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April 21, 2022

City of Pembroke Pines
Attn: Mr. Aner Gonzalez
601 City Center Way
Pembroke Pines, FL 33025

Dear Mr. Gonzalez,

Safeguard Services, Inc. is proud of the successful partnership we have with the City of Pembroke Pines since 1988. We share the desire to put the needs of the residents, employees, and students first when it comes to their health and safety. As you know, we have been serving the Pembroke Pines Charter School System and Early Development Centers for over 10 years.

As with most industries, we are facing major challenges in the labor force. We have developed several incentives to retain employees and reduce turnover. The minimum wage is increasing as a result of the passing of Amendment 2 on November 3, 2020, forcing us to request an increase in our monthly pricing to remain competitive and retain quality employees. We are requesting an adjustment **solely** based on the labor increase and are absorbing unexpected additional costs such as paper supplies, equipment, and chemicals.

Below is listed the cost per facility that would be effective August 1, 2022. Please review and contact me should you have any questions.



**Specializing In: Healthcare EVS – City/Government – Academic Facilities – Commercial/Industrial – Pressure Washing – Window Washing
– MBE Certified**

	Current Contract Amount	Increase Due to Min. Wage Increase	New Annual Contract Amount	New Monthly Billing
Academic Village	\$424,867.00	\$38,238.03	\$463,105.03	\$38,592.09
Charter East	\$160,601.00	\$14,454.09	\$175,055.09	\$14,587.92
Charter FSU	\$161,930.00	\$14,573.70	\$176,503.70	\$14,708.64
Charter West	\$261,196.00	\$23,507.64	\$284,703.64	\$23,725.30
Central	\$274,824.00	\$24,734.16	\$299,558.16	\$24,963.18
West EDC	\$69,924.00	\$6,293.16	\$76,217.16	\$6,351.43
Central EDC	\$62,752.00	\$5,647.68	\$68,399.68	\$5,699.97
Contingency	\$24,500.00		\$24,500.00	as needed
Total	\$1,440,594.00	\$127,448.46	\$1,568,042.46	\$128,628.54

Sincerely,

Kevin J. Connor