



ALL CITY MANAGEMENT SERVICES

April 10, 2018

Joseph Brandstatter, Dir of Planning and Budget
City of Des Moines
25 East 1st St
Des Moines, IA 50309

It is once again the time of the year when many agencies are formulating their budgets for the coming fiscal year. As such, please allow this letter to serve as confirmation of our interest in continuing to provide Crossing Guard services for the 2018-2019 fiscal year.

Over the past two years we have experienced cost increases in almost every facet of our operations. With that in mind we must appeal for a price increase for the coming year. Our cost calculations dictate an increase in your proposed billing rate to \$24.90 per hour.

To facilitate the calculation of the cost for your Crossing Guard program, we have included a Client Worksheet. This worksheet is our estimation of the projected hours and cost of your program as it is currently staffed.

I would also like to take this opportunity to introduce you to our **Client Portal** accessed through our website (www.thecrossingguardcompany.com or www.acmssafety.com). Through our portal you have access to all the documents and information related to your Crossing Guard Program. This includes; Contracts, Amendments, Site Locations (powered Google Maps to see each site), General Liability Insurance Certificates and Workers Compensation Insurance Certificates. To request access the new portal please send an email to clients@acmssafety.com with the following information:

- Full Name
- Title
- Direct phone number

Once you submit the above information, you will receive an email from "WordPress" which has a link that will prompt you to setup a password. You will then have immediate access to the above referenced information.

We remain committed to providing a safe, cost-effective and professional School Crossing Guard Program. We hope you have seen and appreciate our efforts in your program. If you have any questions or need additional information please contact me at (800) 540-9290. Take care.

Sincerely,



Demetra Farwell
Director of Administrative Services
Corporate Secretary

"The Crossing Guard Company"

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All City Management Services Inc.

Client Worksheet 2018 - 2019

Department: 610201

Billing Rate for 2018/2019: \$24.90

City of Des Moines
25 East 1st St.
Des Moines, IA 50309

KEY:

Traditional Calendar:

For sites with no regularly scheduled early release days, use 180 regular days

Sites with traditional calendar:

		76		180		\$24.90	=	\$340,632.00
38	Sites at 2.0 hrs per day	Total Hrs/day	X	days/yr	X	Hourly Billing Rate		

TOTAL PROJECTED HOURS

13680

TOTAL ANNUAL PROJECTED COST

\$340,632.00