

The Placid Pet, Inc. Rate & Wage Matrix 2009

Date Modified: 29-Oct-08

2009 WA State Min. Wage: **8.55**

- Customer Rate for 60 and 90 minute visits lowered 10/29/2008

Values shown in US\$

| SERVICE | Wage Hours | Flat Rate Wage for Pet Care (Based on \$15.50/HR) | Flat Rate Wage for 30 minutes of Driving Time (Based on Min Wage) | TOTAL BASE WAGE | Customer Rate | Customer Rate (Per Hour) | Percentage of Rate Earned (Wage / Rate) | Half-Year Bonus (Max = 2.75% of Rate) | City of Bellingham Excise Tax (1.5% of Gross) | Est. Taxes & Unemp. Insur. (20% of Wage) | Workers' Comp (.7331/hr) | WHS/AHS/GD Donation 2.5% Gross | Preliminary Net Revenue (Rate - Wages, Taxes & Donations) | Profit / Rate (%)* |
|------------------------------|------------|---------------------------------------------------|-------------------------------------------------------------------|-----------------|---------------|--------------------------|-----------------------------------------|---------------------------------------|-----------------------------------------------|------------------------------------------|--------------------------|--------------------------------|-----------------------------------------------------------|--------------------|
| 10 Minute (w/ MGMT APPROVAL) | 0.17 | 2.58 | 4.28 | 6.86 | 13.00 | 78.00 | 52.76% | 0.36 | 0.20 | 1.37 | 0.49 | 0.33 | 3.40 | 26.18% |
| 15 Minute / Pet Taxi | 0.25 | 3.88 | 4.28 | 8.15 | 16.00 | 64.00 | 50.94% | 0.44 | 0.24 | 1.63 | 0.55 | 0.40 | 4.59 | 28.69% |
| 30 Minute | 0.50 | 7.75 | 4.28 | 12.03 | 21.00 | 42.00 | 57.26% | 0.58 | 0.32 | 2.41 | 0.73 | 0.53 | 4.42 | 21.04% |
| 45 Minute | 0.75 | 11.63 | 4.28 | 15.90 | 26.00 | 34.67 | 61.15% | 0.72 | 0.39 | 3.18 | 0.92 | 0.65 | 4.25 | 16.34% |
| 60 Minute | 1.00 | 15.50 | 4.28 | 19.78 | 29.95 | 29.95 | 66.03% | 0.82 | 0.45 | 3.96 | 1.10 | 0.75 | 3.10 | 10.35% |
| 90 Minute | 1.50 | 23.25 | 4.28 | 27.53 | 41.50 | 27.67 | 66.33% | 1.14 | 0.62 | 5.51 | 1.47 | 1.04 | 4.20 | 10.13% |
| Overnight | 2.75 | 42.63 | 4.28 | 46.90 | 71.00 | 25.82 | 66.06% | 1.95 | 1.07 | 9.38 | 2.38 | 1.78 | 7.54 | 10.63% |

| | | Based on Minimum Wage | | | | | | | | | | | | |
|------------------------------------|------|-----------------------|------|-------------|------|-------|--------|------|------|------|------|------|------|-------|
| Excess Travel Fee (15 min example) | 0.25 | 2.14 | 0.00 | 2.14 | 3.45 | 13.80 | 61.96% | 0.09 | 0.05 | 0.43 | 0.55 | 0.09 | 0.10 | 2.97% |

| HOLIDAY SERVICE (WAGE = 155%; RATE = 150%) | | | | | | | | | | | | | | |
|--------------------------------------------|------|-------|------|--------------|--------|--------|--------|------|------|-------|------|------|-------|--------|
| Holiday - 10 min | 0.17 | 4.00 | 6.63 | 10.63 | 19.50 | 117.00 | 54.51% | 0.54 | 0.29 | 2.13 | 0.49 | 0.39 | 5.04 | 25.83% |
| Holiday - 15 min | 0.25 | 6.01 | 6.63 | 12.63 | 24.00 | 96.00 | 52.64% | 0.66 | 0.36 | 2.53 | 0.55 | 0.48 | 6.79 | 28.30% |
| Holiday - 30 min | 0.50 | 12.01 | 6.63 | 18.64 | 31.50 | 63.00 | 59.17% | 0.87 | 0.47 | 3.73 | 0.73 | 0.63 | 6.43 | 20.42% |
| Holiday - 45 min | 0.75 | 18.02 | 6.63 | 24.65 | 39.00 | 52.00 | 63.19% | 1.07 | 0.59 | 4.93 | 0.92 | 0.78 | 6.07 | 15.57% |
| Holiday - 60 min | 1.00 | 24.03 | 6.63 | 30.65 | 44.93 | 44.93 | 68.23% | 1.24 | 0.67 | 6.13 | 1.10 | 0.90 | 4.24 | 9.43% |
| Holiday - 90 min | 1.50 | 36.04 | 6.63 | 42.66 | 62.25 | 41.50 | 68.54% | 1.71 | 0.93 | 8.53 | 1.47 | 1.25 | 5.70 | 9.15% |
| Holiday - Overnight | 2.66 | 63.91 | 6.63 | 70.53 | 106.50 | 40.04 | 66.23% | 2.93 | 1.60 | 14.11 | 2.32 | 2.13 | 12.89 | 12.10% |

| | | | | | | | | | | | | | | |
|-------------------------|------|-------|------|--------------|-------|-------|--------|------|--|------|------|------|-------|--------|
| New Client Cancellation | 1.00 | 15.50 | 0.00 | 15.50 | 35.00 | 35.00 | 44.29% | 0.96 | | 3.10 | 1.10 | 0.70 | 13.64 | 38.97% |
|-------------------------|------|-------|------|--------------|-------|-------|--------|------|--|------|------|------|-------|--------|

Add'l Per Minute Driving Fee*: **0.23**

**Net Revenue* used for all other non-tax business expenses including advertising, marketing, bonus/incentives, legal, licensing, bonding, etc.

Holiday Add'l Per Minute Driving Fee (155%)*: **0.36**

| FIXED FEES: | Cost per Invoice |
|--------------------------------------|------------------|
| Web Access/Admin Fee | 2.50 |
| Last Minute Scheduling Fee (< 24 hr) | 25% |
| Call/Verify Client Returned Home | FREE |

| DISCOUNTS: |
|--------------------------------------------------------------------------------------------------|
| 10% off of all fees in excess of \$500 on a single invoice |
| 10% off of first invoice for clients who have recently adopted a pet from a local humane society |

| | |
|----------------------|-----------|
| Administrative work: | \$10/hour |
|----------------------|-----------|