



# CAIO Quarterly Webinar

March 7, 2024

# Today's Agenda



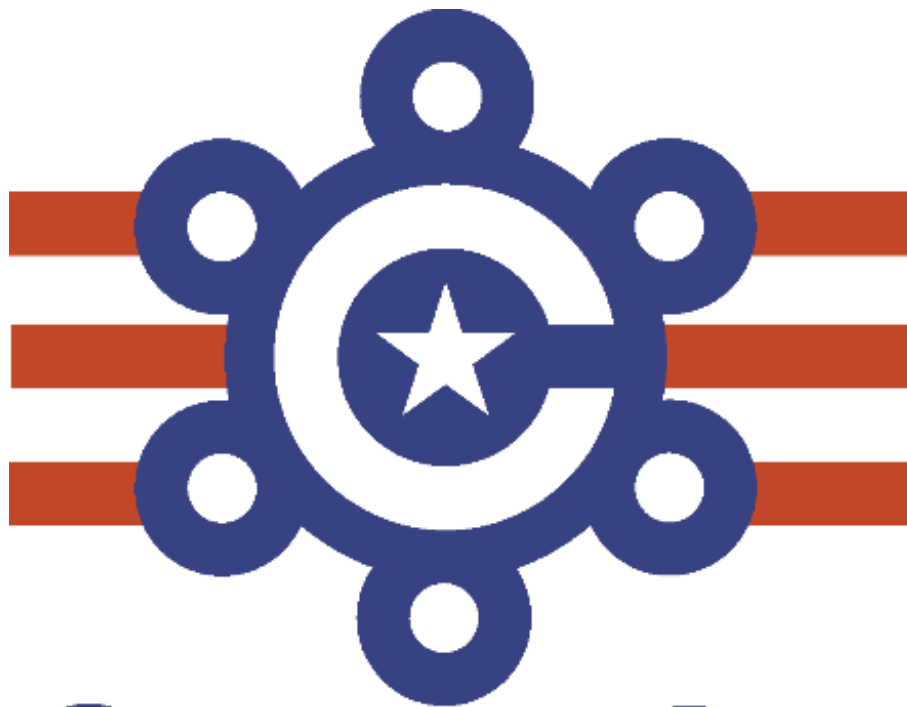
- ❖ Welcome
- ❖ Legislative Update – Andrew Alvarez
- ❖ Camacho Equipment & Janitorial Services, Inc.
- ❖ Ability Indiana Program Updates – Brooke Brown
- ❖ CAIO “What’s Good and New” Discussion

# State Legislative Update



## – Transportation

- Hearing on Tuesday, February 27<sup>th</sup> in Senate Transportation Committee
- Focus was on transportation to work and other daily activities
- Participation from Easterseals Crossroads and Janus
- Looking for solutions outside of more public transit



# Camacho

## Facilities Services



**Advantage!**  
[www.gsaadvantage.gov](http://www.gsaadvantage.gov)



**Schedule**  
Contract # 47QSHA23D0004

Camacho Equipment & Janitorial Supply, Inc.  
7776W 200N, Greenfield, IN 46140  
Office: 317-891-1736  
Fax: 317-891-1738  
[camacho@camachojanitorial.com](mailto:camacho@camachojanitorial.com)  
[www.camachojanitorial.com](http://www.camachojanitorial.com)



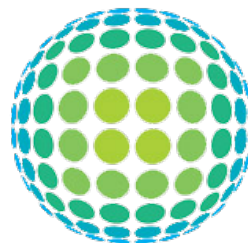
# A Company You Can Trust.

*Camacho Facilities Services is a member of ISSA – The Worldwide Cleaning Industry Association. Our company is industry certified as a Cleaning Industry Management Standard–Green Building; with honors, and we have two ISSA CIMS Certification Experts–GB on staff.*

*Our company is active with the Indianapolis Hispanic Business Council and the Indiana Small Business Association. We enjoy great partnering relationships with the federal government, state government, city government, commercial companies, and local businesses.*

*When you partner with Camacho Facilities Services you can focus on your core business operations and simultaneously showcase an impeccable professional environment for your customers, visitors, and employees.*

**Here's what makes us different from other janitorial companies!**



**IICRC**  
Institute of Inspection Cleaning  
and Restoration Certification

# **What We Do**

## **Pest Control**

Our professional licensed pest control technician assists commercial property managers with controlling pests in their buildings. We know pests need to be addressed as early as possible after detection, and as discreetly as possible, and we also understand pest problems are typically unexpected - requiring immediate action.

## **Grounds Maintenance**

We perform grounds maintenance services at the optimal time to obtain maximum health of vegetation and neatness of appearance. We maintain plants, trees, shrubs, ground cover, and lawns in a manner that prolongs life and sustains a healthy appearance. Our grounds management practices help prevent pollution by, among other things, reducing fertilizer and pesticide to protect the environment, using integrated pest management techniques, mulching and composting, maintaining storm water best management practices and minimizing runoff.

## **Waste and Recycling Removal**

We implement waste management practices to support the operation of a high-performance sustainable building and encourage reuse and recycling consistent with the Guiding Principles for Sustainable Federal Buildings.

## **Window Cleaning**

Clean windows make a great first impression. They're an integral piece of your property's visual appeal and usually the first thing people notice when approaching your building. Our company can help you with maintaining your building's visual appeal. Along with mechanical lifts and rappel systems, we also use 'top-of-the-line' water-fed pole cleaning systems to clean your windows, which allows us to clean windows without the use of lifts, ladders, or scaffolding, up to 50' from ground level.

## **Snow and Ice Control**

Our snow and ice removal program includes removing snow and ice from entrances, steps, landings, sidewalks, garage entrances, sally port entrances, loading dock lanes, and building approaches. We provide pre-treatment (liquid/solid), removal, and post treatment (liquid/solid) services. We clear snow and ice during normal building operating hours, and after operating hours if desired. Snow or ice occurring outside of normal building operating hours will be removed by your designated time.

## **Janitorial Supplies, Equipment and Maintenance**

As a distributor, our prices are typically lower than retailers. We offer a comprehensive full range of equipment and supplies from mop buckets to riding auto-scrubbers to escalator cleaners and anything else you can think of for your janitorial needs. Visit our website at [www.camachojanitorial.com](http://www.camachojanitorial.com) to browse our on-line catalog of equipment and supplies. We also perform maintenance and repair of most brands of janitorial equipment.

## **Janitorial Service**

We develop a performance based service plan to meet your cleaning expectation. Our expert team will keep your facility immaculate and you won't need to tell us how to do our job!

While our company has been incorporated since 2003, we have over 100 years combined experience providing facility services to federal and state government agencies.

The peculiarities of working together with governmental agencies to meet requirements and requests are like trusted friends to us. We've been tasked with requests for services and supplies that normally fall within the range of a specialty contractor, and we've exceeded our customer's expectation every time.

Our team is agile and adaptable and ready for any service request at all times. We can redirect our resources within a very short timeframe and accomplish whatever is requested of us – that's The Camacho Way!

Our management staff holds industry certifications from the Cleaning Industry Management Standard (CIMS), the Cleaning Management Industry (CMI), the Institute of Inspection Cleaning and Restoration Certification (IICRC), the Building Service Contractors Association International (BSCAI), and we have a Registered Building Services Manager (RBSM) and two Certified Environmental Services Executives (CESE/RESE) on staff. All of our service employees are trained in Green Cleaning processes that support LEED certification.

We provide the best possible customer service experience for every customer, simply by performing to their expected quality standards, whether it be for Commercial Offices, Medical Facilities, or Federal and State Government Agencies.

## **Disinfection Service**

Our teams are trained in accordance with OSHA's Hazard Communication standard (29 CFR 1910.1200, and we comply with OSHA's standards on Bloodborne Pathogens (29 CFR 1910.1030), including proper disposal of regulated waste, and PPE (29 CFR 1910.132).

## Customers



Transportation  
Security  
Administration



Federal Aviation  
Administration



## Vendors





# Certifications & Affiliations



# Our Team



Jesse Camacho  
President



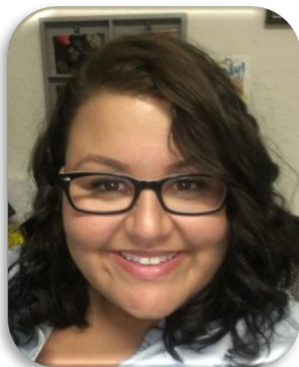
Seth Witmer  
Vice President



Jessica Turner  
Account Manager



Rod Lange  
Program Manager



Ashley Camacho  
Office Manager



Shirley Camacho  
Director of Finance



Robert Turner  
Licensed Pest Control  
Technician



Ed Harvey  
Account Manager

# Opportunities for Partnership:

- **BMV** – 124 Locations throughout Indiana
- **Enterprise Rental Car** – 78 Locations throughout Indiana
- **Agreements** are structured as “Pay Per Clean” which means that a flat rate is paid each time a facility is cleaned.
- **Example:** BMV, 5 days/week cleaning would pay \$70/per clean by Camacho to CAIO. (\$350/week, \$18,200/year)  
Agreement would be with CAIO  
CAIO would determine pay to their staff

If your organization would be **interested in partnering** with Camacho for janitorial work, please reach out to Brooke ([brooke@inarf.org](mailto:brooke@inarf.org)) and she will coordinate with Camacho.



**Camacho Equipment & Janitorial Supply, Inc.**  
**7776W 200N, Greenfield, IN 46140**

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*Ability*  
INDIANA

SOLUTIONS AT WORK

# Ability Indiana Board of Directors



CHAIR:	Jeff Uhey, Child Adult Resource Services, Inc.
VICE CHAIR:	Keith Digman, The Columbus Organization
SECRETARY:	Cheryl Mullis, Southern Indiana Resource Solutions
TREASURER:	David Smith, Carey Services, Inc.
MEMBERS AT LARGE:	Joe McKinney, Tandem
	Jeff Mittman, Bosma Enterprises
	Kirk Stoltzfus, Arc of LaGrange County
	<i>(2) Open Seats</i>

# Ability Indiana Committee



CHAIR:	James M. Hammond, III
VICE CHAIR:	William (Bill) Coleman
SECRETARY:	Carole Surratt-Bradley, <i>Family and Social Services Administration</i>
MEMBERS AT LARGE:	Kristina Blankenship, <i>The Indiana Division of Disability and Rehabilitative Services</i> Sirilla Blackmon, <i>Division of Mental Health and Addiction</i> Lottie Hooyer, <i>Indiana Department of Administration</i> Kate Barrow, <i>Governor's Planning Council for People with Disabilities</i> Laurie Mendez, <i>Indiana State Department of Health</i> Steve Sacksteder ( <i>Member at Large</i> )

# Current FY Sales



**July 1, 2023 – January 31, 2024**

Product Sales	\$974,396.24
Service Sales	\$4,814,737.29
Total	\$5,789,133.53



# Current Fiscal Year Wages



**July 1, 2023 – January 31, 2024**

## **Average Wage:**

Products	\$11.54
Services	\$13.43

## **Income Earned:**

Products	\$42,900.18
Services	\$711,413.57

# Rest Areas & Welcome Centers

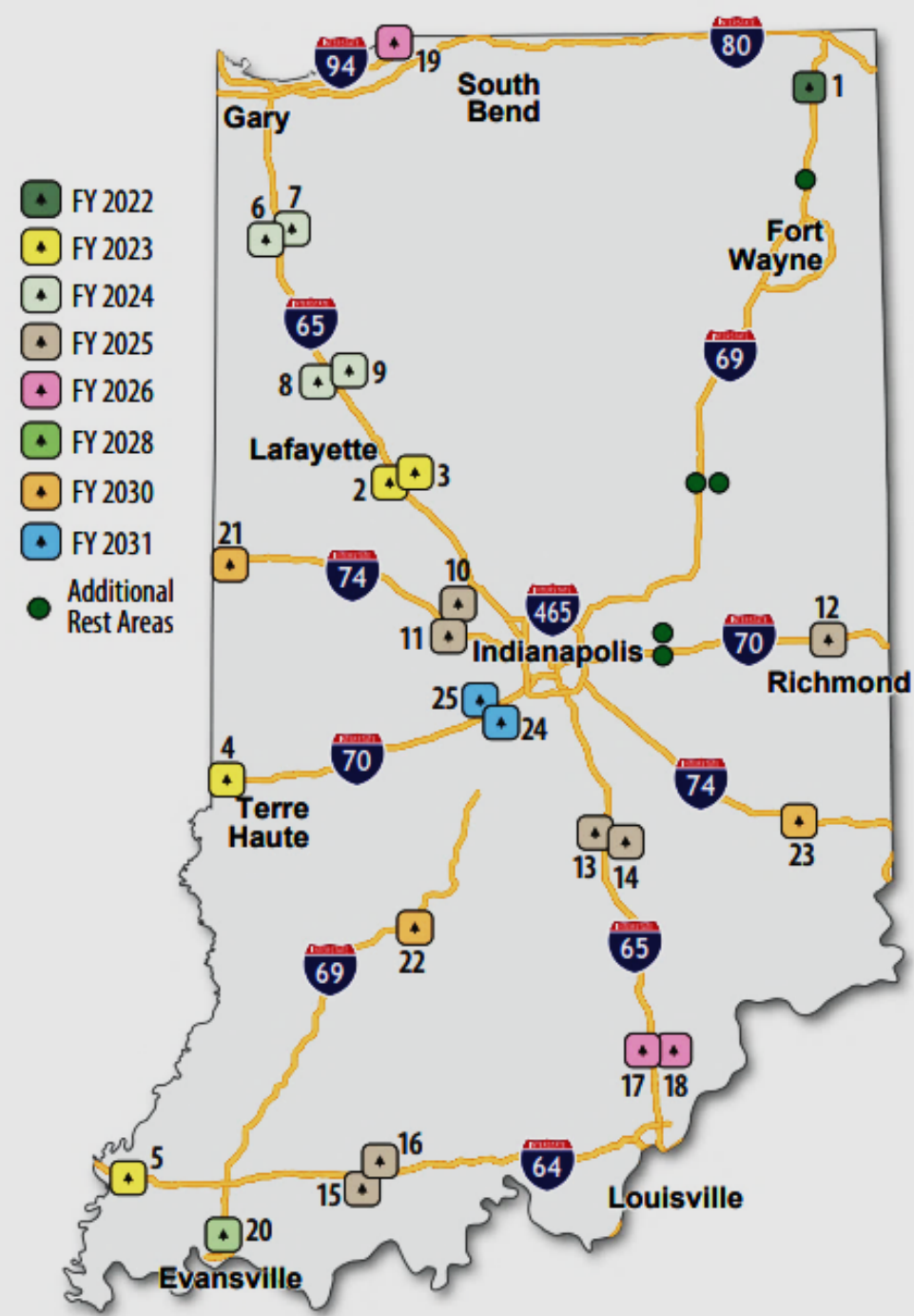
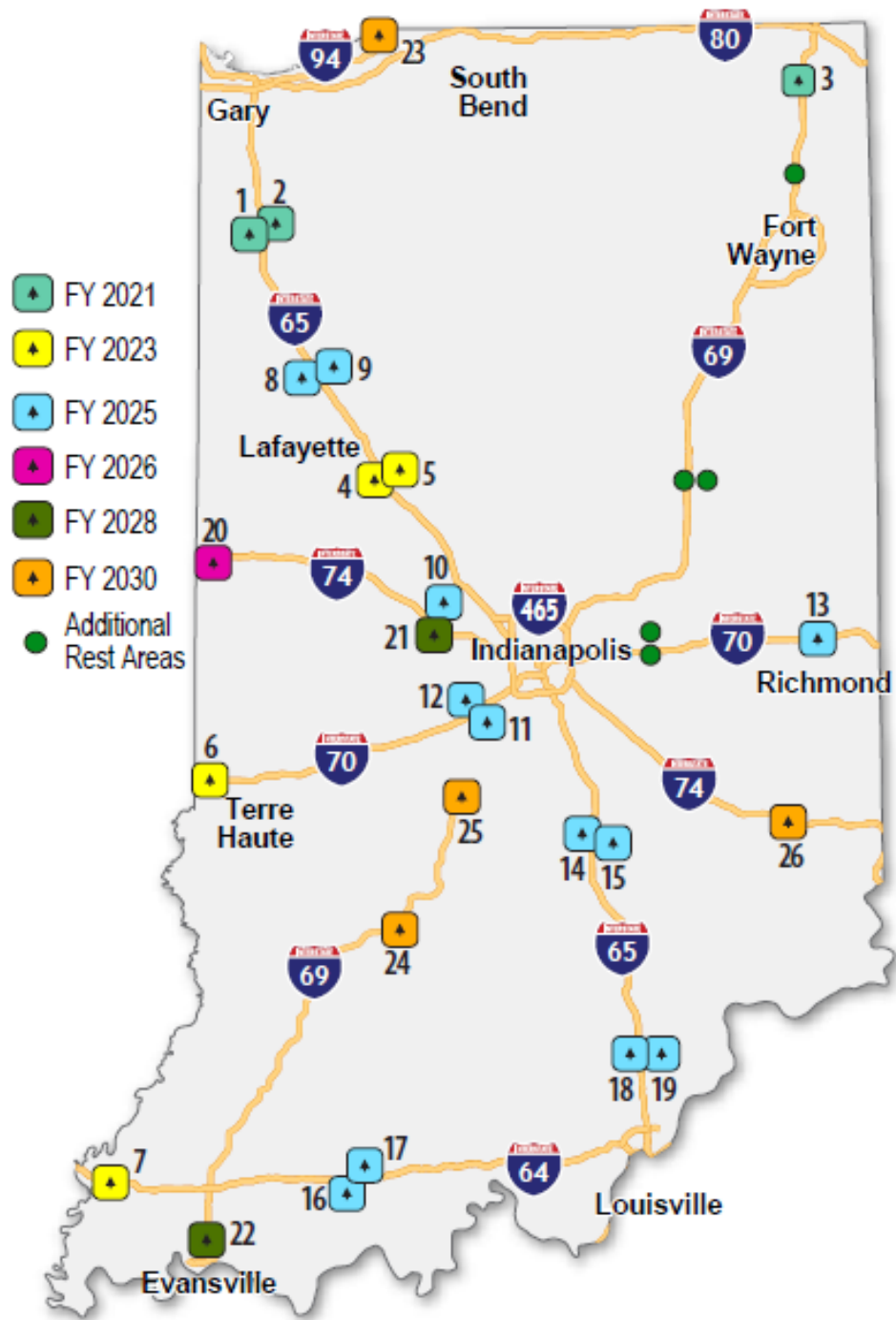


## – Current Contracts

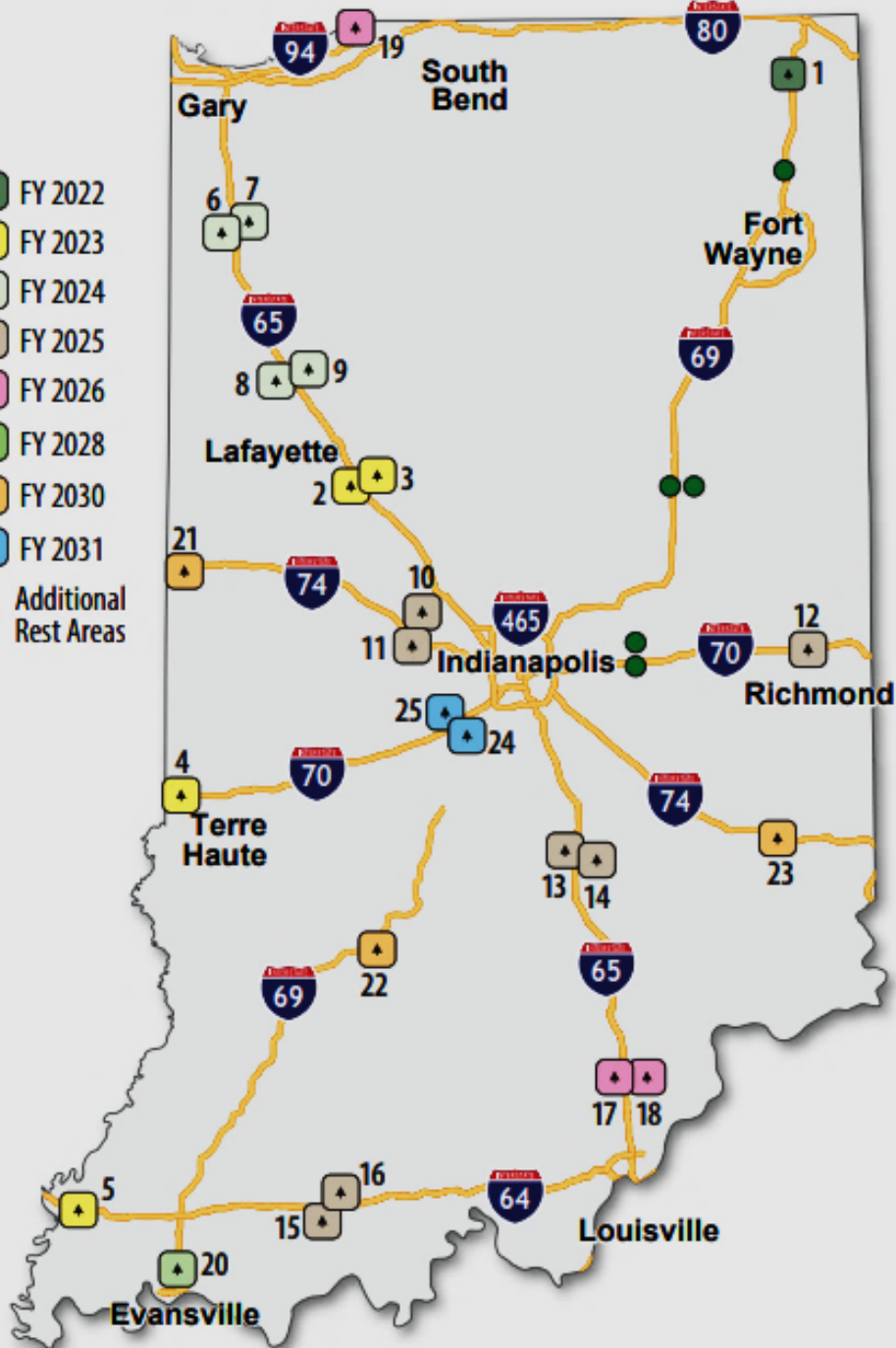
- (7) Double-Sided Rest Areas
- One Welcome Center
- December 2023 – September 2025

## – Property Management Company

- Pigeon Creek and Kankakee Welcome Centers & Trucker Park Facility
- Nishida holds contract (October 2023 – October 2027)



- FY 2022
- FY 2023
- FY 2024
- FY 2025
- FY 2026
- FY 2028
- FY 2030
- FY 2031
- Additional Rest Areas



## REST AREA & WELCOME CENTER IMPROVEMENTS

	Location	Project Description
1	Pigeon Creek Welcome Center / I-69 SB	Parking Reconfiguration completed in FY22
2	Lebanon Rest Area / I-65 SB	Truck Parking Conversion construction began in FY23
3	Lebanon Rest Area / I-65 NB	Truck Parking Conversion construction began in FY23
4	Clear Creek Welcome Center / I-70 EB	Welcome Center construction began in FY23
5	Black River Welcome Center / I-64 EB	Welcome Center construction began in FY23
6	Kankakee Welcome Center / I-65 SB	Welcome Center construction completed in FY24
7	Kankakee Rest Area / I-65 NB	Truck Parking Conversion completed in FY24
8	Wolcott Rest Area / I-65 SB	Rest Area closed in FY24
9	Wolcott Rest Area / I-65 NB	Rest Area closed in FY24
10	Lizton Rest Area / I-74 EB	Closure Planned in FY25
11	Lizton Rest Area / I-74 WB	Truck Parking Conversion construction to begin in FY25
12	Centerville Welcome Center / I-70 WB	Welcome Center construction to begin in FY25
13	Taylorsville Rest Area / I-65 SB	Truck Parking Conversion construction to begin in FY25
14	Taylorsville Rest Area / I-65 NB	Truck Parking Conversion construction to begin in FY25
15	Nancy Hanks Rest Area / I-64 EB	Closure Planned in FY25
16	Nancy Hanks Rest Area / I-64 WB	Truck Parking Conversion construction to begin in FY25
17	Henryville Rest Area / I-65 SB	Truck Parking Conversion to begin in FY26
18	Henryville Welcome Center / I-65 NB	Welcome Center construction to begin in FY26
19	Michigan City Welcome Center / I-94 WB	Welcome Center construction to begin in FY26
20	Evansville Welcome Center / I-69 NB	Welcome Center construction to begin in FY28
21	Spring Creek Welcome Center / I-74 EB	Welcome Center construction to begin in FY30
22	Future Rest Area / I-69 SB	Rest Area construction to begin in FY30
23	Batesville Welcome Center / I-74 WB	Welcome Center construction to begin in FY30
24	Plainfield Rest Area / I-70 EB	Truck Parking Conversion construction in begin in FY31
25	Plainfield Rest Area / I-70 WB	Truck Parking Conversion construction in begin in FY31

# SUPRA Conference



- Jim Hammond – Honored with the Floyd Nesse Advocacy Award
- Examples of State Use FY2023 Sales
- Examples of Products and Services





# State Use – New Products & Services

## Georgia (GES)

Batteries.....  
First Aid Refill Kit.....  
Microfiber Cleaning Cloths  
Pallets.....  
3-Ply Masks .....

## New York (NYSID)

Austin Air Health Mate Air Purifier  
Digital Accessibility Services .....  
Halo Smart Sensor.....  
Paint .....

## New York (NYSPSP)

Migrant Personal Care Kits ..

## New Jersey (ACCSES NJ)

Microfilm/Fiche Conversion .....

## New Mexico (Horizons of New Mexico)

Medical Waste Disposal.....

## Pennsylvania (UniqueSource)

Embroidered Patches.....  
Security Services .....  
Temporary Staffing Services .

## Texas (WorkQuest)

Vehicle Safety Flags....

# New Business Ideas



## New Products & Services?

1. Products
2. Services

# Doing Business with the State



- Register as Bidder with the State
  - [Bidder Profile Page](#) (check current registrations)
  - [New Bidder Registration](#)
- UNSPC Codes
  - Review UNSPC Codes: <https://www.unspsc.org>
  - Send UNSPC Codes to Brooke ([brooke@inarf.org](mailto:brooke@inarf.org))



# Doing Business with the State



- OneIndiana (“SpendBridge”)
  - Municipalities, K-12, Libraries
    - Ability Indiana Catalog – Updates are in process

# OneIndiana Website



Indiana State Use Program - OneIndiana

Brooke Brown  
7100-17480-00

[Home](#) [Workflow](#) [Bids](#) [Reports](#) [Shop](#)

All Catalogs

[Athletic Equipment and Supplies](#)  
[Attenuators](#)  
[Audio Visual](#)  
[Background Checking Services](#)  
[Classroom Supplies](#)  
[Drug and Alcohol Testing Service](#)  
[Fire Safety](#)  
[Flags/Flag Accessories](#)  
[Furniture](#)  
[Information Technology Hardware and Software](#)  
[Language Interpretation Services](#)  
[Library Supplies](#)  
[Mailing Equipment & Supplies](#)

### All Catalogs

Ability Indiana (State Use Program)  
Ability Indiana is a purchasing program that encourages the state and municipalities to purchase pro...  
Shopping List Catalog

AD ASTRA INC  
Interpretation Services Rayna Smith 50248  
301-408-4242 ext. 102 Rayna@ad-  
astrainc.com  
**Language Interpretation Services**  
Expires: 2/1/2024

BARADA ASSOCIATES, INC.  
Background Checking Services Kelley Carter  
QPA 20563 765-932-5917  
kcarter@baradainc.com  
**Background Checking Services**  
Expires: 6/30/2024

Bob Barker Co Inc  
Apparel - QPA 38095 Nicole Myatt (800)  
334-9880 customerservice@bobbarker.com  
**Apparel**  
Expires: 12/30/2023

CARE APPAREL INC  
Providing Fashion, Function & Dignity Since 1951

COLLINS GROUP INC

DISA INDIANA LLC

Fastenal Punch Out

# CAIO – What's Good and New



ADEC, Inc.

CARS

First Chance Center

Red Oak Industries

Timothy Donlin, Robert Reynolds

Jeff Uhey

Amanda Bush

Melanie Zimmerman

# Please Complete the Survey...





**Thank you!**

615 N. Alabama St., Ste. 410, Indianapolis, IN 46204

[Brooke@inarf.org](mailto:Brooke@inarf.org) / [www.AbilityIN.org](http://www.AbilityIN.org)

317-634-4957