

# Janitorial & Custodial Bids: Weekly Sample Issue

Week of Oct 12, 2026 · Federal (nationwide) + California · 23 open, biddable domestic bids · 5 overseas · 15 closed to new bidders

Free sample from PlainLead. These are real public solicitations, pulled Mon Oct 12, 2026. Anything marked (unverified) came from secondary listings and was not confirmed in the official documents. Always confirm with the agency.

## At a glance

- **7 upcoming walkthroughs in the next 14 days.** Book these now; missing a mandatory walk disqualifies you.
- **7 bids with no walkthrough required** (or none mentioned). You can quote these right away.
- **9 other open bids:** walks after Oct 26, or a walk status you should verify.
- **15 bids moved to the FYI appendix** because their mandatory walk has already passed.
- Award history comes from USAspending.gov (NAICS 561720 awards for the same office or location). Local agencies rarely publish incumbent values; we list them where they are public.

## 1. Upcoming walkthroughs (Oct 12 – Oct 26)

| # | Bid                                                                                                      | Agency / location                                        | Due (PT)                                            | Walkthrough                                                                         | Value / incumbent history                                                                                                                                                                                                                     | Term · set-aside                                                         | Why it fits a small cleaner                                                                                      |
|---|----------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
| 1 | <a href="#">Harry S. Truman Lake Mass Solicitation – Custodial (8 packages)</a><br>Sol. W912DQ27QA011    | USACE Kansas City District<br>Warsaw, MO                 | Mon Oct 19, 10:00 AM PT                             | Site visit Tue Oct 13 (per SAM notice)                                              | No estimate published. USAspending: Eco-Friendly Cleaning Specialist LLC, project office/visitor center janitorial W912DQ25P1024, \$59,527 (Mar 2025–Feb 2027); park custodian awards of \$39K–\$51K to individuals (W912DQ24P1009/1011/1014) | Not stated in notice text (unverified) · Total Small Business            | Eight small packages: you can bid only the parks or offices near you, and incumbents are often sole proprietors. |
| 2 | <a href="#">Transit Bus &amp; Bus Shelter Cleaning, RFP 26-130</a><br>Sol. 26-130                        | City of Banning (Transit)<br>Banning, CA (Riverside Co.) | Nov 3 or Nov 4 (sources conflict) (unverified)      | MANDATORY pre-proposal Tue Oct 13                                                   | Not published. Not found                                                                                                                                                                                                                      | 1 yr + four 1-yr options · None stated                                   | Small route-based job (buses + shelters) that a 2–3 person crew with a van can run.                              |
| 3 | <a href="#">Custodial Services &amp; Day Porter, Goleta Train Station, RFP 2026-009</a><br>Sol. 2026-009 | City of Goleta<br>27 S. La Patera Ln, Goleta, CA         | Fri Oct 23, 12:00 PM PT (PlanetBids)                | MANDATORY site visit Tue Oct 13, 10:00 AM (hard hat, hi-vis vest, closed-toe shoes) | Not published. New station; no prior contract found                                                                                                                                                                                           | 3 yrs + up to 2 one-yr renewals · None stated                            | One site with steady 7-day porter hours: recurring payroll-style revenue for a small crew.                       |
| 4 | <a href="#">Janitorial Services 2026, RFP-16-026</a><br>Sol. RFP-16-026                                  | City of Healdsburg<br>Healdsburg, CA (Sonoma Co.)        | Tue Oct 27, 2:00 PM PT (mail or hand delivery only) | Pre-bid Wed Oct 14, 10:00 AM (mandatory status (unverified))                        | Not published. Not found                                                                                                                                                                                                                      | (unverified) · None stated                                               | Small-city facilities package; paper-only submission keeps out-of-area bidders away.                             |
| 5 | <a href="#">Janitorial Services – Town Facilities &amp; Parks (7 sites)</a><br>Sol. n/a                  | Town of Los Altos Hills<br>Los Altos Hills, CA           | Mon Oct 26, 1:00 PM PT                              | MANDATORY site visit Thu Oct 15                                                     | Not published. Not found                                                                                                                                                                                                                      | 3 yrs + 2-yr option · None stated                                        | Seven small sites in one town: right-sized for an owner-operator crew.                                           |
| 6 | <a href="#">CHP Tecate Area – Janitorial, IFB 26C646000</a><br>Sol. 26C646000                            | California Highway Patrol<br>Tecate, CA (San Diego Co.)  | Tue Nov 3, 11:00 AM PT                              | MANDATORY walk Tue Oct 20, 9:00 AM                                                  | Not published. Not found                                                                                                                                                                                                                      | Not stated (unverified) · CA small-business preference; 5% DVBE required | One small office, low bid wins, and CHP supplies the consumables.                                                |
| 7 | <a href="#">Custodial Services RFP</a><br>Sol. (unverified)                                              | City of Santa Maria<br>Santa Maria, CA                   | Mon Nov 2, 5:00 PM PT                               | MANDATORY walk Tue Oct 20 (aggregator-reported (unverified))                        | Not published. Not found                                                                                                                                                                                                                      | (unverified) · None stated                                               | Mid-size city contract on the Central Coast, a region with fewer large janitorial firms competing.               |

## 2. Act now: no walkthrough required

| # | Bid                                                                                   | Agency / location                                                    | Due (PT)                           | Walkthrough                                 | Value / incumbent history                                                                                      | Term · set-aside                                              | Why it fits a small cleaner                                                            |
|---|---------------------------------------------------------------------------------------|----------------------------------------------------------------------|------------------------------------|---------------------------------------------|----------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|----------------------------------------------------------------------------------------|
| 1 | <a href="#">Mt Shasta–McCloud Ranger Districts Janitorial</a><br>Sol. 127EAY27Q0002   | USDA Forest Service, Shasta-Trinity NF<br>Mount Shasta / McCloud, CA | Mon Oct 19, 5:00 PM PT             | Site visit NOT mandatory (stated in notice) | No estimate published. No matching USAspending award found by keyword                                          | Not stated in notice text (unverified) · Total Small Business | Small-business set-aside for two ranger offices with no walk: quote it from home.      |
| 2 | <a href="#">Park Restroom Cleaning &amp; Trash Receptacle Maintenance</a><br>Sol. n/a | City of Brentwood (Parks & Rec)<br>Brentwood, CA (Contra Costa Co.)  | Wed Oct 14, 5:00 PM PT (email PDF) | Site walk NON-mandatory                     | Not published. Incumbent Terracare Associates (agreement amended through Dec 31 2026, per City Council record) | Jan 1 2027 – Dec 31 2028 + up to two 2-yr terms · None stated | Night restroom route (11 restrooms) with email submission and no walk. Tight deadline. |

| # | Bid                                                                                                                | Agency / location                                                      | Due (PT)                                    | Walkthrough                                         | Value / incumbent history                                                                                                                                         | Term · set-aside                                                                | Why it fits a small cleaner                                                              |
|---|--------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|---------------------------------------------|-----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| 3 | <a href="#"><u>NTX Fisher House Housekeeping Service</u></a><br>Sol. 36C25727Q0019                                 | VA Network Contract Office 17<br>Dallas, TX (North Texas Fisher House) | Wed Oct 28, 12:00 PM PT                     | No site visit mentioned in notice text (unverified) | No estimate published. USAspending: Marfran Cleaning LLC, 36C25721P1044, \$994,980 (Aug 2021–Nov 2026)                                                            | Not stated (unverified) · SDVOSB                                                | About \$200K/yr incumbent, one building: a step-up contract for an SDVOSB cleaning firm. |
| 4 | <a href="#"><u>Custodial Services, Army Reserve IN075 (Scottsburg &amp; Terre Haute)</u></a><br>Sol. W911SA27QA025 | Army MICC Fort McCoy<br>Scottsburg & Terre Haute, IN                   | Mon Nov 2, 8:00 AM PT                       | No site visit mentioned in notice text (unverified) | No estimate published. No keyword match in USAspending                                                                                                            | Not stated (unverified) · SDVOSB                                                | Two small reserve centers; drill-weekend schedules keep labor light.                     |
| 5 | <a href="#"><u>Janitorial Services, DeQueen Project Office</u></a><br>Sol. W9127S27QA004                           | USACE Little Rock District<br>DeQueen, AR                              | Wed Nov 4, 8:00 AM PT                       | No site visit mentioned in notice text (unverified) | No estimate published. USAspending: John's Contracted Commercial Cleaning, W9127S25PA011, \$8,763 (Aug 2025–Jun 2026); World Wide Enterprises, \$10,872 (2023–24) | Not stated (unverified) · Total Small Business                                  | Under \$10K/yr: an easy first federal past-performance win for a micro-business.         |
| 6 | <a href="#"><u>Janitorial Services at Social Services Regional Offices, E-RFQ 27-020</u></a><br>Sol. 27-020        | County of Fresno (DSS)<br>Coalinga, Selma & Reedley, CA                | Fri Oct 23, 10:00 AM PT (electronic)        | No walk mentioned in public summary (unverified)    | Not published. Not found                                                                                                                                          | (unverified) · None stated                                                      | Three small rural offices on one RFQ: suits a Central Valley operator.                   |
| 7 | <a href="#"><u>CHP Quincy Area Office – Janitorial, IFB 26C165002</u></a><br>Sol. 26C165002                        | California Highway Patrol<br>86 W. Main St,<br>Quincy, CA              | Thu Oct 15, 11:00 AM PT (sealed, mail/hand) | No walk mentioned in public summaries (unverified)  | Not published. Not found                                                                                                                                          | Jan 1 – Dec 31 2027 (+ possible extension) · DVBE waived; SB preference applies | 5 days/wk, CHP supplies consumables, low bid wins. Due in 3 days.                        |

### 3. Other open bids (later walks / verify walk status)

| # | Bid                                                                                           | Agency / location                                                          | Due (PT)                                   | Walkthrough                                                                 | Value / incumbent history                                                                                              | Term · set-aside                                                                        | Why it fits a small cleaner                                                           |
|---|-----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------|--------------------------------------------|-----------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| 1 | <a href="#"><u>Janitorial Services RFP 2026</u></a><br>Sol. n/a                               | Regional Housing Authority (Sutter, Yuba, Colusa, Nevada)<br>Yuba City, CA | Tue Nov 10, 12:00 PM PT                    | MANDATORY job walk Tue Oct 27                                               | Not published. Not found                                                                                               | 1 yr, renewable up to 4 more · None; HUD clauses apply (Section 3 may matter)           | Housing-authority offices with HUD Section 3 language that favors local, small firms. |
| 2 | <a href="#"><u>CHP Moorpark Area Office – Janitorial, IFB 26C770000</u></a><br>Sol. 26C770000 | California Highway Patrol<br>Moorpark, CA (Ventura Co.)                    | Thu Nov 26, 2:00 PM PT (physical delivery) | MANDATORY walk Tue Oct 27 (reported in one aggregator summary (unverified)) | Pricing floor in IFB: janitorial rate of at least \$16.31/hr + \$15.51/hr blended benefit rate. Not found              | Jun 1 2027 – May 31 2028 + one 1-yr option · 5% DVBE required; DIR (PSWPA) registration | SoCal; posted Oct 8 with 6+ weeks to prepare; a single-office low-bid award.          |
| 3 | <a href="#"><u>F.E. Warren Resident Office Janitorial</u></a><br>Sol. W9128F27QA003           | USACE Omaha District<br>F.E. Warren AFB, WY                                | Fri Oct 16, 12:00 PM PT                    | Site visit already held; notice does not say it was mandatory (unverified)  | No estimate published. No keyword match in USAspending                                                                 | (unverified) · Total Small Business                                                     | Small single-office set-aside.                                                        |
| 4 | <a href="#"><u>Housekeeping Services – Fermilab</u></a><br>Sol. DH-377725                     | DOE / Fermilab (M&O contractor buy)<br>Batavia, IL                         | Fri Oct 16, 3:00 PM PT                     | Site visit already held; mandatory status (unverified)                      | No estimate published. Not in USAspending (contractor-level subcontract)                                               | (unverified) · Total Small Business                                                     | Lab campus housekeeping set aside for small businesses.                               |
| 5 | <a href="#"><u>Janitorial Services, FAA FMH SSC</u></a><br>Sol. 697DCK-27-R-00004             | FAA Regional Acquisitions<br>Falmouth, MA                                  | Tue Oct 20, 12:00 PM PT                    | Site visit already held; mandatory status (unverified)                      | No estimate published. USAspending: Eco-Friendly Cleaning Specialist LLC, 697DCK23C00163, \$85,441 (Apr 2023–Dec 2026) | (unverified) · Total Small Business                                                     | Incumbent is about \$25K/yr: a small, recurring federal account.                      |
| 6 | <a href="#"><u>Janitorial Services, MCV ATCT</u></a><br>Sol. 697DCK-27-R-00001                | FAA Regional Acquisitions<br>Martha's Vineyard, MA                         | Thu Oct 22, 12:00 PM PT                    | Site visit already held; mandatory status (unverified)                      | No estimate published. USAspending: Kevin Gundersen (sole proprietor), 697DCK22C00058, \$82,766 (Dec 2021–Dec 2026)    | (unverified) · Total Small Business                                                     | The incumbent is a one-person business, proof that a solo operator can win it.        |
| 7 | <a href="#"><u>Transportation Vehicle &amp; Shuttle Cleaning</u></a><br>Sol. (unverified)     | UC San Francisco<br>San Francisco, CA                                      | Nov 3 or 4 (sources conflict) (unverified) | (unverified)                                                                | Not published. Not found                                                                                               | (unverified) · None stated                                                              | Borderline janitorial (vehicle interiors); fits crews already doing fleet detailing.  |
| 8 | <a href="#"><u>MTS BRT Station Cleaning, PWB481.0-27</u></a><br>Sol. PWB481.0-27              | San Diego Metropolitan Transit System<br>San Diego, CA                     | Fri Oct 16, 4:00 PM PT                     | Pre-bid held Sep 18; mandatory status (unverified)                          | Not published. Not found                                                                                               | (unverified) · None stated                                                              | Transit station route in SoCal; confirm pre-bid rules before investing time.          |
| 9 | <a href="#"><u>S222 Grease Trap/Vault Cleaning</u></a><br>Sol. 36C25926Q0881                  | VA NCO 19<br>Oklahoma City, OK                                             | Tue Oct 13, 2:00 PM PT                     | None mentioned (unverified)                                                 | No estimate published. Not checked                                                                                     | (unverified) · SDVOSB                                                                   | Adjacent service (not core janitorial); only for firms already pumping grease traps.  |

### Appendix A: FYI, closed to new bidders (mandatory walk passed)

| Bid                                               | Agency                                | Due               | Why closed                                                      |
|---------------------------------------------------|---------------------------------------|-------------------|-----------------------------------------------------------------|
| Custodial Services Citywide 26-27-07              | City of Anaheim                       | Oct 19 (extended) | Mandatory walk passed; incumbent Kleenway, 2026 cap \$1,934,016 |
| Countywide Janitorial RCA RFP-017-2988904-JC      | County of Orange                      | Oct 27            | Mandatory pre-proposal passed                                   |
| Civic Center & City Yards Janitorial 2026-1014a/b | City of Huntington Beach              | Oct 14            | Mandatory walk passed                                           |
| Janitorial Services 27-10                         | City of Newport Beach                 | Oct 23            | Mandatory walk passed                                           |
| Airport Janitorial RFP 26-27_001                  | San Bernardino Intl Airport Authority | Oct 20, 5 PM      | Mandatory walk passed                                           |

| Bid                                                                 | Agency                | Due                               | Why closed                              |
|---------------------------------------------------------------------|-----------------------|-----------------------------------|-----------------------------------------|
| Pressure Washing & Bus Shelter Cleaning RFB-0011 (271 stops)        | City of Inglewood     | Oct 21, 11 AM                     | Required pre-bid Sep 16                 |
| Janitorial IFB, Los Angeles County                                  | Caltrans D7           | Oct 13 (one listing shows Oct 22) | Mandatory walk passed                   |
| Janitorial IFB 08A4016, San Bernardino Co.                          | Caltrans D8           | Oct 13                            | Mandatory site inspection Sep 23        |
| Janitorial IFB 04A7589, Alameda Co.                                 | Caltrans D4           | Oct 15                            | Mandatory site inspection Sep 16        |
| After-Hours Janitorial 26-134, Bishop DMV                           | CA DMV                | Oct 21, 11:59 PM                  | Mandatory pre-bid Oct 7                 |
| After-Hours Janitorial 26-140, Gilroy DMV (est. \$127,152; 3% DVBE) | CA DMV                | Oct 22, 5 PM                      | Mandatory pre-bid Oct 12, 10 AM (today) |
| CHP Garberville Janitorial 26C126002                                | CHP                   | Oct 30, 11 AM                     | Mandatory walk Oct 9                    |
| CHP Portola Resident Post 26C165001                                 | CHP                   | Oct 14                            | Mandatory walk Sep 18                   |
| Custodial Services Citywide                                         | City of Rancho Mirage | Oct 14                            | Mandatory tour Sep 23                   |
| Mid-Day & After-Hours Janitorial 26-135, El Cerrito DMV             | CA DMV                | Oct 14–16                         | Mandatory pre-bid passed                |

## Appendix B: Overseas federal (FYI)

| # | Bid                                                                                       | Agency / location                    | Due (PT)                | Walkthrough  | Value / incumbent history | Term · set-aside    | Why it fits a small cleaner |
|---|-------------------------------------------------------------------------------------------|--------------------------------------|-------------------------|--------------|---------------------------|---------------------|-----------------------------|
| 1 | <a href="#">European Healthcare Environmental Cleaning</a><br>Sol. HT9406-26-R-E006       | Defense Health Agency<br>Germany     | Thu Oct 15, 8:00 AM PT  | (unverified) | .                         | · Unrestricted      | Large; host-nation labor.   |
| 2 | <a href="#">Exhaust Fan &amp; Duct Cleaning, USAG Yongsan Casey</a><br>Sol. W90VN827RA001 | Army<br>Dongducheon, Korea           | Wed Oct 14, 7:00 PM PT  | (unverified) | .                         | · Unrestricted      | Specialty.                  |
| 3 | <a href="#">IDIQ Custodial, Pest &amp; Grounds</a><br>Sol. N4008426R1026                  | NAVFAC Far East<br>Iwakuni, Japan    | Tue Oct 27, 10:00 PM PT | (unverified) | .                         | IDIQ · Unrestricted | Large.                      |
| 4 | <a href="#">Custodial Services at Kunsan AB</a><br>Sol. W90VN727RA001                     | Air Force<br>Kunsan, Korea           | Sun Nov 1, 5:00 PM PT   | (unverified) | .                         | · Unrestricted      | Large.                      |
| 5 | <a href="#">DoWEA Pacific West Custodial</a><br>Sol. W91QVN27RA004                        | Army<br>Camp Humphreys / Osan, Korea | Mon Nov 2, 8:00 PM PT   | (unverified) | .                         | · Unrestricted      | Large.                      |

## Method

- **Federal:** SAM.gov Contract Opportunities public extract (data.gov, refreshed Oct 12 03:30 GMT). Filters: active solicitations, NAICS 561720 or PSC S201, deadline after Oct 12. Walkthrough status is read from the notice text only; attachments were not opened, so items without a stated walk are marked (unverified).
- **Award history:** USAspending.gov public API, NAICS 561720 awards FY2020–present, matched by location keyword. "No match" means none was found by keyword, not that none exists.
- **California/local:** public bid indexes (BidNet Direct public listings, PublicBidSearch, CivicIQ, Cleat, Govly, ContractRadar) cross-checked against official agency PDFs where those were public (Goleta, Regional Housing Authority, Los Altos Hills, SBIAA, DMV addenda). Portals that block automated access (PlanetBids, OpenGov, Cal eProcure) were not accessed.
- **Times:** all times are Pacific (PT). Deadlines are as published; agencies issue addenda, so check before you submit.