

July 13<sup>th</sup>, 2022

Scott King  
Operations Bureau Captain  
North Port Police Department  
4980 City Hall Blvd.  
North Port, FL 34286

RFB No. 2020-56 School Crossing Guard Services

Captain King:

Please accept this letter as request for a change to our current bill rate for SCG services. Our company has provided school crossing guard services for the City of North Port since 2017. We have never increased our rate during contract terms and have provided a cost-effective program proven through a RFB award in 2020. However, there are many factors impacting our ability to continue to successfully recruit and staff the program at the current pay rate and bill rate.

The contract is a two hour per day contract. Crossing guards are paid two hours per day and work a split shift that requires them to travel to the post twice daily. We are currently paying crossing guards \$12.50 per hour.

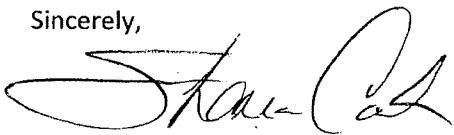
Florida minimum wage is being increased to \$11.00 per hour on September 30<sup>th</sup>, 2022 and will be increased one dollar per hour annually until a minimum wage rate of \$15.00 per hour has been reached. This has caused people to hear \$15.00 per hour and begin demanding it as a minimum salary and many companies \$15.00 per hour or more. The price of gasoline has gone to over \$5.00 per gallon and the job requires a twice a day commute to post. Lastly the cost of living and consumer index is an all-time high.

Several surrounding Cities are increasing the pay rate to \$15.00 per hour including Sarasota County. If we as a company pay the crossing guards \$15.00 per hour our bill rate needs to be \$21.30 per hour. This is a 1.42 margin which is consistent with previous margins.

Please let me know if the City would like to maintain the contract – School Crossing Guards Services at the proposed bill rate of \$21.30 per hour. This is low mark up and the increase will be going toward employee wages and not company profit.

We appreciate your prompt attention to this request, so we know what our recruiting mission will be for the upcoming 2022-2023 school year that starts August 10<sup>th</sup>, 2022.

Sincerely,



Sharron Cook  
Branch Manager-School Crossing Guard Services