



ALL CITY MANAGEMENT SERVICES

April 3, 2018

Dana Freeman
St. Margaret School
31641 La Novia Ave.
San Juan Capistrano CA 92675

It is once again the time of the year when many agencies are formulating their budgets for the coming fiscal year. Toward that end, please allow this letter to serve as confirmation of our interest in extending our agreement for Crossing Guard Services through the 2018-2019 fiscal year.

As you may know California has mandated minimum wage increases for the next 4 years. Wages were just increased .50 cents in January of this year to \$11.00 per hour. Effective January 2019 minimum wages will increase another \$1.00 to \$12.00 per hour. Minimum wages are scheduled to increase \$1.00 for each of the subsequent 3 years to follow. For each dollar of wages we pay approximately .35 cents in taxes, fees and insurance.

To keep pace with these mandated increases we must request an increase in your billing rate from \$17.97 to \$19.32 for the 2018-2019 fiscal year. To facilitate the calculation of the annual program cost we have developed and included with this letter a Client Worksheet. This Worksheet is our best estimation of the hours and cost of your program based on the proposed price increase.

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.

While we remain committed to providing a safe, cost-effective and professional School Crossing Guard Program we hope you will find this new pricing acceptable. 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

"The Crossing Guard Company"

All City Management Services Inc.

Client Worksheet 2018-2019

Department: 2504

Billing Rate for 2018/2019: \$19.32

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KEY:

Traditional Calendar:

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

For sites with one regularly scheduled early release day/week, use 144 regular days and 36 minimum days

Summer School

For schools with Summer School sessions use 19 days

Sites with traditional calendar:

		6		144		\$19.32	=	\$16,692.48
2	Sites at 3.0 hrs a day	Total Hrs/day	X	days/yr	X	Hourly Billing Rate		

		8		36		\$19.32	=	\$5,564.16
	late start for sites above:	Total Hrs/day	X	days/yr	X	Hourly Billing Rate		

		6		180		\$19.32	=	\$20,865.60
2	Site at 3.0 hrs a day	Total Hrs/day	X	days/yr	X	Hourly Billing Rate		

Summer School Sites

No Summer School Estimate Based on 2017

TOTAL PROJECTED HOURS 2232 TOTAL ANNUAL PROJECTED COST \$43,122.24