



## CAPITAL BUILDING SERVICES, INC.

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May 31, 2022

Jeff Tufano  
Town of Vienna  
127 Center Street South  
Vienna, VA 22180

Re: July 1, 2022 – June 20, 2023 Cost Proposal

Dear Mr. Tufano,

Thank you for the opportunity to be able to review renewing our custodial services with Vienna Town Hall.

Starting January 2022, VA's minimum wage increased by 15.8%, from \$9.50/hr. to \$11.00/hr. and will increase again in 2023 by 9% to \$12/hr. We are asking for a 5% increase to assist in continuing to provide our cleaners with a fair living wage as well as ensure we are able to maintain the current level of services at all locations.

Below you will see a monthly and annual break down for services from July 2022 – June 2023. Please let us know if this will be acceptable.

It has been a pleasure serving Vienna Town Hall and we do hope to continue working with you. We look forward to hearing from you soon.

Sincerely,

Michel Izquieta  
Contract Manager

**Vienna Town Hall**  
**127 Center Street S**  
**Vienna, VA 22180**

<b>Service Description</b>	<b>Current Cost</b> January 1, 2022 – June 30, 2022	<b>New Cost</b> July 1, 2022 – June 30, 2023
Town Hall Cleaning Service Monday-Friday	\$ 2,953.67/Month	\$ 3,101.35/Month <i>\$147.68 Increase</i>
<b>Total Annual Cost</b>		<b>\$ 37,216.20</b>