



ALL CITY MANAGEMENT SERVICES

March 21, 2023

Sgt. Brad Anderson
City of Waukesha
1901 Delafield Street
Waukesha, WI 53188

Dear Sgt. Brad Anderson,

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 2023-2024 fiscal year.

As you may know hiring challenges have impacted all sectors of the labor market, across the nation. Our post-COVID workforce was decimated and since then we have struggled to maintain a sufficient workforce. In many cases we've transitioned a significant number of employees from an older, primarily stable workforce to a younger mobile workforce. This new segment of our employees are more sensitive to current cost-of-living increases and are looking for higher wages and more hours. They often accept our position and work for days, sometimes weeks and if we're lucky months then abruptly leave when they find higher pay.

For these reasons, as well as cost increases in most segments of our business, we must appeal for an increase in our hourly billing wage for the upcoming 2023-2024 fiscal year. To facilitate the calculation of the 2023-2024 annual cost of your Crossing Guard program, we have developed and included with this letter a Client Worksheet. This Worksheet details the new hourly billing rate and the overall estimated program cost, based on the number of sites and the hours worked at each site.

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,

Baron Farwell,
General Manager

All City Management Services Inc.

Client Worksheet 2023 - 2024

Department: 820301

Billing Rate for 2023/2024: \$ 26.26

City of Waukesha
1901 Delafield Street
Waukesha, WI 53188

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

Sites with traditional calendar:

| | | | | | | | | |
|-------------|------------------|---------------|---|---------|---|---------------------|---|--------------|
| | | 34 | | 180 | | \$26.26 | = | \$160,711.20 |
| 17 Sites at | 2.00 hrs per day | Total Hrs/day | X | days/yr | X | Hourly Billing Rate | | |

TOTAL PROJECTED HOURS

6,120.00

TOTAL ANNUAL PROJECTED COST

\$160,711.20