

June 9<sup>th</sup>, 2022

Chris Casale, CPRP  
Acting Director  
Parks & Leisure  
3650 NE 12<sup>th</sup> Avenue  
Oakland Park, FL 33334

Exercising of Renewal Option  
Bid # 063020

Dear Chris:

Please accept this letter as notice that our current agreement is set to expire on July 31<sup>st</sup>, 2022. The agreement provides for up to two (2) additional two (2) year renewal options.

Our company remains focused on providing a low markup for crossing guard services for the City of Oakland Park. Currently our markup is 1.3521 and we pay our guards minimum wage. Minimum wage is currently \$10.00 per hour and our bill rate is \$13.52.

The state of Florida has approved an increase in minimum wage as follows: September 30<sup>th</sup>, 2022 minimum wage is being increased to \$11.00 per hour, with annual \$1.00 per hour increase every consecutive year until \$15.00 per hour is reached.

Minimum wage increases have a financial impact to our company. This impact is not profit and will be absorbed by paying the crossing guards the increased minimum wage. September 30<sup>th</sup>, 2022 the bill rate will increase to \$14.87 per hour. September 30<sup>th</sup>, 2023 bill rate will increase to \$16.23 per hour.

If Florida minimum wage does not increase September 30<sup>th</sup>, 2023 our bill rate would hold at \$14.87 through July 31<sup>st</sup>, 2024.

Our team takes great pride in knowing we have provided a top-notch school crossing guard program with 100% safety record and look forward to continuing with these services.

Sincerely,



Sharron Cook  
Branch Manager-School Crossing Guard Services