



Pacific Vista Landscape Services, Inc.

Camino Nuevo Charter Academy
Contract Extension Offer

December 6, 2021

Camino Nuevo Charter Academy
Attention: Jesus Rivas

Dear Jess,

It has been our pleasure to work closely with you and your terrific staff. We have made every effort to make improvements to the campuses through maintenance while trying to keep the budget intact. With your direction and our teamwork, we have made great strides in the over-all aesthetics of the projects. We also realize there is much still to accomplish.

It is our hope to continue the good work and enjoy the unique challenges each campus poses. With that in mind, we would like to offer the following:

The current maintenance rate is \$10,337.00. This amount started January 1st, 2021. Since that time, we have experienced record increases in fuel, insurance, labor challenges, wage increases and skyrocketing inflation. Currently the inflation rate is hovering around 6.3%.

With your blessing we are requesting a small increase of 3.5%. This amount would barely cover the current fuel increases. We would guarantee this amount for a 12-month period. This increase amount would increase your monthly maintenance amount to \$10,699.00. Should the contract go out to bid, at contract renewal, the increase percentage would surely be around 6.5%.

We enjoy the work at the schools and hope to continue as part of your team. We can offer this until the end of the 2021 calendar year at which time we will be forced to increase our prices as our industry is experiencing major increases.

Thank you so much for your time and we look forward to future works,

Kindest Regards,

James Habeger

James Habeger
President and CEO
Pacific Vista Landscape Services Inc.

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