



March 3, 2008

Mr. Scott Riedman
Waterfront Business Manager
City of Santa Barbara, Waterfront Department
P. O. Box 1990
Santa Barbara, CA 93102

Re: Waterfront Department Janitorial Services Contract

Dear Scott,

As always, it was good to hear from you. UCP/WORK, Inc. honors our relationship with the City of Santa Barbara, Waterfront Department; your continued support and dedication to providing employment opportunities for Santa Barbara residents with disabilities is sincerely appreciated. I have enclosed a copy of a proposal for providing continuing janitorial services to the City of Santa Barbara for the 2008/2009 fiscal years.

Last year, the City of Santa Barbara generously agreed to increase the overall contract by 11%; this increase allowed us to continue providing services in light of the substantial increase in minimum wage. This year, we do not anticipate an increase in minimum wage, therefore we will not be asking for an increase in the 2008/2009 fiscal years.

It is worth noting, that this will be a tenuous year for all non-profit organizations, educators, and I suspect municipalities in anticipation of the Governor's proposed budget, which is a reflection of the \$14 billion dollar shortfall. We have been informed that all Supported Employment services will receive a cut of 10%. I wanted to keep you in the loop about this, as we will look closely at all of our contracts towards the middle of next year and evaluate the impact of these cuts – any impact will be discussed with you at length, and would be reflected in the 2009/2010 contract year proposal.

The philosophy of the City of Santa Barbara has been to advocate for the fair employment of all people, and that philosophy is reflected in the wonderful relationship that we have maintained with the Santa Barbara Waterfront Department. All of us at UCP/WORK, Inc. thank you, for the many years of support and the opportunity to work with you, and this great city.

Sincerely,


Kathy Webb
Executive Director

Cc: Judd Conley, Waterfront Maintenance Superintendent