

**Agreement for Environmental Maintenance  
and  
Supplemental Services**  
dated as of April 21, 2025  
by and between  
LAFAYETTE DOWNTOWN DEVELOPMENT AUTHORITY  
735 Jefferson St.  
Lafayette, LA 70501  
and  
MYDATT SERVICES INC, dba BLOCK BY BLOCK  
7135 Charlotte Pike  
Nashville, TN 37209 ("Block by Block")

This AGREEMENT is effective on the 21st day of April 2025, (the "Effective Date") by and between the Lafayette Downtown Development Authority, a political subdivision of the State of Louisiana, ("CUSTOMER"), and Block by Block, Inc., an Ohio Corporation, 7135 Charlotte Pike, Nashville, TN 37209 (hereinafter referred to as "Block by Block" and, together with the CUSTOMER, the "Parties").

**WITNESETH:**

WHEREAS, the CUSTOMER desires to have Block by Block undertake to furnish uniformed downtown Ambassadors and provide services to the CUSTOMER in the area specifically defined in Exhibit A (the "Service Area");

NOW THEREFORE, the Parties, in consideration of the mutual obligations contained herein and for other good and valuable consideration, the receipt and adequacy of which are hereby acknowledged, hereby agree as follows:

**1) TERM:** This Agreement will begin on the Effective Date and shall continue for a period of nine months ("Initial Term"), expiring December 31, 2025, unless sooner terminated as provided in Section 10. At the end of the Initial Term, this Agreement may be renewed for two (2) subsequent terms of one (1) year upon the mutual written agreement of the parties (each "Renewal Term"). The Renewal Terms and Initial Term are referred to herein collectively as the "Term." Block by Block will forward to the CUSTOMER each Renewal Term and requested changes to contract provisions no later than October 1st of each year.

**2) SERVICES TO BE PERFORMED BY BLOCK BY BLOCK:** Block by Block shall furnish environmental maintenance ambassadors ("Ambassadors") who shall provide services in the Service Area, including, but not limited to, the services outlined in Exhibit B attached hereto and incorporated herein ("Services"). At the beginning of the Initial Term and each Renewal Term, Block by Block will propose a comprehensive monthly plan of services for the Service Area and may propose any modifications to the plan from time to time. The plan and any modifications shall be subject to the CUSTOMER approval. The CUSTOMER shall have the right to request or initiate modifications at any time. Representatives of the CUSTOMER and Block by Block will meet at least once per quarter or at such intervals as the parties may agree and at such other times as the CUSTOMER may request to review the services plan and adjust or modify as deemed necessary.

**3) COMPANY STANDARDS:** Block by Block shall maintain a high standard of services, with adjustments in authorized weekly hours and annual contract value as agreed upon by the Parties. Block by Block will maintain close supervision over all Ambassadors to ensure this high standard of services is delivered. Specific assignments, hours and duties of the Ambassadors will be proposed monthly by Block by Block and approved by the CUSTOMER.

**4) DUTIES OF BLOCK BY BLOCK:**

a) Block by Block shall provide the number of Ambassadors in the weekly service hours outlined in Exhibit C to perform the Services outlined in Exhibit B. All Ambassadors shall be employees of Block by Block and at no time be deemed agents or employees of the CUSTOMER, any affiliate thereof, the City of Lafayette or the Parish of Lafayette. Block by Block shall provide all necessary and adequate training to all Ambassadors as employees of Block by Block.

b) At all times that Services are performed, Block by Block shall have a qualified Team Leader or Operations Manager on duty to oversee and supervise the operations of the Ambassadors.

c) Block by Block shall furnish appropriate uniforms and necessary equipment for the Ambassadors, as reasonably determined by CUSTOMER. Ambassadors shall be clean, courteous, competently trained, neat in appearance, able to communicate in English, and shall at all times wear the uniform approved by the CUSTOMER.

d) Block by Block shall furnish adequate means of communications by which all Ambassadors can communicate with one another and their supervisory staff.

e) Block by Block shall make a designated representative available at all reasonable times to report to and confer with the designated agents of the CUSTOMER with respect to the Services to be rendered hereunder.

f) Block by Block shall conduct a background check acceptable to the CUSTOMER, which shall include criminal history and drug screen, on all employees prior to assignment at the Service Area.

g) Block by Block shall be responsible for quantifying the work of the Ambassadors in a written manner and format acceptable to CUSTOMER. Such records shall be provided to CUSTOMER on a weekly basis and Block by Block shall be responsible for making at least weekly contact with a designated representative of CUSTOMER. Cumulative reports shall be provided on a monthly and quarterly basis. All reports shall be considered confidential by Block by Block and its employees, and are the property of the CUSTOMER.

**5) PAYMENT TO BLOCK BY BLOCK:**

a) In consideration of the Services, the CUSTOMER shall pay Block by Block (i) a flat monthly fee of Thirty-Two Thousand Two Hundred Fifty Six Dollars and Thirty Three Cents (\$32,256.33) which fees shall be based upon the hourly billable rates for its various classes of employees as established by Block by Block and approved by CUSTOMER, and (ii) a monthly "Capital Fee" as described in Section 6(a) hereto.

b) Additional services either within or outside the Service Area may be requested by CUSTOMER from time to time. These services shall be provided at the same cost, which is \$41.29 per hour, and \$51.85 for Overtime work. CUSTOMER shall make a written request for such additional services at least 48 hours in advance of the time service is needed.

c) The flat rate and hours specified in Exhibit C & D is guaranteed for the Initial Term and two (2) one-year terms thereafter can be changed by Block by Block upon thirty (30) days written notice. It is recognized that there may be months during the Term where the Services and number of hours worked may be reduced due to weather conditions or other circumstances and other months where additional hours of Service may be needed due to downtown events or other circumstances. The CUSTOMER may choose to "bank" any hours of Service which are not used during a monthly cycle and apply these "banked" hours to another monthly cycle within the Term. Any "banked hours" will be used for Services within the Improvement District and will be provided for no additional payment. Block by Block agrees to maintain records of all hours worked and submit monthly summaries of hours worked, cost per hour, tasks performed and "banked" hours available for future use. At the end of the Term, Block by Block shall provide to CUSTOMER a report which sets forth a final accounting of all hours worked, cost per hour, tasks performed, hours "banked" and fees paid to Block by Block by CUSTOMER for the purpose of computing any fees due and payable Block by Block or to be refunded to CUSTOMER. In the event the CUSTOMER and Block by Block agree to reconcile the value of banked hours, only the average wage (pay) rate and corresponding payroll taxes will be utilized in determining the value of each "banked" hour. Based on this the amount for each banked hour will be valued at \$23.40 per hour.

d) During the Initial Term, Block by Block shall invoice the CUSTOMER monthly for Services. Block by Block shall submit its invoices by the 15th day of each month. All payments are due within 30 days of invoice.

e) Services will not be required under this agreement on the following holidays: Thanksgiving Day, Christmas Day, and New Year's Day.

f) In the event of any change in Federal, State, or Municipal legislation, regulation, administrative ruling or collective bargaining contract affecting any change in work hours, pay rates, working conditions, taxes, health insurance, benefits, etc. Block By Block shall notify CUSTOMER in writing of the change in the rates to be charged CUSTOMER and the effective date of said change which shall be computed on the prevailing hourly pay scale. In the event that government health care legislation mandates provision of health benefits, including but not limited to the Patient Protection and Affordable Care Act to employees at the Service Area greater than agreed upon in this contract, then Block by Block shall invoice CUSTOMER for the direct cost associated with that program.

**6) EQUIPMENT:** The Parties acknowledge that it is necessary to procure certain capital equipment, more specifically identified in Exhibit E hereto, in order for Block by Block to perform its obligations under this AGREEMENT. The equipment included in Exhibit E shall be procured either by Block by Block or the CUSTOMER, and Exhibit E designates the Party responsible for such procurement. Equipment procurement shall be subject to the following provisions, as applicable:

a) Procurement by Block by Block. Unless the CUSTOMER exercises its option in Section 6(c) hereof, Block by Block shall be responsible for procuring the equipment included in Exhibit E for which Block by Block is designated in Exhibit E as having procurement responsibility. Procurement of equipment under this Section 6(a) shall be subject to the following provisions:

- i. Block by Block shall be responsible for paying all upfront costs necessary to acquire such equipment.
- ii. Equipment procured in accordance with this subsection shall be owned by Block by Block, and Block by Block shall be responsible for all insurance, maintenance and associated costs of ownership of such equipment, and Block by Block shall maintain the Equipment in good working order throughout the Term.
- iii. Equipment procured in accordance with this subsection shall be used exclusively for services provided to the CUSTOMER in connection with this AGREEMENT, and Block by Block shall be precluded from utilizing such equipment for any purpose not contemplated by this AGREEMENT for the CUSTOMER.
- iv. The CUSTOMER shall pay a monthly "Capital Fee" for all equipment procured pursuant to this subsection, and the amount of such Capital Fee shall be subject to the following:
  - A. The Capital Fee for equipment procured in accordance with this section shall be the amounts identified in Exhibit E;
  - B. The Capital Fee shall be paid over 36 months, and shall include the actual cost of the equipment, upfront financing costs incurred by Block by Block, and other financing charges incurred by Block by Block.
  - C. In the event the Capital Fee is more than the amount identified in Exhibit E, Block by Block shall, prior to procuring such equipment, obtain the CUSTOMER's written consent and provide the CUSTOMER with the amount of the monthly Capital Fee and a detailed calculation and breakdown of the Capital Fee.
- v. Termination of the AGREEMENT. Upon termination of this AGREEMENT, the rights and responsibilities of the PARTIES with regard to equipment procured under Section 6(a) shall be governed by the following:
  - A. In the event that either (A) this AGREEMENT is terminated by the CUSTOMER with cause or (B) this AGREEMENT is not renewed following the expiration of any term, then the following shall apply:
    1. The CUSTOMER shall have no further obligation to pay any CAPITAL FEE;
    2. Block by Block shall retain ownership of the equipment; and
    3. The CUSTOMER shall have the option to purchase the equipment in an amount not-to-exceed the unpaid Capital Fee for such equipment.
  - B. In the event that this AGREEMENT is terminated by the CUSTOMER without cause, then the following shall apply:
    1. The CUSTOMER shall pay the unpaid Capital Fee remaining due;
    2. Block by Block shall retain ownership of the equipment; and

3. The CUSTOMER may purchase, with the consent of Block by Block, such equipment at a price agreed upon by the Parties, which price shall include the amounts required by (A) above.

b) Procurement by the CUSTOMER. The CUSTOMER shall be responsible for procuring the equipment included in Exhibit E for which the CUSTOMER is designated in Exhibit E as having procurement responsibility. Procurement of equipment under this Section 6(b) shall be subject to the following provisions:

- i. The CUSTOMER shall be responsible for paying all upfront costs necessary to acquire such equipment.
- ii. Upon acquisition of such equipment, the CUSTOMER shall take such actions as necessary to transfer the ownership of the equipment to Block by Block.
- iii. Upon transfer of ownership to Block by Block, Block by Block shall be responsible for all insurance, maintenance and associated costs of ownership of such equipment and Block by Block shall maintain the Equipment in good working order throughout the Term.
- iv. Equipment procured in accordance with this subsection shall be used exclusively for services provided to the CUSTOMER in connection with this AGREEMENT, and Block by Block shall be precluded from utilizing such equipment for any purpose not contemplated by this AGREEMENT for the CUSTOMER.
- v. The CUSTOMER shall NOT owe any Capital Fees in connection with equipment procured pursuant to this Section 6(b).
- vi. Upon termination of this AGREEMENT for any reason, the CUSTOMER shall have the option to purchase the equipment for fair value or for such other sum as agreed to by the Parties. In the event that the CUSTOMER elects to waive its option to purchase, the CUSTOMER shall owe no fees or payments to Block by Block in connection with the equipment.

c) CUSTOMER Option to Procure. Notwithstanding anything in this Agreement to the contrary, the CUSTOMER, at its sole option and discretion, shall have the right to procure any capital equipment identified in Exhibit E pursuant to the provisions of Section 6(b), regardless of which party is designated as having Procurement Responsibility for such equipment.

## **7) INDEMNITY AND INSURANCE**

a) **INDEMNIFICATION** – To the extent authorized under the law of the State of Louisiana, the parties shall defend, indemnify and hold each other and their respective agents and employees from and against any and all claims, demands, losses, damages, injuries, liabilities, expenses (including reasonable attorney's fees), judgments, liens, encumbrances, orders, awards arising directly or indirectly from the negligent performance or willful misconduct by either party and/or its respective employees under this agreement (all of which are collectively referred to as 'Claims') by any person on account of; or arising as a result of: (1) injury to, or death of any person including but not limited to either party's personnel; (2) loss of or damage to any property; (3) the employment of, or performance of the Services by, either party's personnel and the termination, constructive or otherwise, of such employment or performance of services; or (4) any breach of any federal, state or local laws by either party or its respective personnel;

provided however, that either party shall not be obligated to indemnify the other party for such party's own gross negligence or willful misconduct.

Additionally, for clarity, CUSTOMER will, to the extent authorized under the State of Louisiana, defend, indemnify and hold harmless Block By Block for any claim for personal injury, death or damage to tangible personal or real property, to the extent caused by structural defects and/or Acts of God, including but not limited to situations created by inclement weather, at the Service Area (except to the extent caused by Block By Block) or caused by the negligence or willful misconduct of CUSTOMER, its employees, affiliates, agents, tenants and/or the tenant employees, vendors or anyone in direct business relationship with CUSTOMER.

In the event CUSTOMER and Block by Block are found jointly liable by a court of competent jurisdiction, liability shall be apportioned comparatively in accordance with the laws of the state of Louisiana without, however, waiving any defenses of the parties under such law.

b) **PROOF OF INSURANCE** - During the Term of this Agreement, Block by Block shall at its own cost and expense procure and maintain in full force and effect the below listed types of insurance through insurance companies licensed to and doing business in the state of Ohio. All insurance shall name the CUSTOMER, as the Additional Insured regarding any operations of the Named Insured performed under the Named insured's contract with CUSTOMER. Any insurance maintained by the CUSTOMER shall apply in excess of and not contribute with insurance provided by this policy.

- (1) Contractor's Commercial/Comprehensive General Liability Policy with a combined single limit for bodily injury, personal injury and property damage of not less than \$1,000,000.00 per occurrence;
- (2) Comprehensive Automobile Liability insurance insuring all owned, non-owned and hired motor vehicles with a minimum of \$1,000,000.00 Combined single limit for any one accident and sufficient to satisfy all applicable laws;
- (3) Employers Liability with a minimum coverage of \$500,000.00 for any one occurrence;
- (4) Umbrella (excess) Liability policy with a limit of at least \$4,000,000.00.
- (5) Workers' Compensation sufficient to satisfy all federal, state and local laws and requirements, whether now or hereafter existing;

**8) REPRESENTATIONS AND WARRANTIES OF BLOCK BY BLOCK:** Block by Block hereby represents and warrants that (i) Block by Block will perform all Services in a good and workmanlike manner and with reasonable skill, (ii) Block by Block will pay all costs and expenses required for the performance of the Services, except as otherwise provided herein, (iii) Block by Block has the requisite permits from the appropriate federal, state and local authorities to provide the Services. Block by Block warrants that all Services will be performed in accordance with applicable laws for such Services. Block by Block makes no other representations or warranties regarding the Services.

**9) RELATIONSHIP OF THE PARTIES:** Block by Block agrees that it is and shall be an independent

contractor under this Agreement and that Block by Block shall not be an agent or employee of CUSTOMER, any of its affiliates, the City of Lafayette or the Parish of Lafayette, to any extent or for any purpose and nothing herein shall be construed to cause or create any such relationship. Block by Block shall have no authority to and shall not act for CUSTOMER or bind, or attempt to bind, CUSTOMER in or under any contract or agreement or to otherwise, obligate CUSTOMER in any manner whatsoever.

**10) TERMINATION:** Either party may terminate this Agreement if the other commits a material breach of its respective obligations under this Agreement and fails to correct such breach within sixty (60) days after delivery of written notice of such a breach; provided, however, that if such a breach cannot reasonably be cured within the sixty (60) day period, then such party shall have a reasonable period to cure such breach. Notwithstanding the foregoing, Block by Block may terminate this Agreement on fifteen (15) days written notice if CUSTOMER fails to make any payment of money pursuant to this Agreement. Notwithstanding the foregoing, CUSTOMER may, upon sixty (60) days written notice, terminate this Agreement with cause.

Either party may terminate this Agreement, with or without cause, by giving thirty (30) days prior notice to the other party.

In the event the CUSTOMER terminates this agreement for anything, other than performance, within the first three periods the remaining costs associated with the 'startup/transition' of the account will be added to the final invoice. Remaining costs are calculated as the actual costs incurred for travel and Project Manager time spread evenly over the first 36 months the relationship, which are captured in the portion of our hourly rate associated with "overhead" costs.

**11) ENTIRE AGREEMENT:** This Agreement contains the entire agreement of the parties hereto and supersedes all prior agreements, contracts and understandings, whether written or otherwise, between the parties relating to the subject matter. Any amendments or additions to this Agreement shall not be binding unless in writing and signed by both parties.

**12) GOVERNING LAW:** The State of Louisiana shall govern this agreement with proper jurisdiction located in the Parish of Lafayette. Each party consents to personal jurisdiction thereto and waives any defenses based on jurisdiction, venue and inconvenient forum.

**13) ASSIGNMENT:** Block by Block may not assign its interest in this agreement or subcontract any portion of the work to be performed hereunder without the written consent of the CUSTOMER.

**14) HEALTH AND SAFETY:** Block by Block is solely responsible for compliance with all applicable Federal, State and Local occupational safety and health regulations.

**15) AFFIRMATIVE ACTION POLICY:** Block by Block shall have in force an affirmative action policy that complies with the requirements of the City in which the Services take place, if any.

**16) NOTICES:** All notices under this Agreement shall be in writing and shall be served by personal service or registered mail, return receipt requested. Notice by mail shall be addressed to each party at its address set forth above.

**17) ATTORNEY'S FEES:** In any litigation, arbitration, or other proceeding by which one party either seeks to enforce its rights under this Agreement (whether in contract, tort, or both) or seeks a declaration of any rights or obligations under this Agreement, the prevailing party shall be awarded its reasonable attorney fees, and costs and expenses incurred.

**18) FORCE MAJEURE:** Neither party shall be liable for damages to the other party or have the right to terminate this Agreement for any delay or default in performing hereunder if such delay or default is caused by reason of any circumstance beyond its reasonable control, including but not limited to Acts of God, fire, flood, earthquake, extraordinary weather conditions, acts of war, acts of terrorism, labor disputes, riots, active shooter incident, civil disorders, rebellions or revolutions in any country ("Force Majeure"), that party shall be excused from any further performance or observance of the obligations so affected for as long as such circumstances prevail and that party continues to use all commercially reasonable efforts to recommence performance whenever and to whatever extent possible without delay.

**19. EXCLUSIVITY / CONSENT FOR ADDITIONAL CONTRACTS:** Block by Block acknowledges that the CUSTOMER is engaging Block by Block for the provision of Ambassadors and related Services within the Service Area. CUSTOMER acknowledges that Block by Block will be presented with opportunities to expand their provision of Ambassadors and related Services within and without the initial Service Area. Therefore, during the Term of this Agreement, Block by Block shall not enter into any new agreement or contract to provide services of the same or substantially similar nature as set forth in this Agreement within the Service Area, or adjacent to the Service Area, for any other entity, public or private, without first obtaining the CUSTOMER's prior written consent, which shall not be unreasonably withheld. The written request to the CUSTOMER shall outline the scope of the proposed work, the prospective parties involved, and the anticipated timeline. The CUSTOMER shall respond in writing, at its reasonable discretion, within fifteen (15) business days of receipt of the request. Block by Block's failure to obtain such prior written consent shall constitute a material breach of this Agreement, subject to the remedies provided in Section 10 (TERMINATION) and any other available legal or equitable remedies.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the day and year first written above.

**CUSTOMER:**

Downtown Lafayette DDA

By: [Signature]

Printed: Jani Russo

Title: Pres

**Block By block:**

MYDATT SERVICES INC., dba BLOCK BY BLOCK

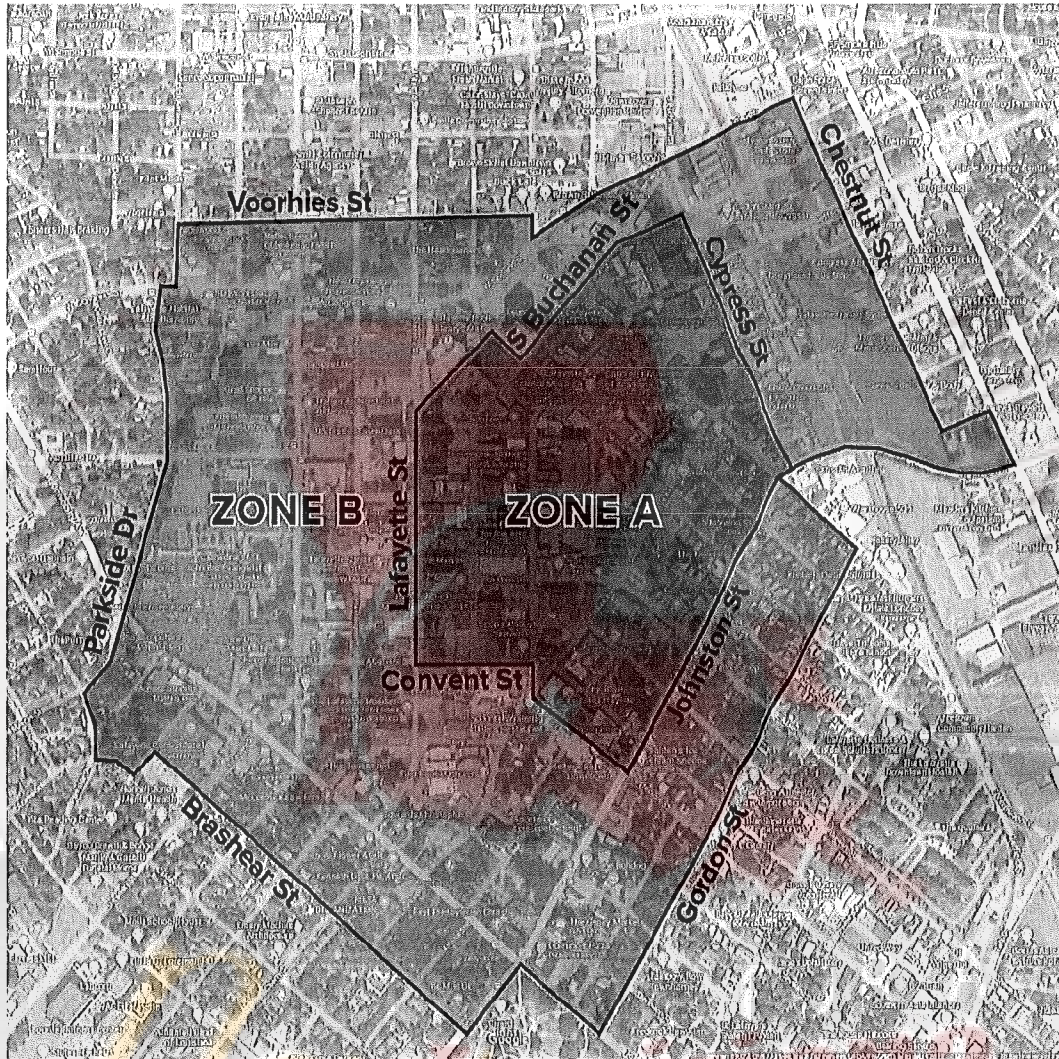
By: [Signature]

Printed: Darrell Hughes

Title: Vice President

**EXHIBIT A**

**Service Area Map**



## EXHIBIT B

### Scope of Services

#### Environmental Maintenance

During the Term, Block by Block will provide the following environmental maintenance services in the Service Area. Unless otherwise specified herein, areas of responsibility for Ambassadors in the Service Area include all public parks, pedestrian public rights of way, the sidewalks from the building line to the curb and extending a distance of eighteen (18) inches beyond the curb into the street, tree wells, and alleys adjoining benefiting properties in the Service Area from the building line to the opposing building line.

- **Removal of Litter And Debris** – Ambassadors will remove litter, trash, and debris, by mechanical or manual means, including but not necessarily limited to: all types of paper, cigarette packages and butts, leaves, gravel or rocks, cans, cardboard, boxes, plastic refuse, bottles, broken glass, beverage spills, urine, feces, vomit, and any dead animals.
- **Weed Control** – Ambassadors will kill and remove weeds and grass. Ambassadors shall spray weeds as needed with chemicals meeting all federal, state and local laws and regulations. In connection therewith, Block by Block shall meet all licensing requirements imposed by federal, state, and local authorities.
- **Mechanical Cleaning** – Ambassadors will use mechanical cleaning devices to clean sidewalks, tree wells, and alleys. Specific Ambassadors shall be hired and trained by Block by Block to be the primary operators of the mechanical cleaning devices. Other Ambassadors shall not be permitted to operate the machines unless and until they are properly trained by Block by Block.
- **Expired Handbill Removal** – Ambassadors will remove expired handbills, stickers, posters and similar items from utility poles, mail boxes, courier boxes, newspaper or magazine boxes and kiosks, public telephones, parking meters and other fixtures.
- **Graffiti Removal** – Ambassadors will remove or cover graffiti from the first floor of buildings facing or visible from public rights of way, and from utility poles, mail boxes, courier boxes, newspaper or magazine boxes and kiosks, public telephones, parking meters and other fixtures, within twenty-four (24) hours after the graffiti appears (subject to any delay necessary to obtain consent of the owner of any private property), using the least intrusive means available and approved by the property owner. Notwithstanding anything contained herein to the contrary, Ambassadors will not perform graffiti removal on private property until the consent of the owner has been obtained. CUSTOMER will aid Block by Block in securing any necessary consent from the owner of any private property affected.
- **Landscaping** – Ambassadors will provide limited landscaping services as requested by CUSTOMER.
- **Special Projects** – Ambassadors will carry out a wide variety of special projects mutually-agreed upon by the CUSTOMER and Block by Block. Such special projects may include painting of fixtures (benches, light posts, etc.), power washing, or any other project not requiring 'technical' expertise that can be carried out within reasonable methods or means by existing Ambassadors.

## Hospitality Services

During the term, Block by Block will provide the following hospitality services within the service area. Ambassadors shall collaborate with all other entities working in the public realm. Ambassadors shall enhance, not distract or disrupt the public's use of the public realm or adjacent properties. Depending on the nature of the safety issue, Ambassadors shall work with Lafayette Consolidated Government, the University of Louisiana at Lafayette, and other security professionals to report illegal or aggressive behaviors occurring in the public realm. Ambassadors shall also collaborate with other contractors and service providers working within the service area.

- **Hospitality patrols.** The ambassadors will have knowledge of events and destinations and will engage the public to provide directions, transit instructions, venue assistance and general information—all in a manner that is welcoming and inviting.
- **First Aid and CPR administration.** Ambassadors will be trained on basic first aid and CPR and render such services when necessary.
- **Aggressive panhandling intervention.** In collaboration with DDA and LCG, Ambassadors will be trained and engage in initiatives aimed at reducing aggressive panhandling that is in violation of LCG ordinances. Ambassadors will understand local ordinances, and handle situations in a firm, yet courteous, manner, following established protocols for contacting local outreach and law enforcement services as needed.
- **Homeless outreach services.** In collaboration with DDA, Ambassadors shall establish protocols for engaging homeless outreach services that connect the downtown homeless population to support services.
- **Safety escorts.** Ambassadors shall establish protocols and provide safety escorts to or from downtown destinations for business owners, employees, visitors, and residents as directed by Ambassador dispatch.
- **Vehicle assistance services.** Ambassadors will establish protocol and provide vehicle assistance in the form of lockouts or battery jumps as directed by Ambassador dispatch.
- **Community meetings.** Participate in community meetings with stakeholders to promote communication and collaboration on issues of mutual concern of business owners and residents in the district.

## EXHIBIT C

### Weekly Service Hours

#### Schedule

SCHEDULE	
Cleaning Ambassador	69.00
Restroom Cleaning	-
Pressure Washer	-
Outreach	-
Team Leader	40.00
Operations Supervisor	-
Operations Manager	40.00
Weekly Total	149.00
Annual	7,748.00
FTE Employees	3.73

#### Deployment

Position	Zone	Task	Hours	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total
Cleaning Ambassador	Zone 1	Manual Cleaning	7am - 3:30pm		8	8	8	8	8		40
	Zone 1	Manual Cleaning	7am - 3:30pm	8						8	16
	Zone 1	Manual Cleaning	7am - 11am			7	6				13
Outreach	All	Outreach Services	8am - 4:30pm								0
											0
											0
Team Leader	All - Zone 1 Focus	Working Supervision	7am - 3:30pm	8	8			8	8	8	40
			1pm - 12am								0
Operations Supervisor											0
Operations Manager	All	Working Manager	7am - 3:30pm		8	8	8	8	8		40
Total Scheduled Weekly Hours				16	24	23	22	24	24	16	149

**EXHIBIT D**

**Employee Average Wage Rates and Bill Rates**

<b>PRICING</b>	<b>Cleaning Ambassador</b>	<b>Restroom Cleaning</b>	<b>Outreach</b>	<b>Team Leader</b>	<b>Operations Manager</b>
<b>Pay Rate</b>	\$ 17.00	\$ 17.00	\$ 22.00	\$ 22.00	\$ 37.98
<b>FICA</b>	\$ 1.30	\$ 1.30	\$ 1.68	\$ 1.68	\$ 2.91
<b>WC</b>	\$ 1.17	\$ 1.17	\$ 1.52	\$ 1.52	\$ 2.62
<b>Liability</b>	\$ 0.57	\$ 0.57	\$ 0.74	\$ 0.74	\$ 1.27
<b>Unemployment</b>	\$ 1.08	\$ 1.08	\$ 1.39	\$ 1.39	\$ 2.41
<b>Subtotal</b>	\$ 21.12	\$ 21.12	\$ 27.33	\$ 27.33	\$ 47.19
<b>Weekly Hours</b>	69.00	-	-	40.00	40.00
<b>Annual Hours</b>	3,588.00	-	-	2,080.00	2,080.00
<b>Annual Billing</b>	\$ 75,781.43	\$ -	\$ -	\$ 56,852.22	\$ 98,149.60
<b>Overhead</b>	\$ 12.34	\$ 12.34	\$ 12.34	\$ 12.34	\$ 12.34
<b>Benefits</b>	\$ 3.71	\$ 3.71	\$ 3.71	\$ 3.71	\$ 3.71
<b>Profit</b>	\$ 4.12	\$ 4.12	\$ 4.12	\$ 4.12	\$ 4.12
<b>Bill Rate</b>	\$ 41.29	\$ -	\$ -	\$ 47.50	\$ 67.36
<b>Weekly Hours</b>	69.00	-	-	40.00	40.00
<b>Annual Hours</b>	3,588.00	-	-	2,080.00	2,080.00
<b>Annual Billing</b>	\$ 148,158.61	\$ -	\$ -	\$ 98,810.01	\$ 140,107.39
<b>ANNUAL BILLING</b>					\$ 387,076.01
<b>Monthly Bill Rate</b>					\$ 32,256.33

# EXHIBIT E

## Capital Equipment

Capital Equipment					
Items	Year entered into service	Unit Price	Qty	Total	Amortized
Rapid Radios		\$ 250.00	4.00	\$ 1,000.00	\$ 376.04
Computers & Printer		\$ 2,300.00	1.00	\$ 2,300.00	\$ 864.88
Lockers (Bank of 5)		\$ 550.00	1.00	\$ 550.00	\$ 206.82
IPhones/SMART Devices		\$ 450.00	4.00	\$ 1,800.00	\$ 676.87
Break Room Table, Microwave, Frlg		\$ 2,600.00	1.00	\$ 2,600.00	\$ 977.69
Time Clock		\$ 2,700.00	1.00	\$ 2,700.00	\$ 1,015.30
<b>TOTAL</b>				<b>\$ 10,950.00</b>	<b>\$ 4,117.60</b>

Capital Equipment PRE-PAID					
Items	Year entered into service	Unit Price	Qty	Total	Amortized
Kubota RTV-X1120WL-H		\$ 26,318.82	1.00	\$ 26,318.82	Pre-Paid
Power Washer (Hot water, Truck Mounted)		\$ 13,000.00	1.00	\$ 13,000.00	Pre-Paid
Wrap UTV/Small Equipment		\$ 1,900.00	1.00	\$ 1,900.00	Pre-Paid
Vehicle Wrap		\$ 4,200.00	1.00	\$ 4,200.00	Pre-Paid
Mega Brutes		\$ 675.00	3.00	\$ 2,025.00	Pre-Paid
<b>TOTAL</b>				<b>\$ 47,443.82</b>	<b>\$ -</b>

LEASED EQUIPMENT					
Items	Year entered into service	Unit Price	Qty	Lease Months	Total
Ford F-250		\$ 55,000.00	1.00	48	\$ 13,750.00
<b>TOTAL</b>					<b>\$ 13,750.00</b>