REPORT

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**General Overview:** Jon Rembold provided an overview of the holiday season and outlined upcoming projects for the new year. Special mention was made of the Airport's plans to celebrate the nation's 250th anniversary, with visible patriotic themes expected throughout the facility.

- **TERMINAL UPDATE:**

**Jet Bridges Update:** Rembold reported that the jet bridges arrived from Utah on approximately eight to nine trucks carrying the main bridge sections, support materials, and rotunda components. Several of the loads were oversized, with some sections nearing 100 feet in length, requiring the trucks to be routed onto the airfield to avoid tight roadway turns. Prior to entering the secure area, the shipments were staged at the gate and screened by law enforcement, including K-9 units. All jet bridge components are now on site, and installation is scheduled to begin this week.

**Construction Update:**

Rembold reported that the terminal project is approximately 70% complete. He noted that while the exterior of the building appears nearly finished, significant activity continues inside. He said that at one point, approximately 16 different trades were working simultaneously, including the installation of fixtures, HVAC systems, and interior doors equipped with electrical components for alarms and access readers. The TSA screening area remains one of the most time-consuming sections, with crews pouring terrazzo floors.

Rembold also highlighted the terminal's architectural character, describing the exterior as relaxed and welcoming, with a non-governmental, almost country-club aesthetic. Landscaping has begun, with erosion control measures in place and crews actively working on designated areas. The project remains on track, and biweekly meetings with contractors continue to monitor progress and address any schedule adjustments.

- **PROJECTS UPDATE:**

**ARW Hangar Sitework:** Steve Parry reported that significant progress has been made on the hangar site work. He explained that extensive grading has been completed and much of the recent activity has focused on installing underground stormwater systems. While the site may appear inactive at times, substantial work is underway below ground to prepare for future construction. The team is currently addressing potential change orders, and Brandon Chavis was commended for his excellent project management. The anticipated timeline for completing the site work phase is around March, which will mark a major milestone and allow the airport to move forward with hangar development.

**ALP Master Plan:** Parry reported that he and Jon Rembold traveled to Atlanta to meet with the FAA regarding proposed options for the ALP Master Plan. The team is preparing to present these options to the community at the next ALP update. Additional work remains before the community presentation, but a meeting is expected to occur soon.

**Saint James Baptist Church:** Parry reported that HXD has officially closed its involvement with the Saint James Baptist Church project. The Town and County have taken over responsibilities, including

property purchase, church relocation, and associated reimbursements. HXD will no longer be involved in these matters.

**Airfield Drainage:** Parry reported that this long-running project is nearing the construction phase. The drainage inlets, including cement inlets and aircraft-rated grates, have been ordered, with an estimated 10–12 week manufacturing timeline. Once all materials arrive on-site, construction will proceed quickly. This upgrade is a key step in improving airfield drainage, particularly following the reclassification to Class Three standards.

**ARW Runway:** Parry reported that the new runway installation is substantially complete. Only minor finishing touches, such as painting and clean-up, remain before the project is fully finalized.

**ARW Partial Parallel Taxiway:** Parry reported that a notice to proceed has been issued for surveying, geotechnical work, and permitting activities required before design and bidding. The partial parallel taxiway will improve operational efficiency by reducing aircraft back taxiing. Work is progressing alongside the relocation of the air system to accommodate future hangar construction.

**Automated Weather Observing System (AWOS):** Parry reported that the AWOS system is being relocated to clear the area for hangar development. Efforts are ongoing to ensure the system is operational while accommodating construction requirements.

- **DEPARTMENT UPDATE:**

**Santa Fly-in:** Rembold reported on the success of the Santa Fly-In event held in December at ARW. Organized by Marlene Myers and Brandon Chavis, the event attracted a large number of children and families, creating a festive atmosphere at the airport. Santa's arrival by airplane provided a unique and memorable experience for attendees. The event was well received by the community and highlighted the airport's commitment to engaging local residents through creative, family-friendly activities. Rembold expressed appreciation for the team's efforts in planning and executing the event, noting that it was a significant highlight during the holiday season.

**A Hero's Welcome:** Parry explained that the HXD team received a message from a grandson requesting assistance for his father, a World War II veteran, 100 years old, who was flying in on Christmas Eve and needed help deplaning. The team immediately mobilized, with Marlene Myers taking the lead in coordinating support from the American Legion, the Military Officers Association, and local volunteers. When the aircraft arrived, the veteran was greeted onboard, assisted off the plane, and honored with a water cannon salute. Passengers shook his hand, and the American Legion presented him with a Warrior's Quilt. Additionally, a vintage Cadillac Eldorado was arranged to transport him and his daughter, creating a memorable experience. The veteran, who turns 101 on February 2, was deeply moved, and the family expressed immense gratitude. Jon praised Marlene

and the entire team for their efforts, noting the event showcased the airport's commitment to community and service.

**AIRPORTS' BUSINESS UPDATE:**

**IJIA Airport Terminal Program Grant Application:** Rembold reported that the airport submitted a grant application under the Infrastructure Investment and Jobs Act (IJIA), formerly known as the BIL. This is the final year of the program, which provides funding for terminals and towers nationwide. Approximately \$100 million was set aside for airports of similar size, with the submitted application focused on Phase Two of the terminal project to advance completion and ensure the building functions as a fully operational system. Additional grant opportunities are being pursued.

**United Airlines is increasing ORD frequency during the season:** Rembold reported that United Airlines has announced increased seasonal service to Chicago O'Hare (ORD). This expansion reflects the airline's excitement about the upcoming terminal opening and is expected to enhance the airport's traffic and connectivity in the coming years.

**Airport Leadership met in Atlanta with the FAA ADO Team:** Rembold reported that airport leadership met with the FAA Atlanta ADO Team on December 18. The meeting included representatives from environmental, planning, and regulatory departments. The team discussed proposed ideas for the Master Plan, and follow-up internal coordination will continue prior to presenting options to the board and the stakeholders committee. Rembold noted that the meeting was productive and that FAA staff showed positive engagement.

**1. Airports First Quarter Financial [Update](#) (Brian Cronin):**

Cronin reported that **HXD** experienced an increase in revenues compared to the previous year, primarily due to higher grant reimbursements and airline cost recovery fees. Rental income also improved, while parking revenue declined because the automatic gate system was not operational. This issue is expected to be resolved soon, which should boost parking income. Expenses were slightly elevated due to a water leak and a malfunctioning control of automatic LED lighting on the airfield. Capital equipment purchases included gate motors, air bags, and a runway painting machine. Interest income was strong, with \$151,000 earned in the first quarter and projections of approximately \$200,000 for the year. Staffing challenges remain, with several positions unfilled, impacting payroll and budget forecasting. After adjusting for capital expenses, Hilton Head Airport showed an operational surplus of roughly \$300,000, reflecting effective expense management. Brian emphasized the need for a balance sheet in future reports to provide better visibility into cash reserves and liabilities.

Cronin reported on the financial status of **ARW**, noting that operations remain stable and aligned with budget expectations. The airport continues to manage expenses carefully while supporting

infrastructure improvements aimed at long-term growth. He emphasized that resources are being utilized effectively to sustain operations and prepare for future development needs. Overall, ARW's financial position reflects prudent management practices, with efforts focused on maintaining efficiency and supporting strategic projects without imposing additional financial strain.

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## **UNFINISHED BUSINESS**

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There was no Unfinished Business.

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## **NEW BUSINESS – ACTION ITEMS**

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**1. GRANT ACCEPTANCE (HXD) - RECOMMENDATION TO APPROVE A RESOLUTION TO ACCEPT SCAC GRANT IN THE AMOUNT OF \$42,625.00 FOR AIRPORT APPROACH TREE MITIGATION**

Rich Sells made a motion to approve a recommendation to approve a resolution to accept a SCAC grant in the amount of \$42,625.00 for HXD Airport Approach Tree Mitigation. Leslie Flory seconded the motion. All were in favor, and the motion passed.

**2. GRANT ACCEPTANCE (ARW) - RECOMMENDATION TO APPROVE A RESOLUTION TO ACCEPT SCAC GRANT IN THE AMOUNT OF \$46,775.00 FOR AIRPORT WEATHER OBSERVING SYSTEM (AWOS) RELOCATION**

Howard Ackerman made a motion to approve a recommendation to approve a resolution to accept a SCAC grant in the amount of \$46,775.00 for Airport Weather Observing System (AWOS) Relocation. Thomas Sheahan seconded the motion. All were in favor, and the motion passed.

**3. WORK AUTHORIZATION (XD) - RECOMMENDATION TO APPROVE TALBERT, BRIGHT, AND ELLINGTON WORK AUTHORIZATION 2119-2503 FOR AIRPORT WEATHER OBSERVING SYSTEM (AWOS) RELOCATION**

Leslie Flory made a motion to approve a recommendation to approve Talbert, Bright, and Ellington Work Authorization 2119-2503 for Airport Weather Observing System (AWOS) Relocation. Jim Starnes seconded the motion. All were in favor, and the motion passed.

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## **CHAIRMAN UPDATE**

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The Chairman provided an update, highlighting the significant progress the airport has made over recent years. He noted improvements south of the Broad and praised the ongoing personal engagement efforts, including the Ambassador Program led by Leslie Flory, which adds a unique touch to the passenger experience. Reflecting on the overall accomplishments, the Chairman acknowledged that while some projects have taken longer than anticipated, the Board and Staff have made substantial strides. He expressed confidence in continued progress over the next decade, commending Jon, Steve, and the entire team for their support and contributions. The Chairman concluded by expressing pride in the group and enthusiasm for the projects and discussions planned for 2026.

**1. Finance Committee**

Members: Howard Ackerman (Chair), Chris Butler, Rich Sells, Tom Sheahan, and Brian Turrisi.

It was noted that a budget meeting for the fiscal year needs to be scheduled to review forecasts and ensure that deadlines for submissions to Council are met.

**2. Passenger Service Committee**

Members: Leslie Adlam Flory (Chair), David Nelems, Jim Starnes, and Tom Sheahan

Leslie Flory provided an update on the Ambassador Program. Interest from residents in joining the program is increasing, driven by current Ambassadors promoting participation. She recommended enhancing training this year due to the expanded terminal and higher passenger volumes.

Discussions are ongoing regarding the optimal positioning of Ambassadors, staffing levels for each day, and the implementation of a structured system for managing lost and found items.

**3. ARW Facilities Use and Improvement Committee**

Members: Chris Butler (Chair), Mark Bailey, David Nelems, Jim Starnes, and Nick Mesenburg

The committee reported continued progress on hangar development and related infrastructure improvements. No additional updates were noted beyond ongoing project work.

**4. HXD Airport Improvement Committee**

Members: Brian Turrisi (Chair), Howard Ackerman, Rich Sells, and Chris Butler

Tree Issue: Submission to the FAA regarding tree concerns has been completed, and resolution is expected soon.

Urban Nature / Environmental Concerns: Ongoing concerns exist regarding dust and debris from operations on the east side of the airport, including grinding and crushing of materials. The committee emphasized potential impacts on aircraft engines and public health. Coordination with the Town, code enforcement, and Airport staff is necessary to monitor permits and ensure compliance.

**5. Government Affairs Committee**

Members: Rich Sells (Chair)

It was reported that ongoing efforts are being made to maintain contacts in Washington, D.C., including outreach to former contacts to navigate current challenges.

**Discussion:** Town Council Member Melinda Tunner and other committee members discussed ongoing concerns regarding dust and pollution occurring on the east side of the airport near the hangar area. The issue involves stone grinding and crushing operations, which were initially conducted without permits and later permitted through revised approvals. The committee expressed concern about the potential impacts of fine airborne particles on aircraft engines, operational safety, and public health. Committee members noted

uncertainty about whether all current and future permits have been appropriately reviewed or communicated to Airport staff. It was emphasized that the Town and Code Enforcement need to be aware of potential violations and should document inspections and monitor compliance to ensure accountability. The discussion highlighted the need for continued oversight to prevent serious incidents involving airborne dust and mitigate health

**Request – Board Participation in Chairman’s Testimony:** The Chairman noted that he will be testifying before the House Natural Resources Committee on water access on January 13, and that Board members are encouraged to attend. Potential meetings with South Carolina representatives, including Nancy Mace and Russell Frye, were also mentioned.

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#### **PUBLIC COMMENTS**

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There were no Public Comments.

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#### **ADJOURNMENT**

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The motion to adjourn was made at 11:07 a.m. It passed unanimously.

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#### **NEXT MEETING**

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February 5, 2026 | 10:00 a.m.

**TBD**



# Fiscal Year 2026 First Quarter Financial Review

## July 1st – September 30th



**HILTON HEAD ISLAND**  
— AIRPORT —



## Hilton Head Island Airport (HXD)

### Unaudited Statement of Revenues and Expenses

	Three Months Ended September 30		
	2025	2024	Increase/(Decrease)
Town of Hilton Head Revenues	\$ 66,712	\$ 46,635	\$ 20,077
Ramp Fees	359,285	231,335	127,950
Parking/Taxi/Limo Fees	22,454	47,937	(25,483)
Firefighting Fees-Others	155,541	137,167	18,374
Security Fees (Airlines)	137,193	96,716	40,477
Security Revenue (Badges)	3,730	4,560	(830)
Miscellaneous Revenues	24,063	21,521	2,542
Fixed Base Operator	193,011	185,606	7,405
Rents	763,125	654,343	108,782
Flight Training Commissions	1,165	1,619	(455)
Operating Agreements	8,335	8,424	(88)
Rental Co Property	32,291	32,005	286
Hangar Rentals	53,239	66,426	(13,188)
Sale of Property	-	-	-
Interest Income	50,950	-	50,950
<b>Total Revenues</b>	<b>1,871,093</b>	<b>1,534,292</b>	<b>336,801</b>

## Hilton Head Island Airport (HXD)

### Unaudited Statement of Revenues and Expenses

	Three Months Ended September 30		
	2025	2024	Increase/(Decrease)
Payroll and Related Expenses	\$443,278	\$374,167	\$69,111
Advertising	64,161	67,191	(3,030)
Printing/Postage	323	-	323
Licenses/Permits	-	-	-
Stormwater Utility Fees	-	-	-
Utilities	38,100	47,265	(9,165)
Maintenance & Repairs	59,456	44,221	15,234
Professional Services	99,827	150,270	(50,443)
Non-Professional Services	71,302	70,152	1,150
Vehicle Maintenance	12,057	615	11,442
Dues & Subscriptions	4,595	4,329	266
Training & Conferences	585	4,536	(3,951)
Insurance	-	290	(290)
Miscellaneous Expenditures	-	-	-
Supplies & Materials	7,538	4,929	2,609
Uniforms	467	2,167	(1,700)
Fuel	3,615	4,177	(563)
Non-Capital Equipment	-	-	-
Bond Interest	12,273	13,512	(1,239)
Capital Equipment	63,429	136,142	(72,713)
Local Grant Match	18,000	6,470	11,530
Depreciation	-	-	-
<b>Total Expenses</b>	<u>899,005</u>	<u>930,432</u>	<u>(31,428)</u>

# Hilton Head Island Airport (HXD)

## Unaudited Statement of Revenues and Expenses

	Three Months Ended September 30		
	2025	2024	Increase/(Decrease)
<b>Net Income</b>	<u>972,088</u>	<u>603,860</u>	<u>368,229</u>
Capital Equipment	63,429	136,142	(72,713)
Depreciation	<u>-</u>	<u>-</u>	<u>-</u>
	63,429	136,142	(72,713)
<b>Adjusted Net Income</b>	<u>\$1,035,518</u>	<u>\$740,002</u>	<u>\$295,516</u>

## Beaufort Executive Airport (ARW)

### Unaudited Statement of Revenues and Expenses

	Three Months Ended September 30		
	2025	2024	Increase/(Decrease)
Fuel - AvGAS	\$ 73,471	\$ 71,083	\$ 2,387
Fuel - Jet	99,727	91,567	8,160
Oil Sales	833	1,019	(186)
Ramp Fees	8,729	3,740	4,989
Parking Fees	1,226	3,381	(2,155)
Miscellaneous Revenues	6,795	6,099	696
Tie Down Fees	17,467	16,082	1,386
Merchandise Sales	1,608	1,801	(193)
Rental Car Commision	1,143	1,065	78
Flight Training Commissions	2,483	2,627	(143)
Operating Agreements	1,544	3,605	(2,061)
Rental Co Property	2,589	3,450	(862)
Hangar Rentals	36,198	33,910	2,288
Interest Income	11,042	-	11,042
<b>Total Revenues</b>	<b>264,854</b>	<b>239,430</b>	<b>25,424</b>

## Beaufort Executive Airport (ARW)

### Unaudited Statement of Revenues and Expenses

	Three Months Ended September 30		
	2025	2024	Increase/(Decrease)
Payroll and Related Expenses	\$42,535	\$53,599	(\$11,064)
Licenses/Permits	1,195	1,275	(80)
Stormwater Utility Fees	-	-	-
Utilities	7,075	6,441	634
Maintenance & Repairs	24,655	15,065	9,590
Non-Professional Services	8,507	8,507	-
Vehicle Maintenance	898	2,037	(1,139)
Dues & Subscriptions	2,150	4,150	(2,000)
Training & Conferences	-	595	(595)
Insurance	81	848	(767)
Miscellaneous Expenditures	216	5,884	(5,669)
Supplies & Materials	784	740	44
Uniforms	-	-	-
Purchases Concessions	1,663	375	1,288
AvGas Purchases	43,059	45,340	(2,281)
Jet Fuel Purchases	34,367	20,148	14,219
Fuels/Lubricants	4,019	3,512	507
Non-Capital Equipment	-	424	(424)
Capital Equipment	-	31,273	(31,273)
Site Development	-	12,014	(12,014)
Depreciation	-	-	-
<b>Total Expenses</b>	<u>171,206</u>	<u>212,229</u>	<u>(41,023)</u>

# Beaufort Executive Airport (ARW)

## Unaudited Statement of Revenues and Expenses

	Three Months Ended September 30		
	2025	2024	Increase/(Decrease)
<b>Net Income</b>	<u>\$93,649</u>	<u>\$27,201</u>	<u>\$66,448</u>
Capital Equipment	-	31,273	(31,273)
Site Development	-	12,014	(12,014)
Depreciation	-	-	-
<b>Total Adjustment</b>	-	43,287	(43,287)
<b>Adjusted Net Income</b>	<u>\$93,649</u>	<u>\$70,489</u>	<u>\$23,160</u>

# Questions or Suggestions?







## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

RESPONSE DEADLINE: October 27, 2025 at 3:00 pm

Report Generated: Monday, January 12, 2026

### VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	American Facility Services, Inc.	HES Facilities LLC	LGC Global Energy FM LLC	Low Country Commercial Services	Pritchard Industries
Proposer confirms the proposal is firm for a period of at least 90 days from the closing date for submission of proposal.	Pass	Pass	Pass	Pass	Pass
Please Provide Licenses and Certificate of Insurance.	Pass	Pass	Pass	Pass	Pass
Certification regarding Debarment, Suspension, Ineligibility, and Voluntary exclusion	Pass	Pass	Pass	Pass	Pass
State whether your company has been involved in any litigation within the past five (5) years, arising out of your performance.	Pass	Pass	Pass	Pass	Pass
Explain fully any litigation involving performance.	No Response	No Response	No Response	No Response	No Response

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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Question Title	American Facility Services, Inc.	HES Facilities LLC	LGC Global Energy FM LLC	Low Country Commercial Services	Pritchard Industries
Non-Segregated Facilities	Pass	Pass	Pass	Pass	Pass
Please upload any relevant certifications and/or licenses	Pass	Pass	No Response	Pass	Pass
Proposal	Pass	Pass	Pass	Pass	Pass
Pricing	Pass	Pass	Pass	Pass	Pass

## PHASE 2

### EVALUATORS

Name	Title	Agreement Accepted On
Brian Cronin	Finance Managaer	Nov 5, 2025 12:57 PM
Marlene Myers	Airports Business Manager	Nov 4, 2025 2:07 PM
Charles Neeson	Airport Operations Chief	Nov 6, 2025 2:50 PM
Stephen Parry	Deputy Airports Director	Nov 3, 2025 7:42 AM
Rich Sells	Board Member	Nov 6, 2025 4:12 PM

### EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Experience & Qualifications	Points Based	25 (25% of Total)

Description:

- Evaluators will consider the proposer's demonstrated ability to perform janitorial services in similar facilities. Points will be awarded based on:

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EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

Page 2

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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- Prior contracts with airports, transportation hubs, government facilities, or other secure/high-traffic environments.
- Number of years in Beaufort County providing commercial janitorial services.
- Evidence of compliance with OSHA and TSA (if applicable) requirements.
- References from at least three comparable facilities (include scope, size, and client contact information).
- Company certifications (e.g., CIMS-GB, ISSA, GBAC, safety training certifications).

Criteria	Scoring Method	Weight (Points)
Staffing & Management Plan	Points Based	20 (20% of Total)

### Description:

- Evaluators will assess the proposer's ability to provide adequate staffing and effective management oversight. Points will be awarded based on:
  - Staffing levels assigned to each building (Airport, Tower, Administration, Executive Staff).
  - Minimum staffing ratios per square footage, adjusted for traffic peaks.
  - Hiring practices, background check procedures, and compliance with airport security requirements.
  - Employee training in hazardous materials handling, bloodborne pathogen response, PPE use, and customer service.
  - Local Presence & Rapid Response Capability for service requests, emergencies, or staffing needs within 30 minutes or less.
  - Quality control methods, including onsite inspections, digital reporting tools, and supervisor oversight frequency.

Criteria	Scoring Method	Weight (Points)
Technical Approach & Work Plan	Points Based	20 (20% of Total)

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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### Description:

- Evaluators will review the proposer’s approach to meeting the Scope of Work requirements. Points will be awarded based on:
  - Cleaning schedules and frequency of services in public areas, restrooms, secure areas, and administrative offices.
  - Flexibility to adjust services during peak travel seasons, holidays, and special events.
  - Floor care procedures (e.g., stripping, waxing, buffing, carpet extraction).
  - Window and glass cleaning methodology.
  - Restroom sanitation practices, including touchpoint disinfection and supply management.
  - Waste management and recycling practices.
  - Use of eco-friendly, fragrance-free, or Green Seal-certified cleaning products.
  - Proposed equipment and technology (e.g., HEPA vacuums, electrostatic sprayers).

Criteria	Scoring Method	Weight (Points)
Cost Proposal	Points Based	20 (20% of Total)

### Description:

- Evaluators will assess cost reasonableness, transparency, and alignment with the services proposed. Points will be awarded based on:
  - Competitiveness of overall price relative to other proposers.
  - Clear breakdown of costs (labor, materials, equipment, overhead).
  - Flexibility for on-call or emergency cleaning services outside the normal scope.
  - Cost stability (e.g., multi-year pricing commitments).
  - Whether pricing is consistent with staffing levels and technical plan.

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

Criteria	Scoring Method	Weight (Points)
Responsiveness & Value-Added Services	Points Based	15 (15% of Total)

### Description:

Evaluators will consider the proposer's attention to detail and willingness to exceed requirements. Points will be awarded based on:

- Completeness of proposal submission, organization, and clarity.
- Demonstrated ability to respond to emergencies within 30 minutes.
- Value-added services, such as pressure washing, or exterior glass cleaning.
- Innovative technology or processes that increase efficiency, safety, or passenger satisfaction.
- Willingness to work with Airport Administration to develop customized reporting metrics or dashboards.

## AGGREGATE SCORES SUMMARY

Vendor	Brian Cronin	Marlene Myers	Charles Neeson	Stephen Parry	Rich Sells	Total Score (Max Score 100)
Low Country Commercial Services	62	82	82	92	80	79.6
Pritchard Industries	60	69	81	67	75	70.4
HES Facilities LLC	59	45	69	67	90	66
LGC Global Energy FM LLC	60.5	66	62	51	79	63.7
Bubbles and Grime of the Lowcountry Excluded	50	50	77	72	69	63.6

## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

Vendor	Brian Cronin	Marlene Myers	Charles Neeson	Stephen Parry	Rich Sells	Total Score (Max Score 100)
Saber of Orangeburg LLC	57	34	62	85	80	63.6
Excluded						
American Facility Services, Inc.	59.5	40	63	74	81	63.5
Unifi Aviation, LLC.	57.5	38	74	61	69	59.9
Excluded						
Hansen Commercial Services LLC	57	52	60	57	71	59.4
Excluded						
SCSI, Southern Cleaning Service Inc	54.5	19	65	66	88	58.5
Excluded						
US&S Inc.	50	54	57	51	70	56.4
Excluded						
Core Clean Services	52.5	20	71	59	73	55.1
Excluded						
Classic Facility Services, Inc	54	9	61	71	80	55
Excluded						
Herald Office Solutions	52	18	62	54	66	50.4
Excluded						

## VENDOR SCORES BY EVALUATION CRITERIA

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

Vendor	Experience & Qualifications Points Based 25 Points (25%)	Staffing & Management Plan Points Based 20 Points (20%)	Technical Approach & Work Plan Points Based 20 Points (20%)	Cost Proposal Points Based 20 Points (20%)	Responsiveness & Value-Added Services Points Based 15 Points (15%)	Total Score (Max Score 100)
Low Country Commercial Services	20	17.2	16.2	12.8	13.4	79.6
Pritchard Industries	18.2	15.6	13.6	12	11	70.4
HES Facilities LLC	16	13.2	12	14.4	10.4	66
LGC Global Energy FM LLC	16	11.8	12.4	14.1	9.4	63.7
Bubbles and Grime of the Lowcountry Excluded	11.8	16	13.2	11	11.6	63.6
Saber of Orangeburg LLC Excluded	14.2	12.8	13.2	15	8.4	63.6
American Facility Services, Inc.	15.8	11.2	13.4	13.8	9.3	63.5
Unifi Aviation, LLC. Excluded	17.4	13.8	13.2	6.3	9.2	59.9
Hansen Commercial Services LLC Excluded	12.4	10.8	12.4	11.9	11.9	59.4
SCSI, Southern Cleaning Service Inc Excluded	13.1	11.4	11.8	13.4	8.8	58.5
US&S Inc. Excluded	15.1	9.4	10.6	11.6	9.7	56.4

## EVALUATION TABULATION

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## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

Vendor	Experience & Qualifications Points Based 25 Points (25%)	Staffing & Management Plan Points Based 20 Points (20%)	Technical Approach & Work Plan Points Based 20 Points (20%)	Cost Proposal Points Based 20 Points (20%)	Responsiveness & Value-Added Services Points Based 15 Points (15%)	Total Score (Max Score 100)
Core Clean Services Excluded	11.9	10.8	12	12.2	8.2	55.1
Classic Facility Services, Inc Excluded	11	9.6	13.4	11.4	9.6	55
Herald Office Solutions Excluded	13.6	10.8	7.8	11.6	6.6	50.4

## INDIVIDUAL PROPOSAL SCORES

American Facility Services, Inc.	
Experience & Qualifications   Points Based   25 Points (25%)	
Brian Cronin:	14
Marlene Myers:	10
Charles Neeson:	17
Stephen Parry:	18
Rich Sells:	20
Staffing & Management Plan   Points Based   20 Points (20%)	
Brian Cronin:	12
Marlene Myers:	5

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

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Charles Neeson: 7

Stephen Parry: 15

Rich Sells: 17

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 12

Marlene Myers: 10

Charles Neeson: 14

Stephen Parry: 15

Rich Sells: 16

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 14

Marlene Myers: 10

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 16

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 7.5

Marlene Myers: 5

Charles Neeson: 10

Stephen Parry: 12

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Rich Sells: 12

**HES Facilities LLC**

**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 13

Marlene Myers: 12

Charles Neeson: 17

Stephen Parry: 15

Rich Sells: 23

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

Marlene Myers: 15

Charles Neeson: 13

Stephen Parry: 10

Rich Sells: 18

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 11

Marlene Myers: 5

Charles Neeson: 12

Stephen Parry: 14

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EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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Rich Sells: 18

They are impressive in this area.

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

Marlene Myers: 6

Charles Neeson: 16

Stephen Parry: 18

Rich Sells: 18

Very competitive. After watching the in person video I was quite impressed, but a little concerned they have underpriced. I am guessing because one of their senior persons has a home on the island they are being aggressive to win the bid.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 11

Marlene Myers: 7

Charles Neeson: 11

Stephen Parry: 10

Rich Sells: 13

## LGC Global Energy FM LLC

### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 14

Marlene Myers: 15

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## EVALUATION TABULATION

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Charles Neeson: 19

Stephen Parry: 12

Rich Sells: 20

### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 13

Charles Neeson: 8

Stephen Parry: 10

Rich Sells: 16

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 9

Charles Neeson: 15

Stephen Parry: 10

Rich Sells: 16

I like their experimenting with robotics.

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 13.5

Marlene Myers: 17

Charles Neeson: 12

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Stephen Parry: 11

Rich Sells: 17

These folks have the expertise and the background but I am concerned they are buying the bid by lowballing the pricing, only to come back to us with a request to increase, or flip side we will see a major degradation in service levels. One point that nags at me is when they submitted their proposal their pricing showed \$4 million plus and they admitted that was a typo. Obviously all of the evaluators interpreted the error, but making that kind of a mistake on a proposal gives me pause.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 9

Marlene Myers: 12

Charles Neeson: 8

Stephen Parry: 8

Rich Sells: 10

### Low Country Commercial Services

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 15

Marlene Myers: 20

Charles Neeson: 20

Stephen Parry: 22

Rich Sells: 23

Existing service so no transition. No other airports, but other references were impressive.

## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

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### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 13

Marlene Myers: 18

Charles Neeson: 18

Stephen Parry: 19

Rich Sells: 18

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 15

Charles Neeson: 16

Stephen Parry: 20

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 15

Charles Neeson: 13

Stephen Parry: 16

Rich Sells: 9

In second round interview Derrick partially explained why they are so overpriced compared to other bidders. That said, he indicated his pricing was based on a worst case scenario. From 30,000 feet view I think they are putting too many boots on the ground, which in turn is driving up their costs. Our own Airport staff know these folks better than I do, and Low Country may be doing a great job, but cost compared to other bidders has to be taken into consideration. It is always better to deal with the vendor you know than to try to

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Janitorial Services for Hilton Head Island Airport

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work with someone new, who may very well go back to the negotiating table to get price increase. I have slightly increased the points in the cost section with the hope that should Low Country win the bid County staff negotiate an improvement in the pricing to get it down to normal scenario versus worst case scenario explained during the interview.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 11

Marlene Myers: 14

Charles Neeson: 15

Stephen Parry: 15

Rich Sells: 12

### Pritchard Industries

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 14

Marlene Myers: 16

Charles Neeson: 21

Stephen Parry: 18

Rich Sells: 22

No South Carolina, or Beaufort County presence. Believe they are too big for us.

### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 15

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Charles Neeson: 18

Stephen Parry: 15

Rich Sells: 18

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 10

Charles Neeson: 16

Stephen Parry: 12

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 16

Charles Neeson: 13

Stephen Parry: 12

Rich Sells: 8

High charges to support top heavy Org chart.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 11

Marlene Myers: 12

Charles Neeson: 13

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport



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Stephen Parry: 10

Rich Sells: 9

I think responsiveness will be lacking because of lack of presence in the area.

**Bubbles and Grime of the Lowcountry  
(Excluded)**

**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 11

Marlene Myers: 5

Charles Neeson: 15

Stephen Parry: 15

Rich Sells: 13

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

Marlene Myers: 15

Charles Neeson: 20

Stephen Parry: 18

Rich Sells: 17

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

---

Marlene Myers: 12

Charles Neeson: 13

Stephen Parry: 15

Rich Sells: 16

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 10

Charles Neeson: 14

Stephen Parry: 10

Rich Sells: 12

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 10

Marlene Myers: 8

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 11

**Classic Facility Services, Inc**  
(Excluded)

**Experience & Qualifications | Points Based | 25 Points (25%)**

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EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Janitorial Services for Hilton Head Island Airport

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Brian Cronin: 13

Marlene Myers: 0

Charles Neeson: 12

Stephen Parry: 15

Rich Sells: 15

Did not see any references. They speak about customers, but no examples.

### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 10

Marlene Myers: 2

Charles Neeson: 5

Stephen Parry: 14

Rich Sells: 17

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 10

Marlene Myers: 5

Charles Neeson: 20

Stephen Parry: 14

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 11

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## EVALUATION TABULATION

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## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

---

Marlene Myers: 2

Charles Neeson: 10

Stephen Parry: 16

Rich Sells: 18

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 10

Marlene Myers: 0

Charles Neeson: 14

Stephen Parry: 12

Rich Sells: 12

### Core Clean Services (Excluded)

### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 12.5

Marlene Myers: 5

Charles Neeson: 15

Stephen Parry: 12

Rich Sells: 15

### Staffing & Management Plan | Points Based | 20 Points (20%)

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## EVALUATION TABULATION

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---

Brian Cronin: 9

Marlene Myers: 5

Charles Neeson: 10

Stephen Parry: 15

Rich Sells: 15

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 9

Marlene Myers: 5

Charles Neeson: 17

Stephen Parry: 14

Rich Sells: 15

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 13

Marlene Myers: 5

Charles Neeson: 17

Stephen Parry: 8

Rich Sells: 18

I don't believe they analyzed their costs properly and underquoted on pricing.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 9

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Marlene Myers: 0

Charles Neeson: 12

Stephen Parry: 10

Rich Sells: 10

**Hansen Commercial Services LLC**  
(Excluded)

**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 11

Marlene Myers: 8

Charles Neeson: 13

Stephen Parry: 15

Rich Sells: 15

New company with limited customer base

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 13

Charles Neeson: 8

Stephen Parry: 12

Rich Sells: 12

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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Staffing for weekend operations is too light. Bidder does not seem to have noted our activity is higher on weekends than week days. This will result in higher price than they quoted.

Technical Approach & Work Plan   Points Based   20 Points (20%)	
	Brian Cronin: 11
	Marlene Myers: 15
	Charles Neeson: 10
	Stephen Parry: 10
	Rich Sells: 16

Cost Proposal   Points Based   20 Points (20%)	
	Brian Cronin: 13.5
	Marlene Myers: 6
	Charles Neeson: 15
	Stephen Parry: 10
	Rich Sells: 15

There will be additional cost to properly cover weekend cleaning.

Responsiveness & Value-Added Services   Points Based   15 Points (15%)	
	Brian Cronin: 12.5
	Marlene Myers: 10
	Charles Neeson: 14
	Stephen Parry: 10
	Rich Sells: 13

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### Herald Office Solutions (Excluded)

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 13

Marlene Myers: 10

Charles Neeson: 15

Stephen Parry: 10

Rich Sells: 20

#### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 10

Marlene Myers: 8

Charles Neeson: 12

Stephen Parry: 10

Rich Sells: 14

I have concerns about their pricing. Seems way low and concerned they will either minimally staff or will come back to us for price adjustment.

#### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 9

Marlene Myers: 0

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Charles Neeson: 5

Stephen Parry: 10

Rich Sells: 15

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

Marlene Myers: 0

Charles Neeson: 18

Stephen Parry: 16

Rich Sells: 10

Seems like they might be trying to buy the bid with low pricing as opposed to other bidders. Proposal was light on details.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 6

Marlene Myers: 0

Charles Neeson: 12

Stephen Parry: 8

Rich Sells: 7

Saber of Orangeburg LLC  
(Excluded)

### Experience & Qualifications | Points Based | 25 Points (25%)

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Brian Cronin: 13

Marlene Myers: 5

Charles Neeson: 18

Stephen Parry: 20

Rich Sells: 15

No airports and their business is primarily in the midlands. To handle HHH it would almost be like a start up for them.

### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 8

Charles Neeson: 10

Stephen Parry: 17

Rich Sells: 18

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 10

Marlene Myers: 8

Charles Neeson: 12

Stephen Parry: 18

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

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EVALUATION TABULATION

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Marlene Myers: 8

Charles Neeson: 17

Stephen Parry: 18

Rich Sells: 18

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 9

Marlene Myers: 5

Charles Neeson: 5

Stephen Parry: 12

Rich Sells: 11

**SCSI, Southern Cleaning Service Inc  
(Excluded)**

**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 12.5

Marlene Myers: 4

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 20

**Staffing & Management Plan | Points Based | 20 Points (20%)**

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EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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---

Brian Cronin: 11

Marlene Myers: 4

Charles Neeson: 10

Stephen Parry: 14

Rich Sells: 18

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 10

Marlene Myers: 4

Charles Neeson: 13

Stephen Parry: 14

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

Marlene Myers: 5

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 19

Seems low

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 7

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Marlene Myers: 2

Charles Neeson: 12

Stephen Parry: 10

Rich Sells: 13

Unifi Aviation, LLC.  
(Excluded)

Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 18

Marlene Myers: 10

Charles Neeson: 22

Stephen Parry: 15

Rich Sells: 22

Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 10

Charles Neeson: 16

Stephen Parry: 14

Rich Sells: 18

Technical Approach & Work Plan | Points Based | 20 Points (20%)

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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---

Brian Cronin: 11

Marlene Myers: 8

Charles Neeson: 16

Stephen Parry: 14

Rich Sells: 17

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 9.5

Marlene Myers: 5

Charles Neeson: 8

Stephen Parry: 8

Rich Sells: 1

Pricing is way high

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 8

Marlene Myers: 5

Charles Neeson: 12

Stephen Parry: 10

Rich Sells: 11

US&S Inc.  
(Excluded)

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**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 12.5

Marlene Myers: 11

Charles Neeson: 15

Stephen Parry: 15

Rich Sells: 22

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 8

Charles Neeson: 10

Stephen Parry: 8

Rich Sells: 12

Not covering weekends properly.

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 9

Charles Neeson: 10

Stephen Parry: 10

Rich Sells: 15

**Cost Proposal | Points Based | 20 Points (20%)**

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---

Brian Cronin: 12

Marlene Myers: 14

Charles Neeson: 12

Stephen Parry: 8

Rich Sells: 12

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 7.5

Marlene Myers: 12

Charles Neeson: 10

Stephen Parry: 10

Rich Sells: 9

## PHASE 1

### EVALUATORS

Name	Title	Agreement Accepted On
Brian Cronin	Finance Managaer	Nov 5, 2025 12:57 PM
Marlene Myers	Airports Business Manager	Nov 4, 2025 2:07 PM
Charles Neeson	Airport Operations Chief	Nov 6, 2025 2:50 PM
Stephen Parry	Deputy Airports Director	Nov 3, 2025 7:42 AM
Rich Sells	Board Member	Nov 6, 2025 4:12 PM

### EVALUATION CRITERIA

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Criteria	Scoring Method	Weight (Points)
Experience & Qualifications	Points Based	25 (25% of Total)

Description:

- Evaluators will consider the proposer's demonstrated ability to perform janitorial services in similar facilities. Points will be awarded based on:
  - Prior contracts with airports, transportation hubs, government facilities, or other secure/high-traffic environments.
  - Number of years in Beaufort County providing commercial janitorial services.
  - Evidence of compliance with OSHA and TSA (if applicable) requirements.
  - References from at least three comparable facilities (include scope, size, and client contact information).
  - Company certifications (e.g., CIMS-GB, ISSA, GBAC, safety training certifications).

Criteria	Scoring Method	Weight (Points)
Staffing & Management Plan	Points Based	20 (20% of Total)

Description:

- Evaluators will assess the proposer's ability to provide adequate staffing and effective management oversight. Points will be awarded based on:
  - Staffing levels assigned to each building (Airport, Tower, Administration, Executive Staff).
  - Minimum staffing ratios per square footage, adjusted for traffic peaks.
  - Hiring practices, background check procedures, and compliance with airport security requirements.
  - Employee training in hazardous materials handling, bloodborne pathogen response, PPE use, and customer service.
  - Local Presence & Rapid Response Capability for service requests, emergencies, or staffing needs within 30 minutes or less.

## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

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- Quality control methods, including onsite inspections, digital reporting tools, and supervisor oversight frequency.

Criteria	Scoring Method	Weight (Points)
Technical Approach & Work Plan	Points Based	20 (20% of Total)

Description:

- Evaluators will review the proposer’s approach to meeting the Scope of Work requirements. Points will be awarded based on:
  - Cleaning schedules and frequency of services in public areas, restrooms, secure areas, and administrative offices.
  - Flexibility to adjust services during peak travel seasons, holidays, and special events.
  - Floor care procedures (e.g., stripping, waxing, buffing, carpet extraction).
  - Window and glass cleaning methodology.
  - Restroom sanitation practices, including touchpoint disinfection and supply management.
  - Waste management and recycling practices.
  - Use of eco-friendly, fragrance-free, or Green Seal-certified cleaning products.
  - Proposed equipment and technology (e.g., HEPA vacuums, electrostatic sprayers).

Criteria	Scoring Method	Weight (Points)
Cost Proposal	Points Based	20 (20% of Total)

Description:

- Evaluators will assess cost reasonableness, transparency, and alignment with the services proposed. Points will be awarded based on:

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## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

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- Competitiveness of overall price relative to other proposers.
- Clear breakdown of costs (labor, materials, equipment, overhead).
- Flexibility for on-call or emergency cleaning services outside the normal scope.
- Cost stability (e.g., multi-year pricing commitments).
- Whether pricing is consistent with staffing levels and technical plan.

Criteria	Scoring Method	Weight (Points)
Responsiveness & Value-Added Services	Points Based	15 <i>(15% of Total)</i>

### Description:

Evaluators will consider the proposer's attention to detail and willingness to exceed requirements. Points will be awarded based on:

- Completeness of proposal submission, organization, and clarity.
- Demonstrated ability to respond to emergencies within 30 minutes.
- Value-added services, such as pressure washing, or exterior glass cleaning.
- Innovative technology or processes that increase efficiency, safety, or passenger satisfaction.
- Willingness to work with Airport Administration to develop customized reporting metrics or dashboards.

## AGGREGATE SCORES SUMMARY

Vendor	Brian Cronin	Marlene Myers	Charles Neeson	Stephen Parry	Rich Sells	Total Score (Max Score 100)
Low Country Commercial Services	60	82	83	92	75	<b>78.4</b>

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

Vendor	Brian Cronin	Marlene Myers	Charles Neeson	Stephen Parry	Rich Sells	Total Score (Max Score 100)
Pritchard Industries	60	69	77	67	76	69.8
HES Facilities LLC	59	45	64	67	90	65
LGC Global Energy FM LLC	60.5	66	82	51	65	64.9
American Facility Services, Inc.	59.5	40	65	74	85	64.7
Bubbles and Grime of the Lowcountry	50	50	77	72	69	63.6
Saber of Orangeburg LLC	57	34	62	85	80	63.6
Unifi Aviation, LLC.	57.5	38	74	61	69	59.9
Hansen Commercial Services LLC	57	52	60	57	71	59.4
SCSI, Southern Cleaning Service Inc	54.5	19	65	66	88	58.5
US&S Inc.	50	54	57	51	70	56.4
Core Clean Services	52.5	20	71	59	73	55.1
Classic Facility Services, Inc	54	9	61	71	80	55
Herald Office Solutions	52	18	62	54	66	50.4

## VENDOR SCORES BY EVALUATION CRITERIA

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## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

Vendor	Experience & Qualifications Points Based 25 Points (25%)	Staffing & Management Plan Points Based 20 Points (20%)	Technical Approach & Work Plan Points Based 20 Points (20%)	Cost Proposal Points Based 20 Points (20%)	Responsiveness & Value-Added Services Points Based 15 Points (15%)	Total Score (Max Score 100)
Low Country Commercial Services	19.8	17	16	12.6	13	78.4
Pritchard Industries	17.6	15	13.6	12.4	11.2	69.8
HES Facilities LLC	15.6	12.6	12	14.4	10.4	65
LGC Global Energy FM LLC	15.6	13	12.8	13.5	10	64.9
American Facility Services, Inc.	16.4	11.6	13.6	13.8	9.3	64.7
Bubbles and Grime of the Lowcountry	11.8	16	13.2	11	11.6	63.6
Saber of Orangeburg LLC	14.2	12.8	13.2	15	8.4	63.6
Unifi Aviation, LLC.	17.4	13.8	13.2	6.3	9.2	59.9
Hansen Commercial Services LLC	12.4	10.8	12.4	11.9	11.9	59.4
SCSI, Southern Cleaning Service Inc	13.1	11.4	11.8	13.4	8.8	58.5
US&S Inc.	15.1	9.4	10.6	11.6	9.7	56.4
Core Clean Services	11.9	10.8	12	12.2	8.2	55.1
Classic Facility Services, Inc	11	9.6	13.4	11.4	9.6	55
Herald Office Solutions	13.6	10.8	7.8	11.6	6.6	50.4

## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## INDIVIDUAL PROPOSAL SCORES

American Facility Services, Inc.	
Experience & Qualifications   Points Based   25 Points (25%)	
	Brian Cronin: 14
	Marlene Myers: 10
	Charles Neeson: 17
	Stephen Parry: 18
	Rich Sells: 23
Staffing & Management Plan   Points Based   20 Points (20%)	
	Brian Cronin: 12
	Marlene Myers: 5
	Charles Neeson: 8
	Stephen Parry: 15
	Rich Sells: 18
Technical Approach & Work Plan   Points Based   20 Points (20%)	
	Brian Cronin: 12
	Marlene Myers: 10
	Charles Neeson: 15
	Stephen Parry: 15
	Rich Sells: 16

EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 14

Marlene Myers: 10

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 16

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 7.5

Marlene Myers: 5

Charles Neeson: 10

Stephen Parry: 12

Rich Sells: 12

**Bubbles and Grime of the Lowcountry**

**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 11

Marlene Myers: 5

Charles Neeson: 15

Stephen Parry: 15

Rich Sells: 13

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

Marlene Myers: 15

Charles Neeson: 20

Stephen Parry: 18

Rich Sells: 17

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

Marlene Myers: 12

Charles Neeson: 13

Stephen Parry: 15

Rich Sells: 16

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 10

Charles Neeson: 14

Stephen Parry: 10

Rich Sells: 12

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

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Request For Proposal - Janitorial Services for Hilton Head Island Airport



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Janitorial Services for Hilton Head Island Airport

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Brian Cronin: 10
Marlene Myers: 8
Charles Neeson: 15
Stephen Parry: 14
Rich Sells: 11

<b>Classic Facility Services, Inc</b>
---------------------------------------

<b>Experience &amp; Qualifications   Points Based   25 Points (25%)</b>
---

Brian Cronin: 13
Marlene Myers: 0
Charles Neeson: 12
Stephen Parry: 15
Rich Sells: 15

Did not see any references. They speak about customers, but no examples.

<b>Staffing &amp; Management Plan   Points Based   20 Points (20%)</b>
--

Brian Cronin: 10
Marlene Myers: 2
Charles Neeson: 5
Stephen Parry: 14
Rich Sells: 17

EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

Marlene Myers: 5

Charles Neeson: 20

Stephen Parry: 14

Rich Sells: 18

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 11

Marlene Myers: 2

Charles Neeson: 10

Stephen Parry: 16

Rich Sells: 18

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 10

Marlene Myers: 0

Charles Neeson: 14

Stephen Parry: 12

Rich Sells: 12

**Core Clean Services**

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Janitorial Services for Hilton Head Island Airport

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**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 12.5

Marlene Myers: 5

Charles Neeson: 15

Stephen Parry: 12

Rich Sells: 15

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 5

Charles Neeson: 10

Stephen Parry: 15

Rich Sells: 15

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 5

Charles Neeson: 17

Stephen Parry: 14

Rich Sells: 15

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 13

## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

---

Marlene Myers: 5

Charles Neeson: 17

Stephen Parry: 8

Rich Sells: 18

I don't believe they analyzed their costs properly and underquoted on pricing.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 9

Marlene Myers: 0

Charles Neeson: 12

Stephen Parry: 10

Rich Sells: 10

## Hansen Commercial Services LLC

### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 11

Marlene Myers: 8

Charles Neeson: 13

Stephen Parry: 15

Rich Sells: 15

New company with limited customer base

### Staffing & Management Plan | Points Based | 20 Points (20%)

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EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## EVALUATION TABULATION

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Brian Cronin: 9

Marlene Myers: 13

Charles Neeson: 8

Stephen Parry: 12

Rich Sells: 12

Staffing for weekend operations is too light. Bidder does not seem to have noted our activity is higher on weekends than week days. This will result in higher price than they quoted.

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 15

Charles Neeson: 10

Stephen Parry: 10

Rich Sells: 16

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 13.5

Marlene Myers: 6

Charles Neeson: 15

Stephen Parry: 10

Rich Sells: 15

There will be additional cost to properly cover weekend cleaning.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

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---

Brian Cronin: 12.5
Marlene Myers: 10
Charles Neeson: 14
Stephen Parry: 10
Rich Sells: 13

Herald Office Solutions
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Experience & Qualifications   Points Based   25 Points (25%)
--

Brian Cronin: 13
Marlene Myers: 10
Charles Neeson: 15
Stephen Parry: 10
Rich Sells: 20

Staffing & Management Plan   Points Based   20 Points (20%)
---

Brian Cronin: 10
Marlene Myers: 8
Charles Neeson: 12
Stephen Parry: 10
Rich Sells: 14

I have concerns about their pricing. Seems way low and concerned they will either minimally staff or will come back to us for price adjustment.

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Janitorial Services for Hilton Head Island Airport

---

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 9

Marlene Myers: 0

Charles Neeson: 5

Stephen Parry: 10

Rich Sells: 15

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

Marlene Myers: 0

Charles Neeson: 18

Stephen Parry: 16

Rich Sells: 10

Seems like they might be trying to buy the bid with low pricing as opposed to other bidders. Proposal was light on details.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 6

Marlene Myers: 0

Charles Neeson: 12

Stephen Parry: 8

Rich Sells: 7

EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

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HES Facilities LLC
Experience & Qualifications   Points Based   25 Points (25%)
Brian Cronin: 13
Marlene Myers: 12
Charles Neeson: 15
Stephen Parry: 15
Rich Sells: 23
Staffing & Management Plan   Points Based   20 Points (20%)
Brian Cronin: 10
Marlene Myers: 15
Charles Neeson: 10
Stephen Parry: 10
Rich Sells: 18
Technical Approach & Work Plan   Points Based   20 Points (20%)
Brian Cronin: 11
Marlene Myers: 5
Charles Neeson: 12
Stephen Parry: 14
Rich Sells: 18

Proposal lacked some clarity, but comfortable with their history coverage will be adequate.



## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

Marlene Myers: 6

Charles Neeson: 16

Stephen Parry: 18

Rich Sells: 18

Very competitive, although pricing page did not break down each work area.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 11

Marlene Myers: 7

Charles Neeson: 11

Stephen Parry: 10

Rich Sells: 13

### LGC Global Energy FM LLC

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 14

Marlene Myers: 15

Charles Neeson: 22

Stephen Parry: 12

Rich Sells: 15

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## EVALUATION TABULATION

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### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 13

Charles Neeson: 18

Stephen Parry: 10

Rich Sells: 12

I think this firm is too big for us, and they have no presence in SC. Airport Beaufort County team will have a hard time getting them to respond if there are issues.

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 9

Charles Neeson: 17

Stephen Parry: 10

Rich Sells: 16

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 13.5

Marlene Myers: 17

Charles Neeson: 14

Stephen Parry: 11

Rich Sells: 12

---

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## EVALUATION TABULATION

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High numbers, and concerned that whoever submitted the proposal, didn't check for errors. Showing cost to be \$4 million when in reality it is \$431K annually.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 9

Marlene Myers: 12

Charles Neeson: 11

Stephen Parry: 8

Rich Sells: 10

### Low Country Commercial Services

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 15

Marlene Myers: 20

Charles Neeson: 20

Stephen Parry: 22

Rich Sells: 22

Existing service so no transition. No other airports, but other references were impressive.

#### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 18

Charles Neeson: 18

---

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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---

Stephen Parry: 19

Rich Sells: 18

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 15

Charles Neeson: 16

Stephen Parry: 20

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 15

Charles Neeson: 14

Stephen Parry: 16

Rich Sells: 7

Way over priced compared to other bidders. Don't know if they anticipate automatically winning the bid because they are the incumbent. Could also be fact they do the work now, they have a better grip on costs.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 11

Marlene Myers: 14

Charles Neeson: 15

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## EVALUATION TABULATION

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---

Stephen Parry: 15

Rich Sells: 10

### Pritchard Industries

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 14

Marlene Myers: 16

Charles Neeson: 20

Stephen Parry: 18

Rich Sells: 20

No South Carolina, or Beaufort County presence. Believe they are too big for us.

#### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 15

Charles Neeson: 15

Stephen Parry: 15

Rich Sells: 18

#### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 12

Marlene Myers: 10

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

## EVALUATION TABULATION

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Janitorial Services for Hilton Head Island Airport

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Charles Neeson: 16

Stephen Parry: 12

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 16

Charles Neeson: 13

Stephen Parry: 12

Rich Sells: 10

High charges to support top heavy Org chart.

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 11

Marlene Myers: 12

Charles Neeson: 13

Stephen Parry: 10

Rich Sells: 10

I think responsiveness will be lacking because of lack of presence in the area.

## Saber of Orangeburg LLC

### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 13

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EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Marlene Myers: 5

Charles Neeson: 18

Stephen Parry: 20

Rich Sells: 15

No airports and their business is primarily in the midlands. To handle HHH it would almost be like a start up for them.

### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 8

Charles Neeson: 10

Stephen Parry: 17

Rich Sells: 18

### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 10

Marlene Myers: 8

Charles Neeson: 12

Stephen Parry: 18

Rich Sells: 18

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 14

Marlene Myers: 8

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## EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Charles Neeson: 17

Stephen Parry: 18

Rich Sells: 18

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 9

Marlene Myers: 5

Charles Neeson: 5

Stephen Parry: 12

Rich Sells: 11

**SCSI, Southern Cleaning Service Inc**

**Experience & Qualifications | Points Based | 25 Points (25%)**

Brian Cronin: 12.5

Marlene Myers: 4

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 20

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 11

Marlene Myers: 4



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RFP No. 102725

Janitorial Services for Hilton Head Island Airport

---

Charles Neeson: 10

Stephen Parry: 14

Rich Sells: 18

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 10

Marlene Myers: 4

Charles Neeson: 13

Stephen Parry: 14

Rich Sells: 18

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 14

Marlene Myers: 5

Charles Neeson: 15

Stephen Parry: 14

Rich Sells: 19

Seems low

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 7

Marlene Myers: 2

Charles Neeson: 12

---

EVALUATION TABULATION

Request For Proposal - Janitorial Services for Hilton Head Island Airport

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Janitorial Services for Hilton Head Island Airport

---

Stephen Parry: 10

Rich Sells: 13

### Unifi Aviation, LLC.

#### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 18

Marlene Myers: 10

Charles Neeson: 22

Stephen Parry: 15

Rich Sells: 22

#### Staffing & Management Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 10

Charles Neeson: 16

Stephen Parry: 14

Rich Sells: 18

#### Technical Approach & Work Plan | Points Based | 20 Points (20%)

Brian Cronin: 11

Marlene Myers: 8

Charles Neeson: 16

## EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

---

Stephen Parry: 14

Rich Sells: 17

### Cost Proposal | Points Based | 20 Points (20%)

Brian Cronin: 9.5

Marlene Myers: 5

Charles Neeson: 8

Stephen Parry: 8

Rich Sells: 1

Pricing is way high

### Responsiveness & Value-Added Services | Points Based | 15 Points (15%)

Brian Cronin: 8

Marlene Myers: 5

Charles Neeson: 12

Stephen Parry: 10

Rich Sells: 11

### US&S Inc.

### Experience & Qualifications | Points Based | 25 Points (25%)

Brian Cronin: 12.5

Marlene Myers: 11

EVALUATION TABULATION

RFP No. 102725

Janitorial Services for Hilton Head Island Airport

---

Charles Neeson: 15

Stephen Parry: 15

Rich Sells: 22

**Staffing & Management Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 8

Charles Neeson: 10

Stephen Parry: 8

Rich Sells: 12

Not covering weekends properly.

**Technical Approach & Work Plan | Points Based | 20 Points (20%)**

Brian Cronin: 9

Marlene Myers: 9

Charles Neeson: 10

Stephen Parry: 10

Rich Sells: 15

**Cost Proposal | Points Based | 20 Points (20%)**

Brian Cronin: 12

Marlene Myers: 14

Charles Neeson: 12

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Request For Proposal - Janitorial Services for Hilton Head Island Airport

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RFP No. 102725

Janitorial Services for Hilton Head Island Airport

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Stephen Parry: 8

Rich Sells: 12

**Responsiveness & Value-Added Services | Points Based | 15 Points (15%)**

Brian Cronin: 7.5

Marlene Myers: 12

Charles Neeson: 10

Stephen Parry: 10

Rich Sells: 9