





Delivering Confidence in Airport Security

RFP/ ITB No. X12237-895 | Airport Security Services January 12, 2019

Presented to

City of Fort Lauderdale | Procurement Services Division Laurie Platkin, CPPB, Senior Procurement Specialist 100 North Andrews Avenue, 619 | Fort Lauderdale, FL 33301

Presented by

Doug Goode, Senior Vice President

ST. MORITZ SECURITY SERVICES

4600 Clairton Boulevard | Pittsburgh, PA 15236

Clients are gold, employees are assets, 24/7, quality of service is essential to continuing success.





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TAB 1. BID/PROPOSAL CERTIFICATION

Company: (Legal Registration) <u>St. Mo</u>	ritz Security Service	s, Inc.	EIN	l (Optional):_	
Address: 4600 Clariton Boulevard					
City: Pittsburgh		State	: <u>PA</u>	Zip: <u>15236</u>	
Telephone No. <u>412.885.3144</u>	FAX No. <u>412.942.02</u>	2 <u>69</u> Ema	il: <u>dgoode@</u>	amssi.com_	
Delivery: Calendar days after receipt Total Bid Discount (section 1.05 of Ge Does your firm qualify for MBE or WE St. Moritz utilizes a WBE supplier (associated with this contract is est	eneral Conditions): <u>N</u> BE status (section 1.0 Unipro) for all unif	one 09 of General Cor form purchases.	nditions): The portio	MBE	WBE
ADDENDUM ACKNOWLEDGEMENT - are included in the proposal:	Proposer acknowled	dges that the follo	owing adder	nda have bee	n received and
Addendum No. Date Issued 1 1/3/2019		<u>Date Issue</u> d 1/23/2019			<u>Date Issued</u> <u>2/8/2019</u>
<u>VARIANCES</u> N/A					
The below signatory hereby agrees to subject to all instructions, conditions, the bid/proposal. I have read all atta By submitting this signed proposal I verms, conditions, and specifications submitting or attempting to submit a indirect, incidental, consequential, specompetitive solicitation process, incluevaluations, oral presentations, or average This limitation shall not apply to claim ordinance contained in this competit	, specifications added chments including to vill accept a contract of this bid/proposal response, that in no pecial or exemplary of uding but not limited ward proceedings expans arising under any	enda, legal advert the specifications t if approved by t . The below signa o event shall the damages, expens d to public advert sceed the amoun	tisement, an and fully un the City and atory also he City's liabilit ses, or lost pi tisement, bio t of Five Hur	d conditions derstand wh such accepta ereby agrees, y for respondrofits arising d conference adred Dollars	contained in at is required. Ince covers all by virtue of dent's direct, out of this s, site visits, (\$500.00).
Submitted by:				W/2	
Doug Goode Name (printed)		Si	gnature //		
Date: February 12, 2019		Ti	tle: Senior V	ice President	19-0380

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TAB 2. COST PROPOSAL PAGE

Proposer Name St. Moritz Security Services, Inc.

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor must quote firm, fixed, annual rate for all services identified in this request for proposal. This firm fixed annual rate includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period.

<u>Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.</u>

Description	Cost/Hour		Est Total	Annual Cost
Security Manager (40hrs/week)	\$ 34.1 <u>2</u>	X	2080 Hrs.	\$ 70,969.60
Senior (Rotating Shifts)	<u>\$ 29.86</u>	X	6680 Hrs.	\$199,464.80
Airfield Patrol Officer (Rotating Shifts 56hrs/week)	\$ 27.60	X	5840 Hrs.	\$161,184.00
Estimated Grand Total/Year				\$431,618.40

Extra Security Officer (No vehicle required)*

\$ 22.55/hour

Number of days that the Contractor will need for personnel training and initial startup at no cost to the City.

45 Days

^{*}This Security Officer will be on an as needed basis and will not factor into cost for basing award.
This Security Officer will be for scheduled and non-scheduled events at the Airport or Downtown Helistop.
For non-scheduled events the Security Officer should be able to respond to the Airport or Downtown
Helistop for assignment within four (4) hours.





A. Non-Collusion Statement

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

- 3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).
- 3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME RELATIONSHIPS

N/A

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.





B. Non Discrimination Certification Form

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-17(a)(i)(ii), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

Contractors doing business with the City shall not discriminate against their employees based on the employee's race, color, religion, gender (including identity or expression), marital status, sexual orientation, national origin, age, disability or any other protected classification as defined by applicable law.

Contracts. Every Contract exceeding \$100,000, or otherwise exempt from this section shall contain language that obligates the Contractor to comply with the applicable provisions of this section.

The Contract shall include provisions for the following:

The Contractor certifies and represents that it will comply with this section during the entire term of the contract.

The failure of the Contractor to comply with this section shall be deemed to be a material breach of the contract, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.

Authorized Signature

Doug Goode, Senior Vice President

Print Name and Title

February 12, 2019

Date



C. E-Verify

E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No: 12237-895

Project Description: <u>Provide security guard services at Fort Lauderdale's Executive Airport and Downtown</u> <u>Helistop for the City's Transportation and Mobility Department, in accordance with the terms, conditions, and specifications contained in this Request for Proposals (RFP).</u>

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of, all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and, all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract. The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name:	St Moritz Security Services, Inc.
	July
Authorized Company Person's Signature:	David Coods
	Doug Goode
Authorized Company Person's Title:	<u>Senior Vice President</u>
Date:	February 12, 2019





D. Local Business Preference (LBP) CERTIFICATION STATEMENT

indicated herein, and further later than thirty (30) calendar	certifies that it qualifies for the local business price preference classification as certifies and agrees that it will re-affirm it's local preference classification annually no r days prior to the anniversary of the date of a contract awarded pursuant to this ITB. vision may result in contract termination.
	is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
	is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the City of Fort Lauderdale current year Business Tax Receipt <u>and</u> a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
St. Moritz Security Services, In	is a Class C Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
	requests a Conditional Class A classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
	requests a Conditional Class B classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
	is considered a Class D Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186 and does not qualify for Local Preference consideration.
BIDDER'S COMPANY:	St. Moritz Security Services, Inc.
AUTHORIZED COMPANY PERS	ON: Doug Goode, Senior Vice President NAME
DATE: February 12. 2019	SIGNATURE

CAM #19-0380 Exhibit 7 Page 8 of 59





E. Contract Payment Method

CONTRACT PAYMENT METHOD BY P-CARD

THIS FORM MUST BY SUBMITTED WITH YOUR RESPONSE

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.

Please indicate which credit card payment you	u prefer:
Master Card	
X Visa Card (requires signature)	
Company Name:	St. Moritz Security Services, Inc.
Doug Goode	Alley
Name (Printed)	Signature
<u>February 12, 2019</u>	Senior Vice President
Date	Title



TAB 4. LETTER OF INTEREST

February 12, 2019

City of Fort Lauderdale | Procurement Services Division Laurie Platkin, CPPB, Senior Procurement Specialist 100 North Andrews Avenue, 619 Fort Lauderdale, FL 33301

Dear Ms. Platkin:

SMSSI is pleased to present our response to your RFP for security services at the Fort Lauderdale Airport. We bring a qualified, experienced team with both internal and external resources to help you manage an ever-changing security needs for the airport. We will assist you with ongoing assessment and knowledge of best practices to offer effective solutions. We will introduce technology as solutions evolve to better protect your interests and improve efficiency. Equally important, our management team is committed to the everyday tasks of assigning and motivating a large workforce of capable security personnel who are eager to be of service.

We understand our mission is to select the right people who can exhibit authority while embracing customer service, a key role in the environment of care. We seek and offer effective strategies that comply with the necessary hiring and training processes. We embrace training officers for their orientation to Fort Lauderdale Airport and preparing them for the variety of issues they are expected to face.

We offer the efforts of a motivated management structure and an attention to detail that will yield a higher level of quality. Additionally, we are committed to be with you, side by side, planning, implementing and adjusting for continuous improvement.

Our proposal is to provide greater value by recognizing and increasing compensation for proven employees while still managing to keep your costs low. We believe this is an investment with Fort Lauderdale and in our employees. We welcome any questions and are at your service.

Respectfully submitted,

Doug Goode

Senior Vice President, Sales & Marketing

ST. MORITZ SECURITY SERVICES

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TAB 5. NARRATIVE

St. Moritz Security Services (SMSSI) will provide security services to the City of Fort Lauderdale Airport Division in accordance with the RFP specifications. We will provide sufficient and qualified personnel to patrol the specified property, tenant aprons, runways, taxiways, and any other areas within the airport property that may be designated by the airport manager. In addition, we will post security officer(s) at the airport or downtown helistop on a scheduled or non-scheduled basis, as needed.

The City of Fort Lauderdale requires a contractor who has the experience in airfield operations to provide an effective, efficient security operation. The RFP specifications call for highly qualified, highly skilled, well trained, **customer service oriented security personnel** to deter unauthorized, illegal, or potentially life-threatening activities directed towards airport employees, contractors, visitors, resources, or property. The success of the program requires the resources and ability to provide for the security and safety of the airport staff, contractors, pilots, passengers and visitors, as well as airplanes and property with high level customer service Fort Lauderdale expects and deserves. The program must incorporate industry best practices and SMSSI is committed to staying current with continually changing regulatory and compliance standards.

SMSSI will provide the following security personnel:

- Security Manager
- Senior Airfield Patrol Officer
- Airfield Patrol Officer
- Extra Security Officer

Security officers detect and prevent persons seeking unauthorized access to client-controlled hangars/airplanes or other equipment, direct visitors, monitor parking facilities, and provide perimeter patrols to enhance visibility and extend security coverage throughout the airport. Each post will have a procedures manual containing general, post, and specific orders. Prior to being assigned to any fixed post or vehicle access post, security officers will have completed the basic (initial) training to be certified to operate various detection equipment items that will be used and ensure they are thoroughly knowledgeable of all their assigned post duties and responsibilities.

In-service and refresher training will also be provided to keep our security force current on procedures and equipment. In addition, SMSSI officers are encouraged to take advantage of the advanced training offered through SMSSI's partnership with Private Security Professionals of America® (PSPA).





Excellent Record Keeping is an essential to the management of the security team. All security force activities will be thoroughly tracked and documented using our TrackTik system. Reports include tour documentation, daily site reports, daily shift reports, incident reports (to document out of the ordinary occurrences), and incident analytics which provide a thorough overview of all site activities (see copies of management reports in Tab 17). All reports will be provided to the designated airport representative.

Emergency Response - emergency plans for each post will be incorporated into the post orders. All officers will be trained to ensure their ability to support emergency response consistent with airport policies. In cases where resources need to be reallocated to alleviate potential threats or perform a specialized task, shift supervision will consult with the account manager or FXE operations except in an extreme emergency that is time critical.

Patrols will be implemented for all airport property as designated by the airport manager including hangar, taxiway, runway, apron areas, as well as the road system on the airport. Officers will perform a visual inspection of each runway and taxiway, removing any foreign objects and reporting any broken NAVAIDS/lights, clear airport, taxiway, runway, and apron areas of unauthorized animals, vehicles, personnel, and aircraft as requested by the airport manager or control tower. Runways and taxiways will be inspected at least once per shift or as required by airport management.

Escorts will be provided for personnel, vehicles, and equipment to the aircraft operating area and will remain until relieved or the work is completed as required by airport management.

Inspect and Report all non-operating security lighting, building lights, and airport security street lighting to airport management. Security officers will check, log, and report all inoperative NAVAIDS, airfield lights, and obstruction lights on airport property in a timely manner.

Respond to all airport alerts, maintenance and fire calls, and assist police and fire departments, as well as the control tower, as required by airport management. Security officers will coordinate with control tower personnel by two-way radio during emergencies using the ground control radios.

Access Control - responsible for opening and closing of all gates and the surveillance of all fence lines on the airport premises, as well as checking security access gates for proper operation once per shift or as required by airport management.

Disseminate Information as required by airport management; log and report any damage to city property; promote favorable public relations in public contact situations if requested by the airport manager.

Coordinate with the City of Fort Lauderdale Police Department, and other governmental agencies in the event of emergency or criminal activity as required by airport management. The security officers will log all suspicious activities and report them to the police and airport management. The security officers will immediately report any felonious activities to the police department and airport management.

Maintain Direct Radio or Cell Phone Communication with SMSSI dispatch at all times.



MANAGEMENT APPROACH

SMSSI has structured our management resources to comply with all contract obligations, regulatory requirements, and service expectations.

This is accomplished by defining positions and establishing clear lines of accountability. Our field supervisors and regional managers will suggest areas where resources are best utilized; such as officer deployment, equipment, and supplies.

The table below highlights some of the activities and responsibilities our team will address while serving the Fort Lauderdale Airport.

Management	Activities & Responsibilities	
BRANCH SUPERVISION	Branch Supervision Team: Senior VP, Regional Manager, Operield Supervisors: Provide oversight and facilitate decisions Meet regularly with the customer to evaluate service levels Support site operations Regularly visit each post Conduct on-site training	erations Manager and a team of Random Inspections: • Announced and unannounced • 24 hour/7 day a week basis • Assures quality of officers' performance and appearance • Identifies and shares any deficiencies with the branch supervision team • Corrective action plans are formulated and implemented
CORPORATE LEADERSHIP & SUPERVISION	 Corporate SMSSI support team: President VP Operations VP HR Controller Payroll/Billing International Communications Center (ICC) 	 Oversees payroll and billing accuracy Provides HR support (claims management, recruiting, benefits) Tracks key metrics and quarterly business reviews Account visits and inspections Brings industry innovations Provides customer service Responds to requests for emergency support





TOTAL QUALITY MANAGEMENT PROGRAM

Quality Assurance Program

It is our goal to be the FIRST CHOICE of our clients and employees.

To achieve this goal, St. Moritz has implemented a quality assurance program we call the "1st Choice Program."



The key working elements include measurements for quality, compliance, and service delivery. To determine and rate our performance in these areas, our corporate QA Consultant, Ted Plenderleith, conducts:

- Quality Assurance Audits / Satisfaction Surveys
- KPI Metrics Review
- Quarterly Business Reviews (QBR)

QUALITY ASSURANCE AUDITS

QA audits review client policies/post orders, compliance with client required training, and officer performance reviews. Post orders are verified to be up-to-date and uploaded to TrackTik. The schedule and plan for any specific site required certifications, annual training, or yearly training is reviewed. Finally, officer performance reviews are verified to have been conducted by the branch manager, account manager or on-site supervisor (employee file reviews). These factors all contribute to the site and branch manager performance evaluations.

Satisfaction Surveys

In addition to QA Audits, we have a formalized and numerically-scored audit procedure administered by the Corporate QA Consultant. Conducted on a regular basis (annual, quarterly or monthly - as agreed with the customer). These surveys inform SMSSI about our service delivery levels in the following areas:

Officer Training and Proficiency TrackTik Client Interface Traffic-assist Duties Equipment Checks Video Surveillance Systems Special Event Security Patrols (internal/external)
Perimeter Security/Fencing and Lighting
Post Orders
OSHA/Safety
Electronic Data Compliance Policies
Proprietary/Confidential
Information/Document Disposal

A completed numerically-scored audit report is provided to your designated on-site management.



TOTAL QUALITY MANAGEMENT PROGRAM continued

KEY PERFORMANCE INDICATORS — ESTABLISHING A SERVICE BASELINE

Key Performance Indicators (KPIs) are service standards established by SMSSI and our customer during the pre-start up period. They are integral to the successful review of administrative processes. KPIs measure desired results and convert them to checklist elements, which can then be targeted during scheduled inspections. This is a development process that requires customer support and interaction. The result is a comprehensive list of desired results which can be used to draw quality control conclusions.

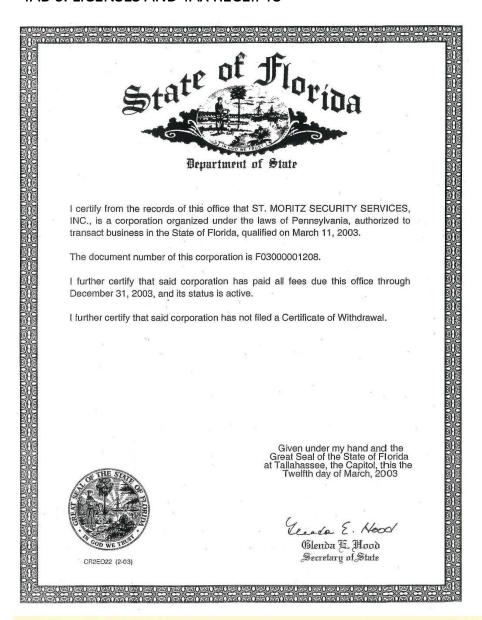
Management Involvement	Number of visits each quarter by BM/AM
Officer Performance Levels	Number of officers with completed training and enrolled in continued education
Trends & Analytics (review and make recommendations)	Satisfactory business reviews
Cost Saving Measures	Cost savings from re-engineering service implementation of technology, restructuring schedule, etc.
Shift Coverage/"Back-up" Personnel	Frequency needed, rate of accommodation
Number of Incidents	Type and trend
Number of Accidents	Type and trend
Officer Retention	Number of officers 1 year, 5 year, 10 year
Incidents	Number by type and trend

QUARTERLY BUSINESS REVIEWS

Our formal business review process can be conducted either in-person or via video conference and will be held regularly (quarterly, semi-annually, or annually) according to your preference. The goal of these business reviews is to discuss your security program and evaluate how we are meeting the identified service deliverables. A business review document will be prepared that includes summarized data, metrics, and analytics collected from reports completed by the officers. Our regional manager or branch manager will walk you through the information and present it to you in an easy to understand format. This will allow you to make informed decisions regarding your security program, which may include schedule changes, increases/decreases in staffing, and implementation of enhanced risk avoidance measures.







Business Partner Number

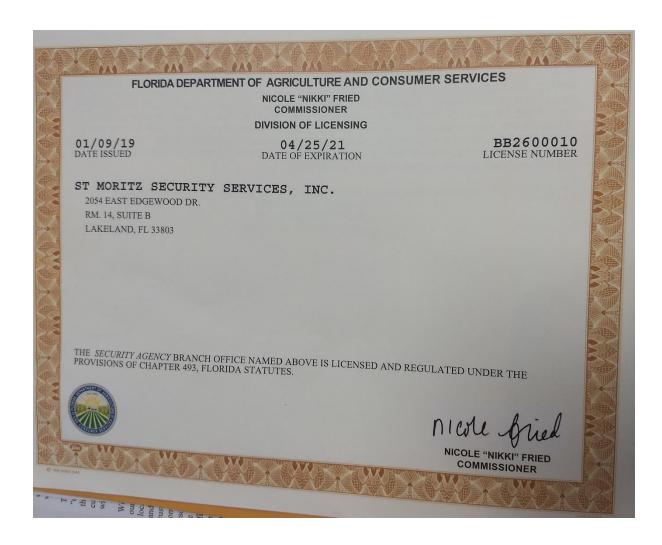
1766975

Use this number when contacting the Department. Do **not** use this number for resale purposes.

ST. MORITZ SECURITY SERVICES, INC. ATTN BRIAN K. FISCUS 4600 CLAIRTON BLVD PITTSBURGH PA 15236-2114











CITY OF LAKELAND

BUSINESS TAX RECEIPT

Business Tax Office, 228 S Massachusetts Ave., Lakeland, FL 33801

Expires on: 9/30/2017

Account Number: Workers: Square Footage:

1375518 220 \$48.31

This business tax receipt does not permit the holder to operate in violation of any City law, ordinance or regulation. Any change in location or ownership must be approved by the City Business Tax Section, subject to zoning restrictions. This Receipt does not constitute an endorsement, approval or disapproval of the holder's skill or competence or of the compliance or noncompliance of the holder with other laws, regulations or standards.

Location Address 2054 E EDGEWOOD DR #B

Business Name & Mailing Address ST MORITZ SECURITY SERVICES

PHIL ST MORITZ, OWNER 2054 E EDGEWOOD DR #B LAKELAND,FL 33801

RECEIPT MUST BE CONSPICUOUSLY DISPLAYED IN YOUR PLACE OF BUSINESS

VALID ONLY WHEN SIGNED

Bus. Type(s) Bus. Subtype(s)

CAT I-OFFICE GUARD/SECURITY

CATEGORY I

Quantity

POLK COUNTY LOCAL BUSINESS TAX RECEIPT

ACCOUNT NO. 150918

CLASS: B

EXPIRES: 9/30/2019

OWNER NAME

PHILIP L ST MORITZ

LOCATION 2054 E EDGEWOOD DR LAKELAND - IN

BUSINESS NAME AND MAILING ADDRESS

ST MORITZ SECURITY SERVICES INC

4600 CLAIRTON BLVD PITTSBURGH, PA 15236 CODE 540230 **ACTIVITY TYPE** SECURITY AGENCY

PROFESSIONAL LICENSE (IF APPLICABLE)

BB2600010

OFFICE OF JOE G. TEDDER, CFC * TAX COLLECTOR

AUG 0 6 2018

THIS POLK COUNTY LOCAL BUSINESS TAX RECEIPT MUST BE CONSPICUOUSLY DISPLAYED AT THE BUSINESS LOCATION

PAID-1204549-0001-0001 07/31/2018 07/30/2018 MHH 12 57.75

TC301F-16





NICOLE "NIKKI" ERIED

COMMISSIONER

DIVISION OF LICENSING

01/09/19 DATE ISSUED

09/24/21 DATE OF EXPIRATION

B 2300015 LICENSE NUMBER

ST. MORITZ SECURITY SERVICES, INC.

3350 SW 148TH AVE,

STE 110

MIRAMAR, FL 33027

SMITH, KEVIN, PRESIDENT ST. MORITZ, PHILIP L., PRESIDENT FISCUS, BRIAN K., TREASURER SCHWARTZ, MATTHEW C., OTHER

THE SECURITY AGENCY NAMED ABOVE IS LICENSED AND REGULATED UNDER THE PROVISIONS OF CHAPTER 493, FLORIDA STATUTES.



NICOLE "NIKKI" ERIED

COMMISSIONER

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000 VALID OCTOBER 1, 2018 THROUGH SEPTEMBER 30, 2019

DBA:
Business Name: ST MORITZ SECURITY SERVICES INC

Receipt #:329-35861
Business Type: SERVICE) (SECURITY GUARDS

Owner Name: ST MORITZ SECURITY SERVICES INC Business Location: 3350 SW 148 AVE STE 110 MIRAMAR

Business Opened:10/01/2006 State/County/Cert/Reg:B2300015 Exemption Code:

Business Phone:

	Number of Machi	chines: Vending Business Only Vending Type:						
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid		
150.00	0.00	0.00	0.00	0.00	0.00	150.00		

THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS

THIS BECOMES A TAX RECEIPT

WHEN VALIDATED

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

Mailing Address:

ST MORITZ SECURITY SERVICES INC 4600 CLAIRTON BLVD PITTSBURGH, PA 15236



Receipt #1CP-17-00024138 Paid 09/18/2018 150.00 09/17/2018 Effective Date

2018 - 2019





TAB 7. EVIDENCE OF INSURANCE

ACORD CER	TIFI	CATE OF LIA	RII	ITY IN	ISUR	NCE	40.00	E (MM/DD/YYYY)
THIS CERTIFICATE IS ISSUED AS A								20/2018
CERTIFICATE DOES NOT AFFIRMA BELOW. THIS CERTIFICATE OF IN	TIVELY SURAN	OR NEGATIVELY AMEND	D, EXTE	END OR ALT	TER THE CO	OVERAGE AFFORDED	BY T	HE POLICIES
REPRESENTATIVE OR PRODUCER, A IMPORTANT: If the certificate holde				(ian) must b		W CHEBOCATION IC	VANCE	D
the terms and conditions of the polic certificate holder in lieu of such endo	y, certai	in policies may require an						
PRODUCER			CONT	ACT Amanda	Duke			
The Mechanic Group Inc.			PHONI	E lo. Ext): (845	735-0700	FAX (A/C, No	(845)	735-8383
One Blue Hill Plaza			E-MAII ADDR	E55: aduke@	mechanico	roup.com		
Suite 530				JN.	SURER(S) AFFO	RDING COVERAGE		NAIC #
	0965					Surplus Lines		24319
NSURED					ey Regio	nal Insurance (:0	29580
St. Moritz Security Servi 1600 Clairton Blvd	ces,	inc.	INSUR					
TOOU CIRILLON BIVE			INSUR				-	
Pittsburgh PA 1	5236		INSUR					
	RTIFICA	ATE NUMBER:CL1822014				REVISION NUMBER:		1
THIS IS TO CERTIFY THAT THE POLICIE	S OF IN	SURANCE LISTED BELOW H	AVE BE	EN ISSUED T	O THE INSUR	ED NAMED ABOVE FOR	THE P	OLICY PERIOD
INDICATED. NOTWITHSTANDING ANY R	PERTA	IN, THE INSURANCE AFFOR	DED BY	THE POLICE	ES DESCRIBE	D HEREIN IS SUBJECT	ECT TO	O WHICH THIS
EXCLUSIONS AND CONDITIONS OF SUCI	H POLICI	IES, LIMITS SHOWN MAY HAV	E BEEN	REDUCED BY	Y PAID CLAIM	S.	, O AL	- ITAL TERMO
SR TYPE OF INSURANCE	INSR W			POLICY EFF (MM/DD/YYYY)	(MM/DD/YYYY)	LIM	TS	
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X ERRORS & OMISSIONS						PERSONAL & ADV INJURY	\$	1,000,0
GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	S	3,000,0
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AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT	-	
ANY AUTO						(Ea accident) BODILY INJURY (Per person)	\$	*******
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AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE		UNDER SEPARATE COVER	PAGE			WC STATU- TORY LIMITS ER		
OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	N/A					E.L. EACH ACCIDENT	\$	
If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	5	
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TAB 7. EVIDENCE OF INSURANCE

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	DUCER Lubert & Associates Inc.		- DV 1004 COV		CONTAI NAME:	CT			
	5 North Shore Drive				PHONE (A/C, No E-MAIL	Ext): 412-73	4-4900	FAX (A/C, No):	412-734-5725
Su	ite 300				ADDRE:	ss: certs@se	eubert.com		
PI	tsburgh PA 15212							RDING COVERAGE	NAIC#
			-					rance Company	16535
	JRED Moritz Security Services, Inc.					RB: Continer			35289
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Α	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N		Y	WC100944404		3/1/2018	3/1/2019	X PER OTH-	
	ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?	N/A						E.L. EACH ACCIDENT	\$ 1,000,000
	(Mandatory In NH)							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
C	if yes, describe under DESCRIPTION OF OPERATIONS below			40) 11 14 0 70 5 40				E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
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ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD





TAB 8. COMPANY PROFILE

Company History & Ownership

St. Moritz Security Services, Inc. (SMSSI) is the largest Pittsburgh-based security provider and is among the few remaining home-grown operations led by its originator. SMSSI was incorporated in 1982 by Philip St. Moritz and he remains the company's current principal (100% ownership).

The company has been in continuous operation for 36 years. SMSSI is a Pennsylvania "S" Corporation, managed by Matthew Schwartz, CPP, Chief Executive Officer.

MISSION STATEMENT

Our mission: "to protect and safeguard the people and businesses within our communities by providing security, solutions and protection."

ORGANIZATIONAL SUMMARY

SMSSI has core operations and is licensed in 24 US States + the District of Columbia and Ontario, Canada with affiliate service capabilities in all 50 states.

SMSSI has specialty business units which offer commercial security, ATM escort, and retail/ loss prevention, and janitorial (St. Moritz Building Services, Inc.).

MANAGING OFFICE LOCATIONS:

PA, CA, AZ, FL, GA, HI, IL, MA, NV, NJ, NY, OH, TX, VA, WV, District of Columbia (16)





TAB 8. COMPANY PROFILE

CORPORATE LEADERSHIP TEAM

Matthew Schwartz, CPP, Chief Executive Officer

4600 Clairton Boulevard, Pittsburgh, PA

Phone: 786.565.2393 | Email: mschwartz@smssi.com

- 20+ years of extensive security leadership experience
- Senior leadership positions with the nation's largest security suppliers

Chris Hansen, Chief Operating Officer

4600 Clairton Boulevard, Pittsburgh, PA

Phone: 713.542.5096 | Email: chansen@smssi.com

- 39 years of security leadership expertise
- Senior leadership positions accountable for multi-million dollar revenues and multistate oversight

Kevin Smith, President of Commercial Services

4600 Clairton Boulevard Pittsburgh, PA

Phone: 412.885.3144 | Email: ksmith@smssi.com

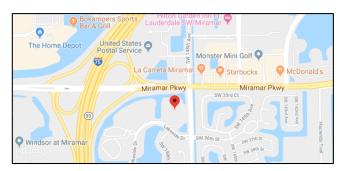
- Extensive security operations experience
- Served in leadership positions for St. Moritz for 29 years

→ 88 YEARS OF COMBINED LEADERSHIP EXPERIENCE

LOCAL ST. MORITZ SERVICING OFFICE

St. Moritz Security Services Inc.

3350 SW 148th Avenue, Suite 110, Miramar, FL 33027





TAB 8. COMPANY PROFILE

LOCAL LEADERSHIP TEAM

Lenny Neff, Regional Vice President

Experienced security and safety professional with proven management skills and experience in both the public private sectors of the industry.

Education: Palm Beach State College; Criminal Justice/Safety; 1992-96; University of Maryland

Employment:

- Chief of Safety and Security, Lost Tree Village POA, North Palm Beach, FL January 2016 – November 2018
- Regional Manager, ABM Elite Protection Services, North Palm Beach, FL September 2000 – January 2016
- US Army Counterintelligence Agent

Security Management and Leadership Skills:

- Emergency Management
- Risk Assessment
- Program Management
- Surveillance
- Military
- Military Operations

Certification:

Executive Protection
 Certification Authority: R.L Oatman Associates

Professional Organizations:

- Founding Member: Chiefs of Police Public Private Partnership Workgroup
- Board Member: Palm Beach County Crime Prevention Officers Association
- Member: Northern Directors Group
- Member: Palm Beach County Association of Chiefs of Police
- Member: Business Partners Against Terrorism





TAB 9. DESCRIPTIONS / PICTURES - UNIFORMS











Uniforms and the overall appearance of the officers is recognized as critically important. We are able to implement a signature uniform that is functional as well as fashionable. From white glove (executive) style to military style to tactical gear, we demand form fitting uniforms that convey complete professionalism.

We know from experience the value of practical footwear. Our experience with worker claims has historically been related to slip and falls with injuries sustained as a result. We have effectively minimized the potential for such claims by understanding the risks and making necessary adjustments. As a testament to the success, we have achieved an overall reduction in our experience rating and a measureable change in our insurance rates.

Our focus on safety also relates to supplying all the foul weather gear necessary for the Officers to perform their duties in all weather conditions.

St. Moritz utilizes Unipro International, a certified WBE supplier, for all uniform purchases. The portion of the spend directly associated with this contract is estimated at \$.20 for each billable hour.





TAB 9. DESCRIPTIONS / PICTURES - SECURITY VEHICLE

SMSSI will provide two well maintained, fully operational 4 X 4 sport utility vehicles equipped with a yellow light bar and appropriate markings *(Fort Lauderdale Executive Airport Security Patrol)* in 6" reflective lettering and a trailer hitch capable of pulling 2000 pounds.

Each vehicle will have professionally installed 2-way vehicle aviation radio with at least 5 watts of power as well as a hand held aviation band transceiver with a back-up battery. Each radio shall have the capability of transmitting and receiving on 720MHZ frequencies. The vehicle radio shall remain on at all times and the hand held unit shall be on and with the security officers any time they are outside the vehicles. Additionally, vehicle units shall carry an adapter to charge the radio/cell phone using the vehicle's power. The phone shall remain on at all times, ready to receive incoming calls.

Each vehicle shall have a locker with the following items: first aid kit, flashlight, small tool box, rain gear, vehicle tow strap with hooks on each end, and an operational and current fire extinguisher capable of extinguishing A, B and C type fires, scoop type shovel, push broom, and one plastic five gallon bucket.





SMSSI has engaged Enterprise to handle our fleet vehicle program. We have specified options on the appropriate vehicles for each assignment, including markings and equipment. We are aware of the description including tow capability identified by the City. We are aware of the expected mileage and the associated lease cost, insurance, preventive maintenance, emergency replacement, tire replacement and fuel costs. This program is an option which we would utilize in service to Fort Lauderdale. It will include roadside assistance and back-up.

TAB 10. EQUIPMENT

TECHNOLOGY — OPTIMIZING SECURITY

SMSSI manages security service using an all-in-one technology platform—TrackTik. We ensure tours are completed as scheduled with this cloud-based GPS tracking and reporting tool. This ensures full visibility and up-to-date status of the security program to our customers.

Officers use a smartphone or tablet installed with the Mobile Tracker application. Customized electronic post orders are instantly available to all users. Officers can also receive prompts during their shifts directing them to



complete and confirm tasks or alert them to updates and BOLOs (Be on the Look Out).

Based on the officer's findings, they can produce reports, send alerts, attach pictures, video, and audio recordings. The officer's location will automatically be recorded in a GPS map of the shift.

INCIDENT MANAGEMENT



- Custom incident analytics reports
- Instant access to recorded video documentation
- Real time alerts for security incidents and other facility/parking/maintenance issues
- Reports include pictures, video, audio recordings and written notes
- Dispatch officers to respond to new issues

COMPREHENSIVE REPORTING



- Displays data on a client dashboard and is instantly viewable
- Provides shift reports and DARs to track daily activities at a specific location
- Provides client representatives with information on issues as they occur





TAB 10. EQUIPMENT

ALERTS & NOTIFICATIONS



- Alert officers to time sensitive messages and notifications (BOLOS)
- Alert officers about reoccurring tasks
- Confirm receipt of all messages, tasks, and notification deliveries

GEO LOCATION



- · Provides GPS position of officer
- Tracks predesignated roves
- Geo-fencing alerts super- vision if the officer is out of authorized area

ADVANCED SOLUTIONS - 24/7 INTERNATIONAL COMMUNICATIONS CENTER (ICC)



The ICC provides 24/7 monitoring capabilities for our customers, security officers and supervisors. The ICC is located in Pittsburgh and is operated by highly trained SMSSI personnel.

To support their roles, they are equipped with the latest telephone and computer technology – assuring continuous operation during an emergency.











TAB 10. EQUIPMENT

TOUR OPTIMIZATION AND OPERATION SYSTEMS

TOUR OPTIMIZATION



- Real-time visibility into tour/protocol compliance
- Enables immediate corrective actions
- Officers access message board and panic button
- Captures live video of incidents during patrols, viewable directly from Live Dashboard
- Electronic sign-ins and post orders
- Notifies customers and supervision via email, SMS, or web browser

SCHEDULING, PAYROLL AND INVOICING



- Invoicing and payroll is generated directly from time and attendance data
- Accurate invoices and payroll
- Speeds time to generate paychecks
- Avoids manual data entry errors
- Scheduling is managed by site supervisors in cloud- based system
- Avoids scheduled overtime
- Schedules only qualified officers who meet training requirements

TIME AND ATTENDANCE



- Officers log in at the start of each shift creating a digital time stamp with GPS location marker
- End of shift logouts port data directly into cloud- based payroll/invoicing system
- Failure to log in/out alerts to supervisors and management for action





TAB 11. JOINT VENTURE

NOT APPLICABLE





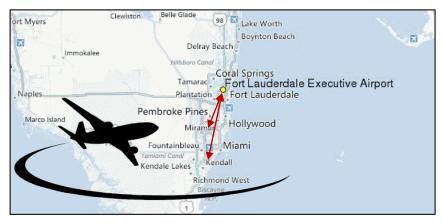
TAB 12. QUALIFICATIONS / EXPERIENCE

AVIATION INDUSTRY EXPERIENCE

Specific services SMSSI provides to both the private and public sectors depend on individual location and customers needs. All SMSSI officers are trained to observe and report. Standard security duties require officers to conduct patrols, handle access control, respond to calls and emergencies, detect report and correct safety hazards, enforce policies/procedures and applicable state laws, monitor closed circuit cameras when present, and provide a visible crime deterrent. In addition to these basic duties, SMSSI has the requisite experience and resources to implement and manage a comprehensive airport security program from a local office which is well situated nearby, with a second office (Kendall) also located in the general vicinity.

The local SMSSI security team has direct airport or comparable work experience; as a unit, they are adept at:

- monitoring security patrols
- providing site specific training to assigned officers
- enforcing established security procedures
- monitoring activity on property to deter/prevent theft, sabotage, fire and accidents
- responding to calls for assistance
- preparing accurate, detailed reports on accidents, incidents and suspicious activities
- Identifying, reporting and correcting safety and fire hazards
- providing assistance to customers, employees and visitors in accordance with company or department procedures





TAB 12. QUALIFICATIONS / EXPERIENCE

LOCAL QUALITY SERVICE BACKED BY NATIONAL RESOURCES

The local office in Miramar, Florida consists of the following management personnel, all of whom will be available, upon award of contract, to participate in the transition and delivery of security service to Fort Lauderdale Executive Airport:

Operations Manager: Uclitt Forbes

- MB Managers License
- Florida State issued guard license D
- Florida State issued guard license G
- Six Sigma white belt certification
- PSPA manager, supervisor, security officer certificates

• Field Supervisors (2):

- Richard Bailey Florida State issued guard licenses
- **Kirkon Bailey** Florida State issued guard licenses; PSPA manager, supervisor, and security certifications

Administrative Assistant: Sandra Barrett

- BS, MBA
- Compliance
- Local recruiting and HR responsibilities

This group has extensive experience providing front line security and handling security and safety-related issues in a variety of highly populated venues. In addition to regular security patrols, they have provided airport escorts in Miami, Fort Lauderdale and Hollywood.

Several other St. Moritz executives and managers also have direct airport security experience; their knowledge and expertise will be made available to the Miramar office.





Security Manager

The experience, work effort and attention to detail of the Security Manager will be key factors in consideration for selection to serve at the City of Fort Lauderdale Executive Airport. SMSSI will work closely with the leadership team at the Fort Lauderdale Executive Airport to analyze the qualifications of the incumbent security manager as well as other security officer personnel who wish to remain on the new contract. Incumbent personnel who meet the baseline requirements and are current in with licensing, certifications and compliance, will be considered first. SMSSI employment careening practices and hiring details are outlined on the following pages.

SMSSI will seek the following qualifications in the security program manager:

- The ability to lead and manage personnel
- The ability to train personnel on-site as needed
- The ability to interact well with all levels of management
- The ability to interact well with all types of individuals
- The ability to deal with both sensitive and technical issues
- Experience in airport security operations
- Advanced training and/or certification in security operations and management (such as CPP or PSPA certification)
- Emergency procedure training and applicable certification/s
- Organizational skills
- Proficient computer skills
- Ability to prepare accurate and comprehensive reports as necessary
- Attention to detail

All candidates for security manager will have their backgrounds and work histories verified during the selection process. The candidates will also be screened for exceptional customer service skills, leadership, security knowledge, safety skills and intelligence.

Each candidate will have to be approved by both SMSSI and the Airport prior to assignment.





Personnel Selection

BEST PERSON/RIGHT JOB

SMSSI will recruit, screen, and select the best officer talent available in your market. The recruiting and selection process will be managed by our local management and staff who best understand the hiring needs of Ft. Lauderdale Airport. SMSSI is an equal opportunity employer and will fully comply with all applicable laws and regulations regarding nondiscrimination in employment.

RECRUITING

We will continue our ongoing advertising programs to ensure our security program has a full staff complete from day one, and an additional pool of back-up candidates. We advertise in:

- Local newspapers
- Trade associations
- Colleges
- Online recruiting sites, including our website (www.smssi.com)

TRANSITIONING INCUMBENT SUPPLIERS

We recognize and welcome the continuation of qualified incumbent officers at your facility. When transitioning service from the old supplier, we will recruit and retain as many qualified officers who are able to successfully pass our employment standards.

Every incumbent officer we hire will have undergone personal interviews and reference checks to determine their ability to represent SMSSI and the City of Fort Lauderdale in a professional manner.

Attentive Hiring Practices-Documented Practice

Recruiting the right talent - best suited for a career in security - is the best practice.

To support this practice, SMSSI utilizes a multi-step approach to pre-qualify applicants. SMSSI conducts extensive criminal background reviews of all applicants. The process includes interviews, ten year employment history, a criminal record check, personal information verification, introductory basic industry orientation (using our elearning portal). Further pre-qualifications processes include; tests for literacy (a basic knowledge exam), physical mobility assessment, and drug screening.





Personnel Selection continued

MINIMUM QUALIFICATIONS

The general minimum qualifications for an applicant are:

- High school diploma or equivalent
- U.S. citizen or legal work permit Height proportionate to weight
- Twenty-one years of age (18 conditional)
- · Current (State) resident driver's license
- Pass the federal and state criminal background security checks
- Drug-free and able to successfully pass a standard drug screening examination from a NIDA approved lab or other certified agency as permitted by the jurisdiction having authority
- Speak fluently, read, and write in English
- Previous experience demonstrating the ability to meet and deal with the general public
- The ability to maintain poise and self-control under stress
- The ability to construct and write clear, concise, and accurate reports

Assignment Specific Qualifications, as applicable:

- Possess or be able to obtain before the assignment, a state-endorsed certification, permit or armed security license, (as applicable) (Armed Only)
- Possess or be able to obtain before assignment current Transportation Workers Identification Card (TWIC Credentials) if required
- Possess or be able to obtain before assignment local and federal access and identification credentials (if required as per assignment)

PERSONNEL SELECTION CRITERIA

Criminal Background: Fingerprinted and submitted for licensing

in accordance with state and local requirements

19 Verification: - SMSSI complies with all Federal and State immigration laws

- Documentation showing citizenship or legal alien status

Military History: Copies of past or current military service form DD-214

Driver's License: Officers who drive as part of their assignment must have an

unrestricted license which is verified annually





Development & Retention of Personnel

SUCCESSION PLANNING

SMSSI's succession planning begins with retaining high performing talent and developing employees so they are prepared to fill key roles. Development efforts are based on well-defined individual career paths, which keep employees engaged and motivated to excel within the security profession.



Career Goals & Objectives

Helping us all SUCCEED

SMSSI starts by helping officers and supervisors identify potential career path goals. During their first review, employees are offered **constructive feedback** tied to these specific goals to help them clearly measure their performance and adapt to meet new challenges.

Additional training and **lateral moves** help high potential officers and supervisors gain additional skills for new positions by exposing them to varying tasks and responsibilities. **Leadership roles** such as "site lead" build the necessary skills to succeed in future management roles or executive positions.

Finally, continuing education courses are recommended through PSPA. Once the employee completes this course, the new certification is added to his/her employment record and cross-checked with his/her career path goals.

Succession planning strengthens our flex pool and offers employees a varied and engaged job experience with SMSSI. Promotion is a result of the completion of continued security education certifications, outstanding performance reviews, completion of security specific programs (such as armed licensing or trainer programs) or graduation from external higher education. Promotion can also be recommended by a supervisor or manager.







Development & Retention of Personnel continued

RETENTION PROGRAMS FOR A ROBUST WORKFORCE

Recognition Awards

Recognizing performance has proven to deepen employee commitment and job satisfaction. SMSSI recognizes employees for tenure, going above and beyond, and outstanding performance in their positions. The following award programs are in place to recognize commitment to service:



- Regional Security Officer of the Month/Year
- Regional Supervisor of the Month/Year National Security Officer of the Month/Year
- National Supervisor of the Month/Year
- Merit Awards
- Tenure Awards
- Career Advancement



Career Path – Hiring from within

Highly motivated individuals with leadership potential and the ability to get along with and lead others can grow with SMSSI. Whenever possible, SMSSI promotes officers to higher level positions as they are available and deemed suitable.



Officer Satisfaction Survey

SMSSI conducts annual employee surveys to discover what employees desire in their careers and what they expect from St. Moritz as their employer. We seek to improve the work environment, raise morale, and increase job satisfaction.

These surveys allow us to regularly address general areas of concern and solicit responses from field personnel on methods for improvement.





Benefits Programs

SMSSI provides competitive wages and benefit packages to attract and retain the best talent in the industry. We will work to design a benefit package that offers a variety of medical plans through payroll deduction and/or client contribution. Detailed comparative information regarding cost and coverage can be provided for these programs or a combination of offerings.

EMPLOYEE BENEFIT OFFERINGS

- Employee Assistance Program
- Holiday Pay
- Paid Vacation
- Uniforms
- Direct Deposit

EMPLOYEE RECOGNITION

One of the most powerful motivating factors is being recognized for a job well done. SMSSI uses a variety of communications to share our employees' success with their peers, our executive management, and our clients. SMSSI employee recognition programs include:

- Employee Recognition Rewards
- Security Officer of the Month and Year
- Morale Events
- Employee Recognition in Corporate Publication

Depending on selection and scope, some programs may require additional financial participation.

WORKPLACE CONDITIONS & CULTURE

Everyone has a right to work in a safe workplace. SMSSI ensures employees have a safe workplace through the SMSSI Safety Program. Additionally, the work culture promoted and practiced by SMSSI management is one of respect. Employees are more likely to commit to a long-term work relationship if they are treated as the important part of the SMSSI service, which they are.

ADVANCEMENT OPPORTUNITIES

Realistic and attainable promotion opportunities are very strong motivators, showing employees a path towards a better future. SMSSI is committed to hiring from within.

SMSSI recognizes the value of our employees and works hard to retain them. Our programs are some of the best in the industry, and attract and retain quality personnel.





Training Programs

When it comes to building a quality security team, the right training makes all the difference. With operations across the country, St. Moritz has the expertise and the resources to meet your requirements for quality security and training.



It is proven that well-trained security personnel make better long-term, dedicated employees. At St. Moritz, training goes beyond an introduction to basic security knowledge. Our thoughtfully designed on-the-job, web-based, and ongoing training programs are designed for all members of the SMSSI team—from officers to executives. Concentrated training of all St. Moritz staff across the company makes us a stronger security partner.

OUTLINE— COMPETENCY & CONFIDENCE

Our program includes four modules

1 PRE-ASSIGNMENT TRAINING	3 SITE SPECIFIC TRAINING
2 SPECIALIZED TRAINING	4 REFRESHER TRAINING



Training Programs continued

PRE-ASSIGNMENT

Delivered in classroom or via SMSSI's eLearning Center: the following topics may vary due to state mandatory training and licensing:



- · Basic Officer Duties
- Communication Reporting
- Methods of Observation
- Local Government & Legal Limitations
- Fire Prevention
- · Safety Hazards & Emergency Response
- Human Relations & Customer Service
- Sexual Harassment Awareness & Sensitivity
- Security Management

SPECIALIZED

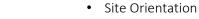
Delivered in a classroom setting, on the job, or via SMSSI's eLearning Center, consists of training modules:



- Blood-borne Pathogens
- Crowd Control Active Shooter
- · Office Building Evacuations
- Lobby Concierge & Access Control

SITE SPECIFIC

Delivered on-site and may vary in length based on the complexity of the job; includes a variety of subject matter including:



- Post Orders
- Interacting with Disturbed Persons
- Emergency Response & Evacuation
- Lock & Key Control
- Safety Awareness Patrol Techniques
- Traffic & Parking Lot Control

REFRESHER

Mandatory training; occurs twice per year or once per year depending on position and required skills:



- SMSSI will determine specific critical skills and knowledge to reinforce/retest with twice or once per year training
- Compliance with all state required refresher training

Training Programs continued



Advanced Security Career Education

Education is powerful. St. Moritz has partnered with Private Security Professionals of America® (PSPA) to offer our personnel unlimited, advanced security education and certifications. Officers and supervisors are eligible to take courses in various security disciplines

through this accredited, online learning forum. All student certifications and classes are pre-paid by St. Moritz. This investment in our employees' ongoing career development benefits our clients by developing security professionals with advanced skills and increased tenure at no additional cost to our clients.

FACT

PSPA CERTIFICATES OF COMPLETION ARE ACCEPTED BY BOTH PUBLIC AND PRIVATE ORGANIZATIONS AS CONTINUING EDUCATION UNITS (CEUs).

CSO Certified Security Officer

Certified Security Officer (CSO) Hours: 60 hours; CEU Credits: 6 The CSO program is intended for use by all entry-level and mid-level personnel charged with the performing security.



- Security (101) S/O in the Know
- Security (102) Lessons Learned
- Security (103) Safety I Fundamental Awareness
- Security (104) Violence Awareness
- Security (105) Improving 'Workplace Security
- Security (201) Motor Vehicle Protocol
- Security (202) Golf Cart & Utility Vehicles
- Security (203) Bicycle and Tricycle Protocol
- Security (301) Workplace Diversity
- Security (302) Communication Verbal/Nonverbal
- Security (303) Report Writing
- Security (401) Aligning Security & Customer Service

CSS Certified Security Supervisor Certified Security Supervisor (CSS) Hours: 60 hours; CEU Credits: 6 The CSS program is intended for use by all entry-level, mid-level, and senior-level personnel (Security Supervisors) who are charged with the supervision or oversight of others.



The CSS program is an exam designed to validating educational briefings contained within the program.





Training Programs continued

CSM CERTIFIED SECURITY MANAGER

Certified Security Manager (CSM) Hours: 60 hours; CEU Credits: 6
The CSM program is intended personnel charged with managing, leading, or directing people. The program is also applicable to Employers and Clients who: own, manage, oversee, and/or engage in security programs, security personnel, and/or life safety services.



The CSM program is a broad-based vetting exam designed to validate previously acquired industry knowledge and/or knowledge that may have been acquired by reading the educational briefings contained within the program.

CERTIFICATION RECOGNITION

Continuing Professional Development (CPD) recognized by:

Building Owners and Managers Association (BOMA/BOMI)

Real Property Administrator RPA®

Facilities Management Administrator FMA®

Systems Maintenance Administrator SMA®

Systems Maintenance Technician SMT®

Continuing Education (CE) provider recognized by:

American Society for Industrial Security ASIS® National Domestic Preparedness Coalition NDPC®

National Sheriff's Association NSA



TAB 14. REFERENCES

University Park Airport - State College, PA

2493 Fox Hill Road, State College, PA 16803

Bryan Rodgers | <u>Bqr3@psu.edu</u>

Lt. Matthew White | mrw162@psu.edu

814.865.4042

Patrols, access control; emergency response; executive security including escorts for high profile celebrities and athletes; 168 hours/week

Since 2017 - ongoing assignment

Department of Indian Affairs - Fort Indiantown Gap

7-5 Wiley Road, Annville, PA 17003

Chief John Worley | jworley@state.pa.us

717.861.2727

High level security patrols for heliport; access control; emergency response; complying with federal regulations associated with military operations; 168-336+ hours/week Since 2005 - ongoing assignment

Schenker Logistics, a Division of Schenker, Inc.

700 Allen Road, Carlisle, PA 17015

Fred Jennings, Security Manager | fred.jennings@dbschenker.com

717.254.5756

Security gate control; access control; logistics facilitation; patrols; emergency response;

500 hours/week

Since 2016 - ongoing assignment

NCR Corporation International – ATM Division

Dallas, Texas

William Thomas, Supervisor |

469.573.0187

"On Demand" high level security escort services supporting ATM maintenance operations; approximately 6,000 to 7,000 calls/month in TX and 16,000 to 17,000 calls/month around the country with 40 minutes response time; average 7600 hours/week Since 2005 – ongoing assignment





TAB 15. TECHNICAL APPROACH / SECURITY PLAN

Transition / Implementation Plan

SMSSI will utilize a phased transition approach with a transition team (typically a 4-6 week process From contract award:

- ASSEMBLE a transition team and local resources
- IDENTIFY service needs
- **SELECT** the appropriate personnel
- IMPLEMENT plan development and timetable for a seamless transition

TASKS	Week 1	Weeks 2/3	Weeks 4-5	Week 6	Start
ADMINISTRATIVE	•				
Award Notification					
Finalize Transition Schedule					
Contact Current Service Providers					
Assemble Transition Management Group					
Progress Meeting/In-person or Teleconference					
Order Vehicles					
Set-up Vehicle Maintenance/Fuel Account					
Prepare Electronic Interface					
Prepare Inventory & Transfer					
Order Uniforms					
Contract Review					
Certificate of Insurance					
Educate District Staff on Customer Expectations					
Establish Communication Flow					
TRAINING					
Develop Site Specific Training Modules					
Classroom Training					
FXE-Specific Training					
Airport/Airfield Patrol Security Officer Training					
On-the-Job Post Training					
Develop Ongoing/Refresher Training					
OPERATIONS					
Develop Standardized Data Collection					
In-depth Site Familiarization					
Review of Existing Plan/Program					
Site Security Survey and Safety Audit					
Develop Post Instruction Manuals					
Review Staffing Plan					
Develop Site Tests					
Customer Review of Post Orders					
Finalize Bonus/Incentive Program					





TAB 15. TECHNICAL APPROACH / SECURITY PLAN

Transition / Implementation Plan continued

TASKS	Week 1	Weeks 2/3	Weeks 4/5	Week 6	Start
HUMAN RESOURCES		,			
Employment Packets to Incumbent Security Officers					
Develop Post Assignment Job Analysis					
Develop Supervisory Job Descriptions					
Open House for Incumbent Officers					
Identify Current Security Employees					
Contact Recruiting Sources					
Newspaper Ads and Other Recruiting Processes					
Customer Specific Pre-screening Requirements					
Applications and Interviews					
Security Officer Information Seminar					
Background Investigations					
Second Level Interviews					
Credentialing & Badging					
Benefits Briefing					
Offers Extended					

Our dedicated and experienced transition team will work with your project manager, review the service transition schedule, and determine responsibilities. Start and completion dates of each milestone, deliverables and all resources will be established and communicated. This team is ably supported by the SMSSI corporate structure and resources.

Beginning during the earliest stage of implementation, SMSSI sets regular meetings to discuss each phase of the transition. We have discovered that it is useful to survey all who will be affected by this change prior to the start of service. This allows us to address questions and concerns and gather information before moving forward. We will meet with you regularly to identify best practices and implement them.

Our team will create a smooth start-up and a well-managed transition - free from time consuming disruptions. In addition, we plan to provide a flex pool of cross trained personnel, emergency labor, equipment, and services from a local office should the need arise.





TAB 15. TECHNICAL APPROACH / SECURITY PLAN

AIRPORT SECURITY PROGRAM LEADERS AND SUPPORT STRUCTURE

Lenny Neff, Regional Vice President

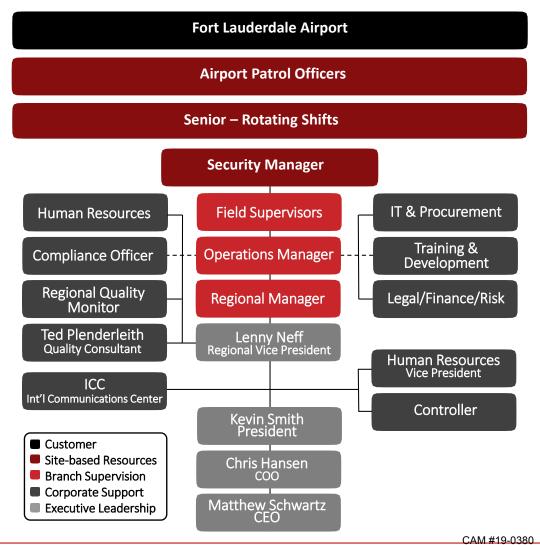
3350 SW 148th Avenue, Suite 110, Miramar, FL 33027

Phone: 561.660.0258 | Email: Ineff@smssi.com

Lenny Neff has ultimate responsibility for the success of the program.

Regional Manager provides day-to-day local supervisory and operational management.

Operations Manager provides scheduling, training compliance, field supervision management and direct daily support.







TAB 16. COMMUNICATIONS

Each security officer on duty shall have a radio/cell phone compatible with the city's radio/cell phones and the proper number back-up batteries to ensure no interruptions to service. Each cell phone will have the ability to capture and deliver images via text messaging and unlimited texting capabilities.

The technology offered in our proposal is universally applied from our International Communications Center (ICC) through to the hand held devices of our officers. We see and communicate the "who, what, when and where" of our officers in the field, in "real time." Documentation of all activity is time stamped and saved for easy access at any time.

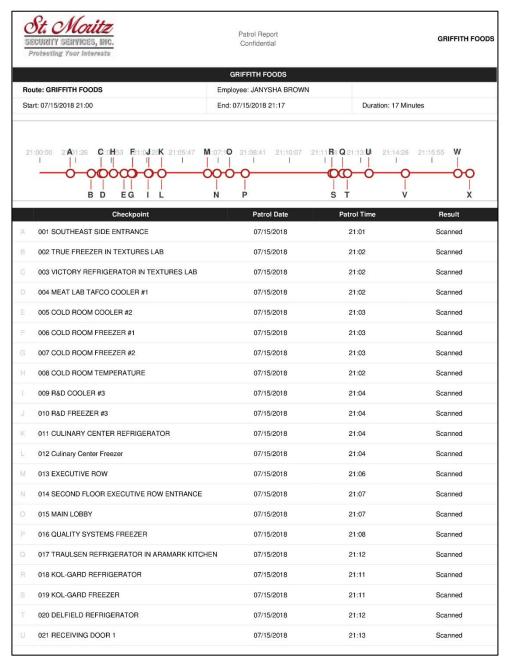
You, the customer have the same option to access a portal from any computer to see for yourself in the moment or what has been documented for review at a later date. Reporting is formatted and corrected in the manner you require. Patrols are more active as each checkpoint has certain instructions associated with the check. For example, "Are all lights in the area working? Is the area locked off? If no, implement action to notify airport management and secure."

Prompts for information during an incident or event lead to accurate data including pictures, video, testimony and actions taken including automatic alerts for your staff. Tasking is another valuable feature so that orders can be given out at any time for an early delivery or special tenant request and the task has to be acknowledged/accepted. When completed, a "task completed" text or email confirms the work has been done. A demonstration of this value added feature can be arranged at your convenience.





TOUR REPORT







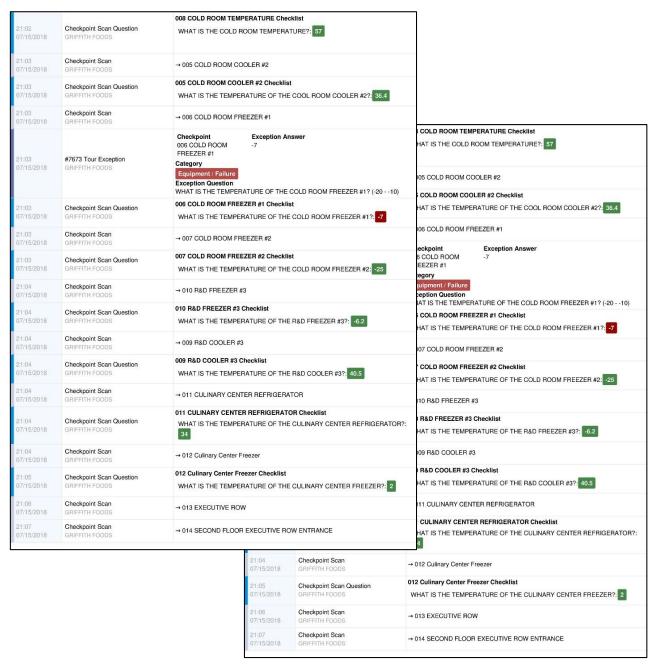
TOUR REPORT Continued

Tour [Details		St. Moritz SECURITY SERVICES, INC. Protecting Your Interests						
Time	Action	Details							
21:01 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 001 SOUTHEAST SIDE ENTRANCE	E						
21:01 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	001 SOUTHEAST SIDE ENTRANCE O							
21:02 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 002 TRUE FREEZER IN TEXTURES LAB							
21:02 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	002 TRUE FREEZER IN TEXTURES L WHAT IS THE TEMPERATURE OF T							
21:02 07/15/2018	#7670 Tour Exception GRIFFITH FOODS								
21:02 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 003 VICTORY REFRIGERATOR IN	TEXTURES LAB						
21:02 07/15/2018	#7671 Tour Exception GRIFFITH FOODS	Checkpoint Exception 003 VICTORY 30 REFRIGERATOR IN TEXTURES LAB Category Equipment / Failure Exception Question WHAT IS THE TEMPERATURE OF TH	Answer HE VICTORY REFRIGERATOR? (33 - 43)						
21:02	Checkpoint Scan Question	003 VICTORY REFRIGERATOR IN TE							
07/15/2018	GRIFFITH FOODS	WHAT IS THE TEMPERATURE OF T	THE VICTORY REFRIGERATOR?: 30						
21:02 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 004 MEAT LAB TAFCO COOLER#	1						
21:02 07/15/2018	#7672 Tour Exception GRIFFITH FOODS								
21:02 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	004 MEAT LAB TAFCO COOLER #1 0 WHAT IS THE TEMPERATURE OF T							
21:02 07/15/2018	Checkpoint Scan	→ 008 COLD ROOM TEMPERATURE							





TOUR REPORT Continued





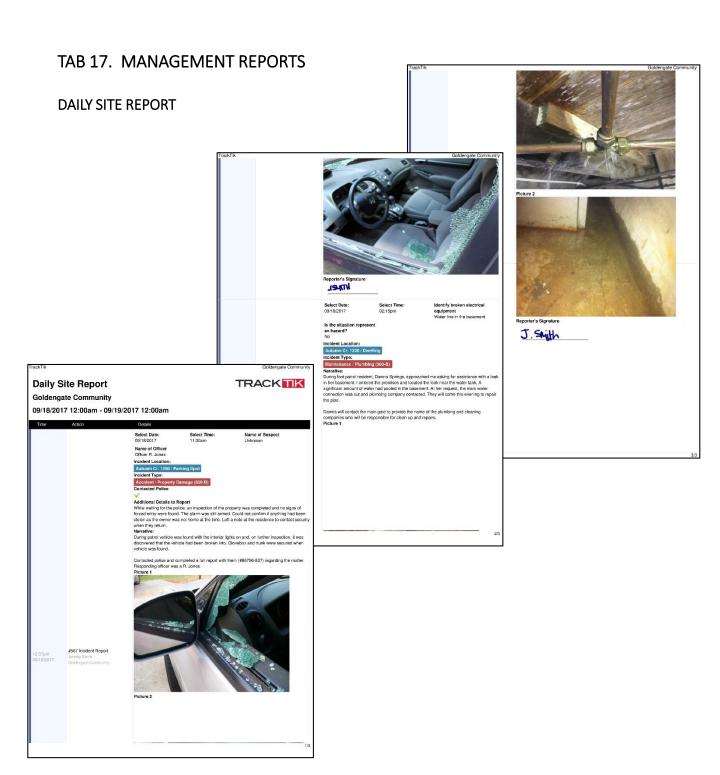
TOUR REPORT Continued

21:07 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 015 MAIN LOBBY
		015 MAIN LOBBY Checklist
21:07 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	IS THE MAIN ENTRANCE LOCKED AND SECURED?: Yes
21:08 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 016 QUALITY SYSTEMS FREEZER
21:08 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	016 QUALITY SYSTEMS FREEZER Checklist WHAT IS THE TEMPERATURE OF THE QS FREEZER?: -1
21:11 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 018 KOL-GARD REFRIGERATOR
21:11 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	018 KOL-GARD REFRIGERATOR Checklist WHAT IS THE TEMPERATURE OF THE KOL-GARD REFRIGERATOR?: 35
21:11 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 019 KOL-GARD FREEZER
21:12	Checkpoint Scan Question	019 KOL-GARD FREEZER Checklist
07/15/2018	GRIFFITH FOODS	WHAT IS THE TEMPERATURE OF THE KOL-GARD FREEZER?: 5
21:12 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 017 TRAULSEN REFRIGERATOR IN ARAMARK KITCHEN
21:12 07/15/2018	Checkpoint Scan Question GRIFFITH FOODS	017 TRAULSEN REFRIGERATOR IN ARAMARK KITCHEN Checklist WHAT IS THE TEMPERATURE OF THE TRAULSEN REFRIGERATOR?: 35
21:12 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 020 DELFIELD REFRIGERATOR
21:12	Checkpoint Scan Question	020 DELFIELD REFRIGERATOR Checklist
07/15/2018	GRIFFITH FOODS	WHAT IS THE TEMPERATURE OF THE DELFIELD REFRIGERATOR?: 36
21:13 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 021 RECEIVING DOOR 1
21:13	Checkpoint Scan Question	021 RECEIVING DOOR 1 Checklist
07/15/2018	GRIFFITH FOODS	ARE ALL DOORS LOCKED AND SECURE?: Yes
21:14 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 022 SILOS NW INTERIOR DOOR
21:14	Checkpoint Scan Question	022 SILOS NW INTERIOR DOOR Checklist
07/15/2018	GRIFFITH FOODS	ARE ALL DOORS LOCKED AND SECURED?: Yes
21:16 07/15/2018	Checkpoint Scan GRIFFITH FOODS	→ 023 MAINTENANCE
21:17	Checkpoint Scan	→ 024 EMERGENCY EXIT NORTH OF DOCK DOOR #10

V	022 SILOS NW INTERIOR DOOR	07/15/2018	21:14	Scanned
W	023 MAINTENANCE	07/15/2018	21:16	Scanned
Х	024 EMERGENCY EXIT NORTH OF DOCK DOOR #10	07/15/2018	21:17	Scanned
	lane.	Checkpoints		24
	100%	Scanned Missed		24 0



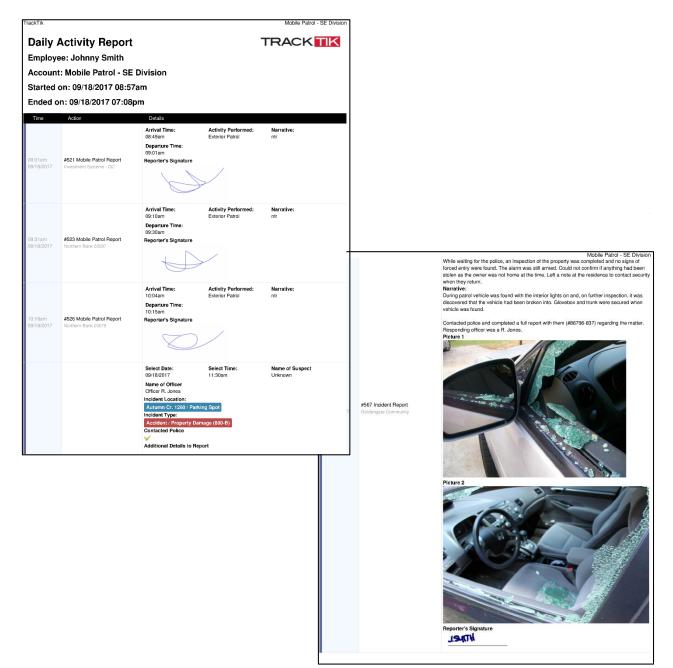








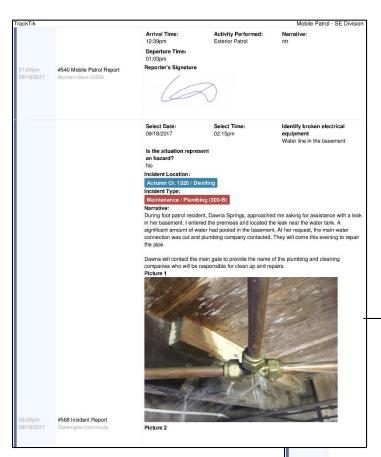
SHIFT REPORT

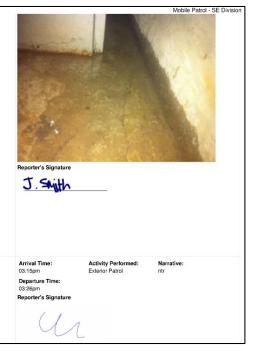






SHIFT REPORT Continued



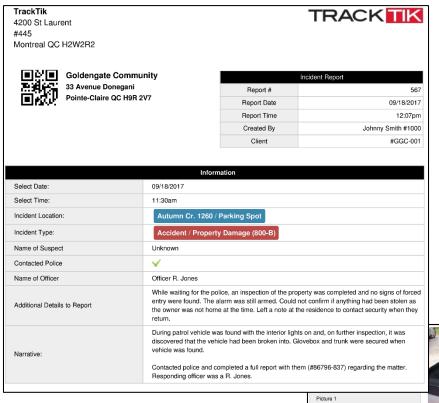


#550 Mobile Patrol Report





INCIDENT REPORTS

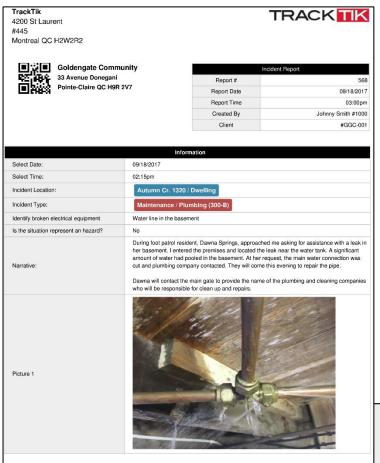








INCIDENT REPORTS Continued



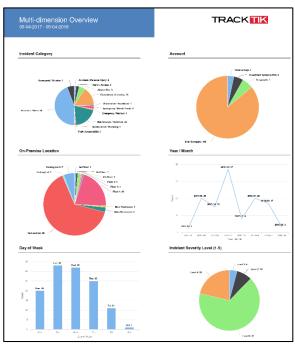


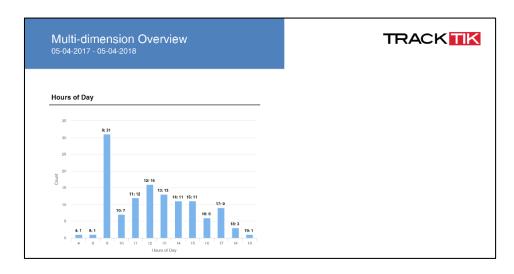




INCIDENT ANALYTICS











INCIDENT ANALYTICS Continued

Incident Category by Month 05-04-2017 - 05-04-2018						TF	RACK	(TIK	
Incident Category	Jan	Feb	Mar	Aug	Sep	Oct	Nov	Dec	Total
Accident / Personal Injury				J	1			1	2
Alarm / Access	1				2				3
Alarm / Fire		1			3		2		6
Disturbance / Lotering	2	2			1	3	10	1	19
Disturbance / Vandalism					1				1
Emergency / Bomb Threat		1		1	1				3
Emergency / Medical							1		1
Maintenance / Electrical	5	5			3	3	7	1	24
Maintenance / Plumbing					1				1
Theft / Under \$5000					1				1
Unsecure / Door	12	7	2	1	4	6	17	5	54
Unsecured / Window		1	1		2	3			7
Total	20	17	3	2	20	15	37	8	122

Incident Category by Day of Week 05-04-2017 - 05-04-2018					TRA	CKI	K
Incident Category	Mon	Tue	Wed	Thu	Fri	Sat	Total
Accident / Personal Injury		2					2
Alarm / Access	1	1		1			3
Alarm / Fire	1	2	1	1	1		6
Disturbance / Lotering	2	6	7	2	2		19
Disturbance / Vandalism	1						1
Emergency / Bomb Threat		2	1				3
Emergency / Medical			1				1
Maintenance / Electrical	5	3	6	8	2		24
Maintenance / Plumbing		1					1
Theft / Under \$5000		1					1
Unsecure / Door	8	12	16	11	6	1	54
Unsecured / Window	2	3		2			7
Total	20	33	32	25	11	1	122





INCIDENT ANALYTICS Continued

Incident Location by Day of Week 05-04-2017 - 05-04-2018					TRA	CKI	<
On-Premise Location	Mon	Tue	Wed	Thu	Fri	Sat	Total
1st Floor					1		1
3rd Floor				1			1
4th Floor		1	1				2
Floor 1	3	9	4	8	3	1	28
Main Washroom		2	1	1			4
No Location	16	18	24	15	6	1	80
Parking Lot		1					1
Parking Lot A	1	2	3		1		7
Total	20	33	33	25	11	2	124

05-04-2017 - 05-04-2018									
On-Premise Location	Jan	Feb	Mar	Aug	Sep	Oct	Nov	Dec	Tota
1st Floor	1								1
3rd Floor		1							1
4th Floor					2				2
Floor 1	3	4	1	1	7	5	7		28
Main Washroom					1	1	2		4
No Location	13	11	2		10	9	28	7	80
Parking Lot				1					1
Parking Lot A	3	1	1					2	7
Total	20	17	4	2	20	15	37	9	124