



Cost Proposal for the Axia Cooperative

April 30, 2026



Axia – Cost Proposal

Comprehensive Janitorial Services



For the proposed national cooperative, CCS Facility Services will implement a standardized, transparent pricing and deployment model designed to ensure consistency, scalability, and long-term sustainability across all participating agencies. Our approach is rooted in market-based wage alignment, allowing pricing to flex appropriately by geography while maintaining a consistent markup structure. Operationally, CCS will support programs within a 90-mile radius of an existing branch to ensure strong local oversight, efficient staffing, and reliable service delivery. For opportunities beyond this footprint, we will evaluate whether the program is self-sustaining—meaning it has sufficient scale and embedded supervision to support dedicated resources—ensuring that quality and accountability are never compromised. In specific jurisdictions, CCS Facility Service is able to provide services under a Union Program while the standard multiplier would vary based upon the specific CBA related to fringe benefits and wage rates.

Pricing Structure

Standard Janitorial Services:	1.6 Multiplier on CCS determined local market wage (General Estimate – Non-Union)
Specialty Services:	10% Discount Off Standard Rates per Branch
Capital Equipment (if required):	15% markup (Amortized over 36 Months)
Consumables:	Provided as Direct Pass Through with No Markup – Leverage Preferred Pricing Programs

Pricing Methodology

Market Wage Rate:	Per Local Minimum Wage Rate and Market Conditions (Variable based upon Prevailing Wage, Living Wage, Union Wage Requirements, Etc.)
Labor Burden:	Includes Payroll Taxes for Each Areas, Working Compensation and General Liability Insurance
Benefits:	To include any provided benefits (Health & Welfare, Vacation, PTO, Pension, Etc.) per Jurisdiction
Direct Expenses:	Includes Supplies, Equipment, Uniforms, Phones, Maintenance, Etc.
Overhead and Management:	Includes All Supervision and Business Expenses Related to the Office and Management of Each Program
Profit Percentage:	Applied to the Expenses to Establish Billing Rate
Direct Labor Hours:	Established per Location based upon Individual Scope of Work and Type of Facilities

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Specialty Scope of Work	Cost	Min Charge
Carpet cleaning (Bonnet)	\$0.14 PSF	\$ 400
Carpet cleaning (Extraction)	\$0.18 PSF	\$ 400
Burnish floors	\$0.25 PSF	\$ 400
Scrub floors	\$0.25 PSF	\$ 400
Scrub and wax floors	\$0.35 PSF	\$ 400
Strip and wax floors	\$0.45 PSF	\$ 400
Refrigerator Cleaning	\$35 EA	
Window washing (interior/exterior)	Site Walk Required	\$ 400
Pressure washing	\$75 Per Hour	\$ 400
Event cleanup	\$42 Per Hour	\$ 400

Branch	General Cleaner Wage (1.6x multiplier applies to this number)
Los Angeles	\$23.00
Orange County	\$22.00
San Diego	\$22.00
Fresno	\$21.00
San Jose	\$25.00
Seattle	\$25.00
Portland	\$22.00
Phoenix	\$19.00
Albuquerque	\$19.00
Denver	\$25.00
Colorado Springs	\$23.00
Las Vegas	\$18.00
San Antonio	\$18.50
Austin	\$18.50
Houston	\$18.50
Milwaukee	\$23.00