



508 Prudential Road, Suite 100, Horsham, PA 19044  
(215) 675-8500 ♦ Fax (267) 803-0136

September 14, 2021

Christopher Woods  
**County of Fresno**  
2600 Fresno Street  
Fresno, CA 93720

*RE: Contract Addendum – Contract Price Increase*

Dear Chris,

Interstate Corporation is requesting an increase of the annual rate in the current janitorial contract. Interstate Corporation did not account for floor care and window cleaning in the original contract, so those services were not included in the original janitorial price. Without the new pricing listed below, Interstate would not be able to fulfill duties and will need to terminate the contract. See below for the requested new pricing:

**County of Fresno- Selma:**

October 1, 2021 to September 31, 2022		Monthly: \$3,171.00
October 1, 2022 to September 31, 2023	2% increase-	Monthly: \$3,234.42
October 1, 2023 to September 31, 2024	2% increase-	Monthly: \$3,299.11
October 1, 2024 to September 31, 2025	2% increase-	Monthly: \$3,365.09
October 1, 2025 to September 31, 2026	2% increase-	Monthly: \$3,432.39

**County of Fresno- Coalinga:**

October 1, 2021 to September 31, 2022		Monthly: \$4,185.00
October 1, 2022 to September 31, 2023	2% increase-	Monthly: \$4,268.70
October 1, 2023 to September 31, 2024	2% increase-	Monthly: \$4,354.07
October 1, 2024 to September 31, 2025	2% increase-	Monthly: \$4,441.15
October 1, 2025 to September 31, 2026	2% increase-	Monthly: \$4,529.97

We look forward to continuing in our partnership and providing **County of Fresno** with excellence in service. Please sign below and return by email if this addendum is agreeable.

If you have any questions, please feel free to give me a call.

Sincerely,

*Chris*

Chris Luther  
Vice President of Sales

CL/kbf

I am in agreement of services described above. I understand this addendum is bound by the same terms, conditions and specifications as original contract.

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
P.O. Number (if applicable)

## GENERAL CONDITIONS

**Equipment and Supplies:** Interstate will furnish all equipment and supplies in the provision of services.

**Present Building Condition:** Interstate assumes no responsibility for the present physical condition of Client's Facilities (loose tiles, cracking, stains, etc...).

**Health Disclosure:** Interstate cannot be held liable for illnesses or health complications contracted within the facility. Interstate's services do not guarantee COVID-19, or other bacteria and virus protection.

**Changes to Specifications:** Any changes or revisions to these specifications that may be desired or required by the client or suggested by Interstate will be reviewed and confirmed in writing, thereby being made a part of this Agreement.

**Safety Precaution Program:** Interstate requests that Client notify all personnel with access to building to adhere to various safety signs (e.g. restroom closed, wet floor) in order to avoid and prevent any potential accidents.

**Jurisdiction:** Jurisdiction and venue for any suit brought on this Agreement shall be in the governmental division of the state where Interstate's Corporate office is located.

**Effective Dates.** In the event that Client/Interstate commences the work hereby contracted prior to signing this Agreement, the parties hereby agree, and intend, to be legally bound, that all terms and conditions of this Agreement shall be deemed to have been in effect prior to and during the course of the work performed.

**Mobilization Fee:** Interstate reserves the right to charge a mobilization fee (minimum of \$250.00, plus applicable tax) when staff are dispersed for a project and unable to complete the project due to Client circumstances.

## INSURANCE

Interstate has the following insurance coverage with a reputable "A" rated insurance company:

- General Aggregate/Liability - \$2,000,000.00
- Excess/Umbrella Liability - \$5,000,000.00
- Personal injury - \$1,000,000.00
- Per occurrence - \$1,000,000.00
- Bonded (\$10,000.00)

Insurance certificates will be furnished upon request. Recognizing the particular nature of the rendered services, and requirements of Interstate and its carriers, Client agrees that any claims for damages, which might be made, must be submitted in writing to Interstate within (10) days from the date of loss or damage. Unless Interstate is notified in this manner, the claim will not be honored.

## STAFFING PROGRAM

Both parties, including its affiliates, agree they will refrain from directly or indirectly soliciting or hiring any employee of the other party to work for it in any job classification for two years after the employee has either voluntarily or involuntarily terminated his/her employment with the other party unless mutually agreed to in writing. If this agreement is violated by either party, the other party will be entitled to compensatory damages equal to three months average earnings per employee as well as attorneys' fees and court costs.

## SERVICE

Interstate will provide a staff of experienced cleaners and supervisors. We pride ourselves on offering a class "A" service to our customers. Interstate will provide a local, mature and personable staff. We pay our employees a higher wage than our competitors. This helps us to obtain experienced individuals and avoids turnover within a facility. Interstate is an experienced company that will offer personalized attention to your employees. We are not a franchise. Our company prides itself on a quick response time.

Client Initial \_\_\_\_\_