



CUSTODIAL MANAGEMENT SERVICES

AGENDA

- Our Team
 - Thompson Hospitality
 - Background- Ability, Experience, Passion
 - Align with VMI's Culture, Communication, and Vision
 - Thompson Facilities Services
- Our Process
- Our Value Proposition



THOMPSON FACILITIES SERVICES



Our goal is to create a safe, attractive, pleasing environment for your students, faculty, parents and visitors, all in the name of enhancing the image of your college. We focus on sustaining and creating an environment ideal for learning and experiencing the tradition of Virginia Military Institute (VMI).

“Live, Learn, Play”

MEET OUR TEAM



Brian Banks

*President,
Thompson Facilities Services*



Thomas Ganchuk

*Regional Ex. Director,
Thompson Facilities Services*



Wesley Graves

*RVP Higher Ed ,
Thompson Facilities Services*



Marshall Darnell.

*RVP Higher ED,
SSC Services for Education*



John Stringfield

*VP, Business Development,
Thompson Facilities Services*



Justin Liszka

*RVP Higher Ed,
SSC Services for Education*

THOMPSON HOSPITALITY



30+ years
of experience



30+ colleges
and universities



48 states
6 countries

EXPERTISE IN:

Campus Dining • Restaurants • Joint Ventures
Facilities Management • Military Bases • Airports



6K+ employees

980M of managed volume



\$2.3B co-managed
volume in joint venture
relationships

32M+ guests
served annually



From left to right: Fred Thompson Jr., Benita Thompson-Byas, and Warren Thompson

THOMPSON FACILITIES SERVICES



Integrated Facilities Management

With over 20 years of Integrated Facilities Management (IFM) experience, 1,000 clients and more than 150 million square feet of maintainable space, Thompson Facilities Services, in partnership with Compass Group, are national leaders in maintaining facilities. Our knowledgeable and experienced integrated facilities management team finds the best total solution for each client's needs while reducing cost and liability. Our experts create and provide custom solutions implemented by on-site managers who have completed rigorous training. Our IFM program delivers the highest standard of customer service and measurable, consistent quality that best meets your facility's needs.

Our experienced on-site management team is responsible for delivering and maintaining a top-quality IFM program. They are supported by district and regional resources, the latest technology, and our rigorous standards and procedures allow us to track performance and continuous improvement.

Thompson Facilities Services offers a diverse set of services that focuses on quality, sustainability, and energy and cost savings. Our team will work with your leadership to create the best package to serve your **business**.

*A Happy Client
Starts With a
Well Maintained
Facility*

Quality Services

Integrated Facilities Management Capabilities

ENVIRONMENT, HEALTH AND SAFETY

- Training and Certifications
- Audit Management
- Incident Reporting
- Business Continuity Planning
- Mitigation Strategy
- Corporate Social Responsibility
- Data Analytics and Reporting

JANITORIAL AND INDUSTRIAL CLEANING

- Housekeeping and Disinfection
- Controlled Environments
- Cleanroom Contamination Control
- GMP

LABORATORY SUPPORT SERVICES

- Laboratory Technician
- Chemical and Biological Processing
- Laboratory Glass Washing
- Dry Ice Management
- Notebook Management
- Supply Inventory Management

FACILITIES MAINTENANCE AND ENGINEERING

- Building Operations, Repair and Maintenance (HVAC, Electrical, Plumbing, Structural)
- Building Automation Systems
- Central Plant and Utility Operations
- Critical Environments Maintenance
- Fire/Life Safety Systems
- UPS/Generator
- Elevator Maintenance
- Statutory Testing and Inspection
- Handyman Services
- Preventive Maintenance Programming
- Asset Management
- Project Management
- 24-Hour Facilities Service Center
- CMMS Administration/Management

SUSTAINABILITY

- Energy Management
- Industry Certification Support (LEED, IWBI)
- Recycling and Composting

WORKPLACE SERVICES

- Space/Occupancy Planning
- Moves, Adds, Changes
- Reception
- Conierge
- Event Planning
- Conference Room Management
- Audio Visual Design and Technical Services
- Records and Inventory Management
- Warehouse Management
- Hazardous/Regulated Goods Shipping and Receiving
- Mail Room
- Printing and Reprographics
- Courier Services
- Automotive/Garage Services
- Valet
- Shuttle Services
- Dry Cleaning/Laundry Services
- Health/Fitness Centers
- Corporate Art Program
- Mother's Room Services
- Company Store Management
- Holiday Decorations

ADDITIONAL SOFT SERVICES

- Security
- Landscaping
- Flag Raising
- Pond/Fountain Maintenance
- Snow Removal
- Hazardous, Biological and Secure Waste Management
- Pest Control

WE SELF-PERFORM
80%
OF ALL
INTEGRATED FACILITIES
MANAGEMENT SOLUTIONS
PROVIDED TO CLIENTS.

SERVICE EXPERIENCE



Our services will:

- Enhance the quality of life for students, faculty, staff, alumni and visitors
- Contribute to the pride, reputation and recruiting ability
- Reduce costs wherever possible

OUR PROCESS



LEADERSHIP

24/7 SUPPORT



INTEGRATED FACILITIES MANAGEMENT

Professionals
Building Automation



ENHANCED RESOURCES

Quality Assurance
for All Services

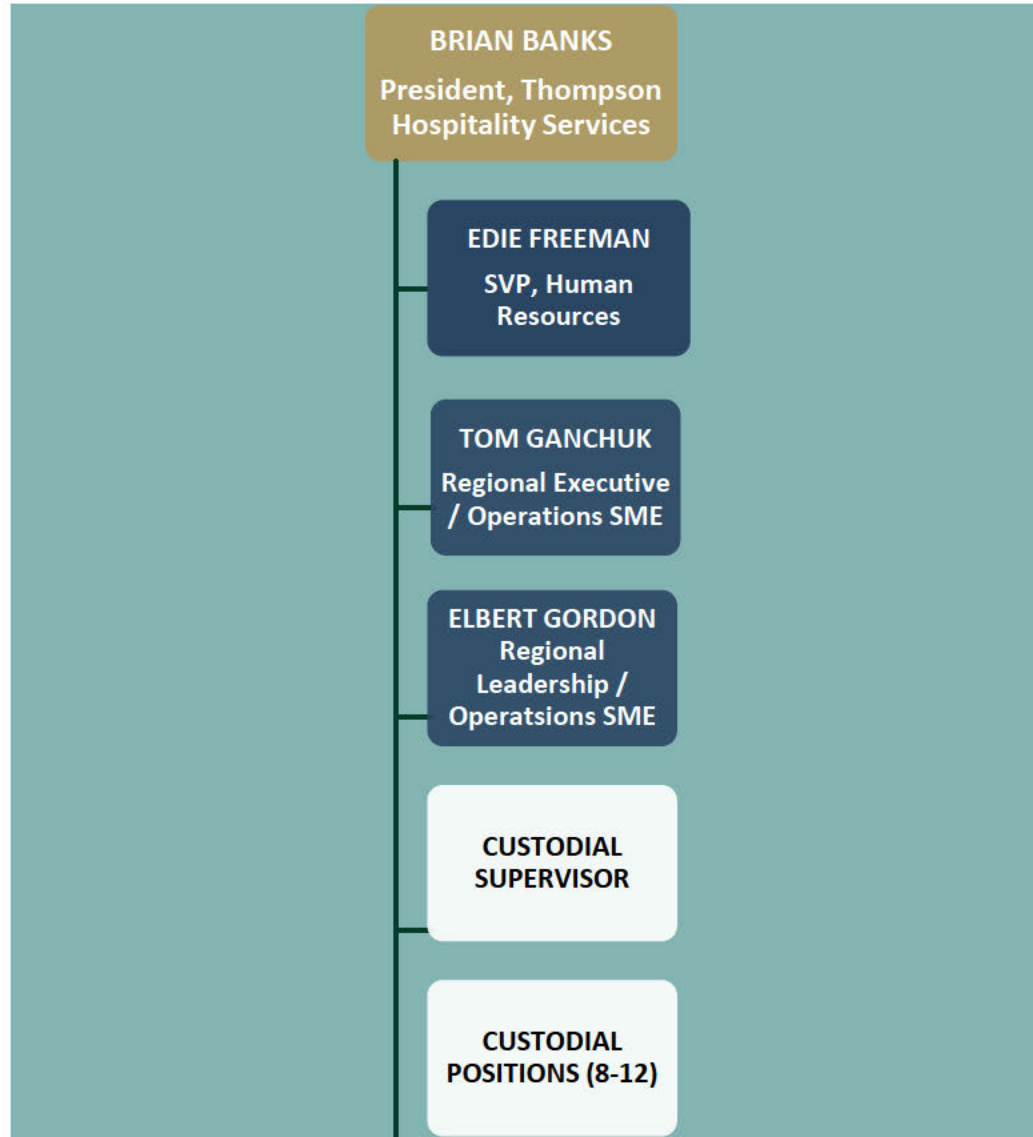
QUALITY ASSURANCE

- Leadership
- QA Supervisor
- Key Performance Indicators
- Associate Training
- Campus Tours
- Custodial Best Practices



TFS PROPOSED ORG CHART

*See appendix



PRICING SCHEDULE			
Description	Estimated hours	Price/Hour	Total
Full time supervision (40 hours/week)	2080	\$ 28.99	\$ 60,299.20
8 daily FTE employees (standard) for general services (5 days/week, 8 hours)	16640	\$ 24.43	\$ 406,515.20
Normal weekend support (2 days/week, 2 people, 4 hours each)	832	\$ 24.43	\$ 20,325.76
Matriculation Support (Supervision) - Saturday	12	\$ 43.49	\$ 521.88
Matriculation Support (Staff) - Full staff - Saturday	96	\$ 36.64	\$ 3,517.44
Football Support (Staff) - Additional hours on Saturday (6) and Sunday (4), 6 games annually, on top of regular weekend support	60	\$ 36.64	\$ 2,198.40
Family Weekend Support (Supervision) - Saturday only	6	\$ 43.49	\$ 260.94
Family Weekend Support (Staff) - Add 2 for visitor center/barracks (6 hours each) over and above regular football support, already	6	\$ 34.00	\$ 204.00
Spring Reunion Weekend Support (Staff) - Additional Visitor Center Support, 2 days for each reunion (2) - 4 hours extra per day, over and above regular weekend support	16	\$ 36.64	\$ 586.24
Spring Graduation (Supervision) - 3 days, 12 hours, assumes 2 weekend days	28	\$ 43.49	\$ 1,217.72
Spring Graduation (Staff) - Fully staffed (8), 3 days, 12 hours, assumes 2 weekend days	224	\$ 36.64	\$ 8,207.36
Contracted additional hours for summer projects	2600	\$ 23.40	\$ 60,840.00
On-Demand rates (Supervision) - as needed		\$ 43.49	
On-Demand rates (Staff) - as needed		\$ 36.64	
Holiday pay for supervision		\$ 57.98	
Holiday pay for staff		\$ 48.86	
Emergency After Hours rate (Staff)		\$ 36.64	

Value Proposition

Thompson Facilities Services will provide custodial services for :

- **\$612,512 annually, \$51,042 per billing period (12 periods), including:**
 - ◆ Facilities management manager's salaries, benefits and associated fringes.
 - ◆ Facilities management labor and benefits and associated fringes.
 - ◆ All necessary custodial equipment and supplies.
 - ◆ Consumables (can liners, paper towels, toilet paper and hand soap).
 - ◆ Amortization of equipment, vehicles, amortization of startup costs and investments.



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FIRM: Thompson Facilities Services			
SUBMITTED BY: John Stringfield			
TITLE:VP Business Development			
VASCUPP CONTRACT:			

Value Proposition

THS Summary Contract Price

VMI Janitorial

Hourly Productive Labor Staff							1st Yr- Annual Cost	2nd Yr- Annual Cost	3rd Yr- Annual Cost
								*CPI Escalation 3.0%	*CPI Escalation 3.0%
					Annual Hours				
FTE Day porters					11	22,884	\$387,034	\$398,645	\$410,604
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Operational Overtime 5%							\$19,352	\$19,932	\$20,530
Health Care Costs							\$23,754	\$24,467	\$25,201
Wage Associated Taxes, Insurances and Fringe Costs							\$62,840	\$64,725	\$66,667
Total Productive Labor:							\$492,979	\$507,769	\$523,002
Other Operating Costs									
Custodial							\$35,368	\$36,429	\$37,522
								\$0	\$0
Contribution to THS Regional and Corporate Support Includes:							\$40,426	\$41,639	\$42,888
Total Other Operation Costs:							\$75,794	\$78,067	\$80,409
Contribution to Pre-Tax Profit							\$26,951	\$27,759	\$28,592
Total Contract Price:							\$595,723	\$613,595	\$632,003
Financed One Time Costs					Financed Amount				
Start-Up Costs					5	Year Amortization Schedule	\$1,177	\$1,177	\$1,177
Equipment					5	Year Amortization Schedule	\$15,611	\$15,611	\$15,611
Adjusted Total Contract Price:							\$612,512	\$630,887	\$649,814

BASE HOURLY

Full Time Hourly Custodial Staffing		Per Hour			
Position Name		Rate	Weekly Hours	Annual Hours	Annual Wages
1.0	Supervisor	\$18.46	40.0	2,080	\$38,397
8.0	Day Porter / Set Ups / Floor Care	\$16.76	257.0	16,630	\$278,719
2.0	Project / Floor Care	\$16.76	80.0	4,160	\$69,722
11	Average Wage Rate	\$16.91	377.3	22,884	\$387,034
Operational Overtime		5.0%	\$19,352		
11					\$406,386

| WHY US?

We Know The Virginia Military Institute



**RESPONSIBLE
FISCAL
STEWARDSHIP**



**MINORITY BUSINESS
ENTERPRISE
PARTNER**



**COMMUNITY
PARTNERSHIP**



**SUPPORT FOR THE
TRANSITION**

Thank You

We look forward to our partnership



One *Vision*
Two Partners



VIRGINIA MILITARY INSTITUTE
NO ORDINARY COLLEGE. NO ORDINARY LIFE.

Thank You

We look forward to our partnership



APPENDIX

One *Vision*
Two Partners



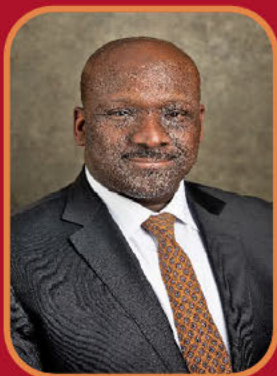
VIRGINIA MILITARY INSTITUTE
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William & Mary Janitorial

CURRENT VASCUP CONTRACT

3rd Yr- Annual

ACCOUNT SENIOR LEADERSHIP



Brian Banks

President, TFS

Mr. Banks currently serves as the President for Thompson Facilities Services, a division of Thompson Hospitality. Brian's team is responsible for managing the growth and success of Thompson's facility services strategy with Higher Education, including Historical Black College and Universities (HBCUs), and Business & Industries.

Before joining Thompson Hospitality, Brian Banks held senior leadership roles across several major corporations. As Senior Vice President of Global CRM at Jones Lang LaSalle, he managed global client accounts including DXC, SRA, General Dynamics, and Verizon, delivering services in real estate transactions, lease administration, project management, and facilities operations. At ADP, he served as Vice President of Global Corporate Real Estate and Facilities Management, overseeing 13 million square feet across 350+ facilities worldwide, with a \$600M+ budget and 1,000+ staff.

Earlier, at The New York Times Company, Brian advanced from Director of Engineering to Executive Director of Operations. He led business functions across real estate, security, construction, and supply chain management, with a \$500M+ P&L and 700+ team members. He also directed the company's move into its \$1B+ global headquarters.

Mr. Banks holds an MBA from Rensselaer Polytechnic Institute and a B.S. in Mechanical Engineering from Tuskegee University.

Brian is married to his lovely wife, Courtney and they have two kids and two grandchildren.



Wesley Graves

Regional Vice President

Mr. Graves currently serves as the Vice President for Thompson Hospitality Services, a division of Thompson Hospitality Corporation. Wesley is responsible for the development of integrated facility maintenance strategies throughout his growing region and the Joint Ventures Group of THS. He has previously served as Executive Director of Facilities at the prestigious Tuskegee University and helped to navigate the University through the COVID 19 crisis from 2020 to 2023.

With over 30 years of leadership, training development and the Change Management, Wesley has developed Centers of Excellence for both national and international organizations.

Wesley is a United States Armed Service veteran with decorations for gulf region conflicts and Bosnian conflict. He also holds numerous certifications in training, to include six sigma, internal auditing and industrial maintenance.

Wesley holds a Masters in Organizational Leadership from Columbia Southern and a BS in Business from TSU-Texas A&M central Texas.

Wesley is an Author, and speaker who loves to golf and develop teams.

| TRANSITION TEAM*

*Subject to
change



THOMAS GANCHUK

Executive Director, Facilities Support

Thomas Ganchuk is Executive Director at Thompson Facility Services with over 20 years of experience managing building maintenance and operations. He is a certified expert in HVAC, custodial services, mold abatement, pool operations, and safety training. Tom is licensed in lead abatement, real estate, and emergency medical response, and regularly trains staff on ADA, OSHA, and EPA compliance. His broad expertise spans commercial kitchens, retail spaces, athletic facilities, and mechanical systems. Tom has supported numerous institutions, including Georgetown, Howard, Tuskegee, and the University of Kentucky. Known for his leadership and technical depth, he excels in CMMS platforms and delivering safe, efficient, and compliant facility operations..



MARSHALL DARNELL

Senior Director of Operations, Facilities
Operations Support

With 30 years in facilities management, Marshall serves as senior director of operations for SSC's facilities operations support. He brings a strong background in electrical/ mechanical engineering and HVAC, with a focus over the past six years on standard development, KPI education and site support. A 15-year Compass Group veteran, Marshall has earned national recognition, including the 2016 Service Excellence Award and the 2024 Corporate Support Manager of the Year Golden Globe. He is also a certified Commercial Drone Part 107 Pilot.

| TRANSITION TEAM*

*Subject to
change



JOHN LANE

Vice President of Facility Systems
and Support

John has been with SSC for over 27 years. Most of his time with the company has been spent in operations which gives him a thorough understanding of the needs and challenges that are unique to education facilities. Regarding his strategy for transitions: "I've taken what I've learned and worked with my team to create a strong, thorough approach to transitioning universities to SSC. Our clients benefit from not only the vast experience and knowledge of the experts on this team but also the deep respect we have for education facilities."



ELBERT GORDON

Director Facilities Support

Elbert Gordon serves as Director of Facilities Support at Thompson Facilities Services, bringing over 20 years of experience in operations, maintenance, and team leadership. He has overseen large-scale facilities at institutions such as Howard University and Huston-Tillotson University, managing HVAC systems, capital projects, and safety compliance. A licensed journeyman and former Harlem Globetrotter, Elbert combines technical skill with discipline and teamwork. His strengths include CMMS, staff development, budget management, and vendor coordination. Known for his results-driven leadership, Elbert is committed to operational excellence, continuous improvement, and creating safe, efficient environments across educational and commercial facilities.

