



The District – Downtown Columbia

Pricing Model Fiscal 2017/2018

PRICING	Clean Ambassadors	Special Projects	Operations Manager
Pay Rate	\$ 11.25	\$ -	\$ 24.25
FICA	\$ 0.86	\$ -	\$ 1.86
WC	\$ 0.62	\$ -	\$ 1.33
Liability	\$ 0.29	\$ -	\$ 0.62
Unemployment	\$ 0.14	\$ -	\$ 0.29
Subtotal	\$ 13.15	\$ -	\$ 28.35
Weekly Hours	80.00	-	40.00
Annual Hours	4,160.00	-	2,080.00
Annual Billing	\$ 54,709.20	\$ -	\$ 58,964.36
Overhead	\$ 5.23	\$ 5.23	\$ 5.23
Benefits	\$ 0.77	\$ 0.77	\$ 0.77
Profit	\$ 2.18	\$ 2.18	\$ 2.18
Bill Rate	\$ 21.33	\$ 8.18	\$ 36.52
Weekly Hours	80.00	-	40.00
Annual Hours	4,160.00	0.00	2,080.00
Annual Billing	\$ 88,724.03	\$ -	\$ 75,971.78
ANNUAL BILLING			\$ 164,695.81

Proposed Pricing Changes

- Eliminated 312 annual hours of Special Projects scheduling (6 hours per week)
- Added a 3% wage increase for Operations Manager
- Added a \$0.25 increase per hour for Cleaning Ambassadors
- Increased Block By Block risk in Worker's Comp exposure, reducing cost