



**BOARD OF DIRECTORS MONTHLY MEETING
TO BE HELD**

**November 11th, 2019 at 11:00 a.m.
at 4512 Manchester Avenue
St. Louis, MO 63110**

NOTICE & PROPOSED AGENDA

TAKE NOTICE that on November 11th, at 11:00 a.m. at 4512 Manchester, St. Louis, MO, 63110, the Grove Community Improvement District (the " District") will hold its public Monthly Meeting to consider and act upon the matters on the following tentative agenda and such other matters as may be presented at the meeting and determined to be appropriate for discussion at that time.

1. Call to Order
2. Approval of Previous Month Minutes
3. Chairs Report & Announcement of the Order of Business
4. Public Comments & Questions
5. Committee Reports:
 - a. Safety and Security Committee
 - i. Central West End Neighborhood Security
 1. Safety and Security Report
 - ii. The City's Finest
 1. Safety and Security Report
 - b. Executive Committee
 - i. Safety and Security RFP
 - ii. CID Expansion
 - c. Finance Committee
 - d. Marketing Committee
 - i. Website
 - e. Public Services Committee
 - f. Nominations Committee
6. Administrator's Report
 - a. Grove Sign/Ball Lights - Update
 - b. Public Annual Report
 - c. Board Appointments
7. Other Business

This meeting is open to the public; provided, however, that a portion of the meeting may be closed pursuant to Section 610.021 RSMo with explicit notice of the reason for closure.

Representatives of the news media may obtain copies of this notice, and persons with disabilities wishing to attend can contact: Park Central Development, 4512 Manchester #100, St. Louis, 63110, (314)535-5311.

DATE POSTED: 11-7-2019

Time: 10:30 AM

• The Grove Community Improvement District •

4512 Manchester #100 Saint Louis, MO 63110 (314) 535-5311

<http://www.thegrovestl.com/>

Grove CID Board of Director Meeting
October 14, 2019 at 11:00 AM
at 4512 Manchester, St. Louis, MO 63110

Board Members Present: D. Bellon, T. Boldt, K. Kenter, B. Phillips, P. Rothschild, C. Schloss, G. Slay, J. Baumstark, B. Pratt

Board Members Absent: A. Barzantny

Others in Attendance: T. Telnikova (Marketing committee); K. Bellon (Chao Baan); J. Whyte (NSI); R. Betts (TCF); K. Oberle and A. Graham (Park Central Development)

1. Call to Order:

- a. K. Kenter called the meeting to order at 11:00 AM.

2. Approval of September 9, 2019 Minutes:

- a. J. Baumstark motioned to approve the 9/9/2019 minutes, T. Boldt seconded. Majority in favor—approved.

3. Chairs Report & Announcement of the Order of Business: None

4. Public Comments and Questions: None

5. Committee Reports:

- a. Safety and Security Committee: J. Whyte reported that the Security interviews will be held October 23 in K. Kenter's office. GroveFest had no incidents within the CID boundary. There was one car jacking near the footprint, and the car was recovered. Total crime is up due to the increase in property crime, especially larceny. J. Whyte will break down if the crimes are happening during patrol hours. R. Betts reported that many crimes are happening during non-patrol hours in the very early morning. There was a suggestion for the parking lot behind Rehab to have more lighting and only open one entrance. R. Betts recommends increasing the safety and security budget to increase the number of patrol officers on Friday and Saturday night. He recommends the bars hiring secondary officers as well.
- b. Executive Committee: K. Kenter thanked P. Rothschild for his service on the Executive Committee. The Safety and security interviews will only include the Executive Committee, PCD administration, and J. Whyte. The CID expansion map and property owner list will be distributed to the full Board.
- c. Finance Committee:
 - i. B. Phillips reviewed the financials. He reviewed the audit, recommending that administration ensure that the Board is notified if there are any delays in the future. PCD will send completed audit to Board.
- d. Marketing Committee:
 - i. The Committee recommends Billy Thompson for one of the empty committee seats. B. Phillips motioned to approve Billy Thompson for the Marketing Committee. J. Baumstark seconded. P. Rothschild voted against approval. Majority in favor—approved.
 - ii. The Committee would like to update the website on the back-end to improve ease-of-use for administration and the public.

e. Public Service Committee:

- i. The Committee would like to update the street furniture—planters and trash cans. They will come back with a formal proposal in another meeting.
- ii. T. Telnikova asked about the tree stumps within the grates on the sidewalk. She was directed to notify the City.

f. Nominations Committee:

- i. The Committee would like to nominate B. Pratt for Secretary. B. Phillips motioned to approve B. Pratt. J. Baumstark seconded the motion. Majority in favor—approved.
- ii. G. Slay motioned for T. Telnikova to be approved as a Board member. J. Baumstark seconded. Majority in favor—approved.
- iii. B. Pratt asked about the process for T. Telnikova to take over as the second Board member on the Marketing Committee. He verbally resigned at the meeting.

6. Administrator's Report:

- a. Grove Sign/Ball Lights – Update: K. Oberle updated the Board on the progress of the Grove signs and ball lights. Sue DeMond is still in possession of the western Grove sign, they are waiting for the engineer report to begin working on repairs. The eastern Grove sign will need an engineering report before the support structures are fixed. The Board requested PCD ask Piros if the same engineering report can be used for both signs. PCD should inform the Board of who is in possession of the insurance check for the western sign.

7. Other Business:

- a. Fence surrounding the construction at Sarah and Manchester: Pedestrians are forced to walk in the street, and it is very unsafe. There should be complaints filed to the City. PCD to contact Ron Coleman to ask about the permitting.
- b. Liquor Licenses on Sundays: Check in with Ron Coleman about a list of businesses with liquor licenses, what type and time frame they have, and when the license expires to plan for security patrols.

8. Adjournment: Meeting adjourned at 11:42 AM.

Grove CID
Balance Sheet
As of October 31, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
Bill.com Money Out Clearing	0.00
IndiHop (4467)	0.00
Operating (9310)	52,424.56
Reliance (4124)	962.00
Sales and Use Tax (0668)	153,824.82
Special Assessments (3269)	2,407.28
Total Bank Accounts	\$ 209,618.66
Accounts Receivable	
Accounts Receivable - SE	0.00
Other Accounts Receivable	1,041.00
Sales Tax Receivable	10,916.32
Total Accounts Receivable	\$ 11,957.32
Other Current Assets	
CID Assmt Rec CY14	943.00
CID Assmt Rec CY15	1,056.00
CID Assmt Rec CY16	1,257.00
CID Assmt Rec CY17	2,660.00
Due to From Special Events	6,787.46
Prepaid Expenses	2,848.00
Receivables	0.00
Total Other Current Assets	\$ 15,551.46
Total Current Assets	\$ 237,127.44
Fixed Assets	
Accum Depr - Furn & Equip	0.00
Accumulated Amort-Intangible As	-4,579.00
Construction in Process	0.00
Furniture and Equipment	0.00
Intangible Assets	4,579.00
Total Fixed Assets	\$ 0.00
TOTAL ASSETS	\$ 237,127.44
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	21,844.00
Total Accounts Payable	\$ 21,844.00
Credit Cards	
Reliance Credit Card	0.00

Total Credit Cards	\$ 0.00
Other Current Liabilities	
Accrued Liabilities	0.00
Deferred Inflows of Resources	6,957.00
Unearned/Deferred Revenue	0.00
Total Other Current Liabilities	\$ 6,957.00
Total Current Liabilities	\$ 28,801.00
Total Liabilities	\$ 28,801.00
Equity	
Fund Balance	-10,447.00
Opening Balance Equity	5,619.50
Retained Earnings*	213,920.19
Net Income	-766.25
Total Equity	\$ 208,326.44
TOTAL LIABILITIES AND EQUITY	\$ 237,127.44

Wednesday, Nov 06, 2019 02:16:41 PM GMT-8 - Cash Basis

Grove CID
Budget vs. Actuals: FY_2019_2020 - FY20 P&L
July - October, 2019

	Oct. Actual	Oct. Budget	Jul - Oct Actual	Jul - Oct Budget	2019-2020 Budget
Income					
Encumbered Funds					
WUMC Security Donation		5,416.67	9,750.00	21,666.68	65,000.00
Total Encumbered Funds	0.00	5,416.67	\$ 9,750.00	\$ 21,666.68	\$ 65,000.00
Other Types of Income					
Miscellaneous Revenue			151.66		0.00
Total Other Types of Income	0.00	0.00	\$ 151.66	\$ 0.00	\$ 0.00
Receipts					
2015 Special Assessments			451.85		
CID 1% Sales and Use Tax	21,268.30	20,500.00	99,650.39	82,000.00	246,000.00
Interest Earnings	29.06		700.43		
Special Assessments		7,750.00		31,000.00	93,000.00
Total Receipts	21,297.36	28,250.00	\$ 100,802.67	\$ 113,000.00	\$ 339,000.00
Total Income	21,297.36	33,666.67	\$ 110,704.33	\$ 134,666.68	\$ 404,000.00
Gross Profit	21,297.36	33,666.67	\$ 110,704.33	\$ 134,666.68	\$ 404,000.00
Expenses					
Additional Parking Enhancements					
Public Park. Lot Litter Control*	2,575.00	650.00	4,875.00	2,600.00	7,800.00
Public Parking Mgmt-Jaruba		250.00	750.00	1,000.00	3,000.00
Total Additional Parking Enhancements	\$ 2,575.00	\$ 900.00	\$ 5,625.00	\$ 3,600.00	\$ 10,800.00
Administrative Support					
Administration-Park Central*	11,250.00	3,750.00	20,440.40	15,000.00	45,000.00
Audit Services		833.33		3,333.32	10,000.00
Bank Fees and Charges	15.00		63.00		
General Liability Insurance*	2,981.58	833.33	5,272.32	3,333.32	10,000.00
Legal Services*	837.90	250.00	1,132.90	1,000.00	3,000.00
Miscellaneous*	128.38		128.38		
Postage		41.67		166.68	500.00
Total Administrative Support	\$ 15,212.86	\$ 5,708.33	\$ 27,037.00	\$ 22,833.32	\$ 68,500.00
Lighting Project Expense			2,100.00		
Marketing & Advertisement*			450.00		
Marketing & Special Events					
Advertising		333.33		1,333.32	4,000.00
Promotional Materials		125.00		500.00	1,500.00
Sponsorship Expense*	10,000.00	3,955.00	37,000.00	15,820.00	47,460.00
Website & Design Services	1,250.00	389.17	1,000.00	1,556.68	4,670.00
Total Marketing & Special Events	\$ 11,250.00	\$ 4,802.50	\$ 38,000.00	\$ 19,210.00	\$ 57,630.00
Public Improvements					
Grove Entry Marker Electricity*	132.47	150.00	385.71	600.00	1,800.00
Grove Entry Markers R&M		350.00		1,400.00	4,200.00

Holiday Decorations		291.67		1,166.68	3,500.00
Other Public Improvements		405.83	3,800.60	1,623.32	4,870.00
Total Public Improvements	\$ 132.47	\$ 1,197.50	\$ 4,186.31	\$ 4,790.00	\$ 14,370.00
Public Services					
Landscaping*			4,000.00		
Litter Control*		1,950.00	6,100.00	7,800.00	23,400.00
Planter Watering		445.00		1,780.00	5,340.00
Weed Abatement*	350.00	125.00	1,050.00	500.00	1,500.00
Total Public Services	\$ 350.00	\$ 2,520.00	\$ 11,150.00	\$ 10,080.00	\$ 30,240.00
Security & Public Safety					
CWE NSI*	7,500.00	2,500.00	15,800.00	10,000.00	30,000.00
Spectrum (Camera/Internet)*	521.77	700.00	1,421.53	2,800.00	8,400.00
Total CWE NSI*	\$ 8,021.77	\$ 3,200.00	\$ 17,221.53	\$ 12,800.00	\$ 38,400.00
Friday Security Patrols*	5,265.00	5,607.60	20,877.50	22,430.40	67,291.25
Genetec Softward Maintenance		450.00		1,800.00	5,400.00
Hardware Replacement		666.67		2,666.68	8,000.00
Monthly Fee - Ford Explorer*	750.00	750.00	3,750.00	3,000.00	9,000.00
OT- Add'l Holdiays		755.63		3,022.52	9,067.50
Public Pkg lot-Litter Control*		0.00	650.00		
Saturday Security Patrols*	4,972.50	4,609.58	22,836.25	18,438.32	55,315.00
Service Hours		936.00		3,744.00	11,232.00
St Lighting Improvement-Elec*			1,457.40		
Sunday Security Patrols*	3,867.50	2,698.85	11,025.00	10,795.40	32,386.25
Thursday Security Patrols*	5,768.75	4,177.60	17,910.00	16,710.40	50,131.25
Tuesday Security Patrols			650.00		
Wednesday Security Patrols			260.00		
Total Security & Public Safety	\$ 28,645.52	\$ 23,851.93	\$ 96,637.68	\$ 95,407.72	\$ 286,223.25
Unapplied Cash Bill Payment Expense			0.00		0.00
Total Expenses	\$ 58,165.85	\$ 38,980.26	\$ 185,185.99	\$ 155,921.04	\$ 467,763.25
Net Operating Income	-\$ 36,868.49	-\$ 5,313.59	-\$ 74,481.66	-\$ 21,254.36	-\$ 63,763.25
Net Income	-\$ 36,868.49	-\$ 5,313.59	-\$ 74,481.66	-\$ 21,254.36	-\$ 63,763.25

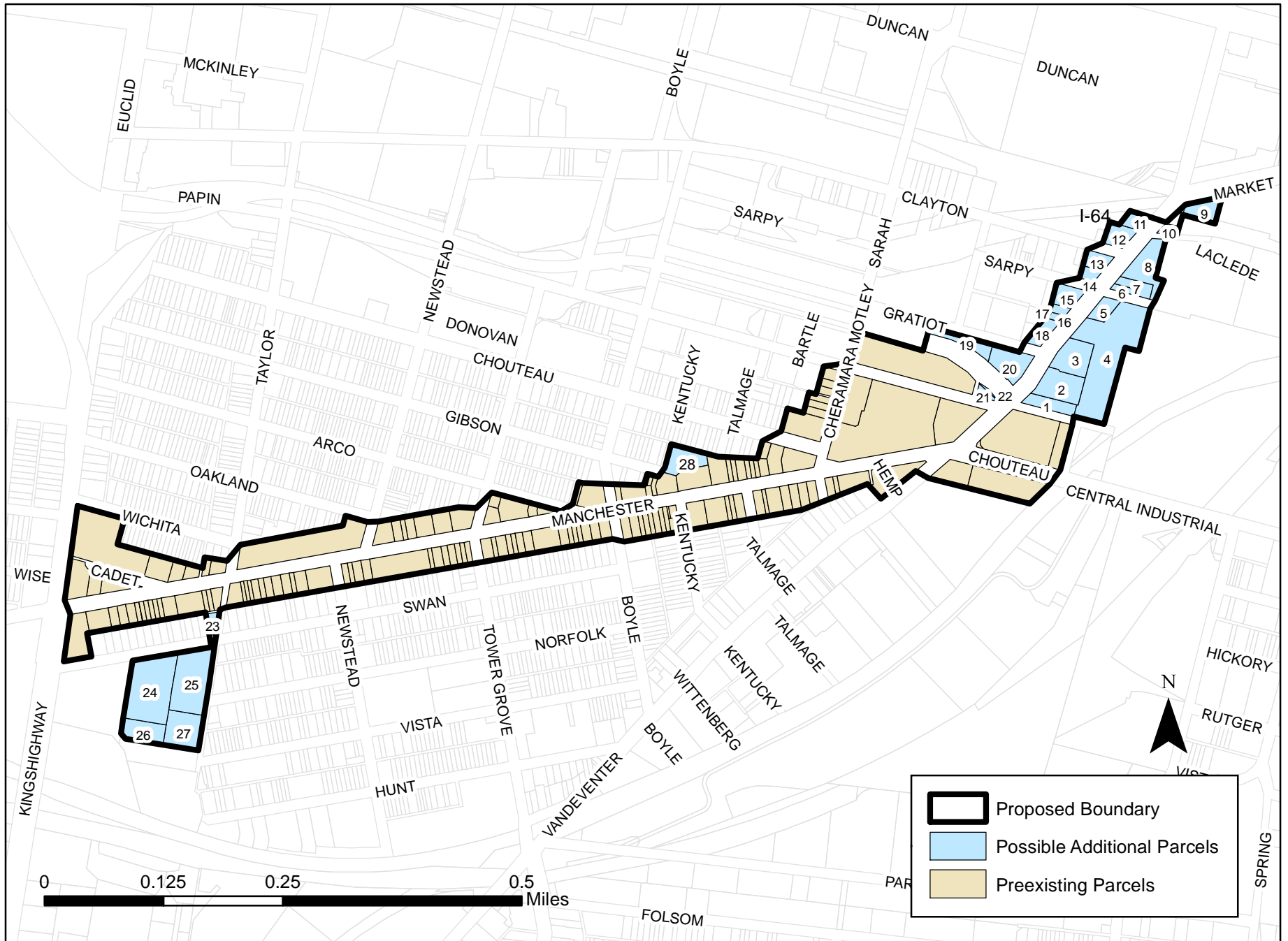
Grove CID
Funds Transfer Detail
10/01/19 to 10/31/19

Vendor Name	Invoice #	Disbursement #	Due Date	Foreign Amount	Amount (USD)	Bank Account	SentPay ID
10/02/19	PROCESS DATE						
Husch Blackwell	2762825	37269965	09/16/19		\$ 720.00	Commerce *****9310	stp01AFWMZUHRE1wbk8m
			Subtotal:		\$ 720.00		
10/04/19	PROCESS DATE						
A T Building	1246	016XNNLVK16YGAL	10/01/19		\$ 3,053.38	Commerce *****9310	stp01FGOKNVHKV1wgyh7
Spectrum-formerly	0024300092519		11/16/19		\$ 521.77	Commerce *****9310	stp01XTPEBNUCV1wgyj1
			Subtotal:		\$ 3,575.15		
10/09/19	PROCESS DATE						
Park .Central	2019-10-15	016UGSNXF174Q9A	10/15/19		\$ 11,250.00	Commerce *****9310	stp01PNSVIJINT1vqv68
			Subtotal:		\$ 11,250.00		
10/16/19	PROCESS DATE						
Ameren Missouri- 405209.30.19		37651878	09/30/19		\$ 69.02	Commerce *****9310	stp01OVYIXARBY1x1gsa
Ameren Missouri- 451009.30.19		37660792	09/30/19		\$ 13.57	Commerce *****9310	stp01TLOCBLNQB1x1gsd
Ameren Missouri- 924 10.02.19		37629409	10/02/19		\$ 49.88	Commerce *****9310	stp01DAZTKUFDJ1x1gsh
CWE Neighborhood 3135		37716436	10/01/19		\$ 7,500.00	Commerce *****9310	stp01VDFVLFVKX1x3qy2
The City's Finest, LLC* INV-2218		37705992	09/30/19		\$ 6,321.25	Commerce *****9310	stp01MFLZHQCCM1x1gs5
The City's Finest, LLC* INV-2192		37705992	09/15/19		\$ 7,133.75	Commerce *****9310	stp01MFLZHQCCM1x1gs5
West Bend Mutual Ins 09.30.19		37652727	09/30/19		\$ 763.58	Commerce *****9310	stp01PHYPWOKGI1x1gsf
			Subtotal:		\$ 21,851.05		

Vendor Name	Invoice #	Disbursement #	Due Date	Foreign Amount	Amount (USD)	Bank Account	SentPay ID
10/21/19	PROCESS DATE						
Husch Blackwell	2771768		10/07/19		\$ 117.90	Commerce *****9310	stp01HNKOAESOZ1xd7z9
Sara Graham	10.07.19	37793526	10/07/19		\$ 1,000.00	Commerce *****9310	stp01SWSGRHMEZ1xd7z8
			Subtotal:		\$ 1,117.90		
10/24/19	PROCESS DATE						
Park .Central	2019-01	016DGFIRR17NJ6T	10/09/19		\$ 10,000.00	Commerce *****9310	stp01EHGBLYUW1xjswn
			Subtotal:		\$ 10,000.00		

10/31/19	PROCESS DATE					
Nicole Galli Mohler	10082019	38108263	11/24/19	\$ 250.00	Commerce *****9310	stp01LZZQDGVKF1xxj40
The City's Finest, LLC*	INV-2221	38135530	10/15/19	\$ 750.00	Commerce *****9310	stp01CHYWYASRS1xxj3w
The City's Finest, LLC*	INV-2245	38135530	10/15/19	\$ 6,418.75	Commerce *****9310	stp01CHYWYASRS1xxj3w
West Bend Mutual Ins	10.15.19	38112795	10/15/19	\$ 2,218.00	Commerce *****9310	stp01RPCSQBCXU1xxj3x
			Subtotal:	\$ 9,636.75		
			Total:	\$ 58,150.85		

Grove CID Expansion



Grove CID Expansion Parcel Ownership					
ID	Parcel	ASD	Owner	Agent	Agent Address
1	824 S Vandeventer Ave	\$ 101,100	Leo V Mitchell TRS		
2	810-4 S Vandeventer Ave	\$ 125,000	Leo V Mitchell TRS		
3	800 S Vandeventer Ave	\$ 230,200	M&H Development Group LLC	HUGH R. LAW	211 North Broadway, Ste 2150; 63102
4	722 S Vandeventer Ave	\$ 867,000	BCM Vandeventer LLC/PREMIER A-1 VANDEVENTER, LLC	COGENCY GLOBAL INC.	9666 Olive Boulevard, Suite 690; 63132
5	700 S Vandeventer Ave	\$ 10,800	Mark R Fishel		
6	618 S Vandeventer Ave	\$ 14,500	Gateway Holding LLC	Stephen J Smith	825 Maryville Centre Drive, Ste 300; 63017
7	608-10 S Vandeventer Ave	\$ 54,100	Gateway Holding LLC	Stephen J Smith	825 Maryville Centre Drive, Ste 300; 63017
8	518-606 S Vandeventer Ave	\$ 131,700	Gateway Holding LLC	Stephen J Smith	825 Maryville Centre Drive, Ste 300; 63017
9	3848 Market St	\$ 195,600	Jeffrey William & Jerry Jurak Plunk		
10	516 S Vandeventer Ave	\$ 16,000	Missouri Improvement Co	C T CORPORATION SYSTEM	120 SOUTH CENTRAL AVENUE; 63105
11	511 S Vandeventer Ave	\$ 58,700	Central Real Estate Holdings LLC	Jeffrey L Evans	2205 Ridgley Woods; 63005
12	521 S Vandeventer Ave	\$ 85,900	Middlewest Properties Inc	Robert E Jones	130 S Bemisotn, Suite 200; 63105
13	3906 Clayton Ave	\$ 135,580	Clayton Avenue Apartments LLC	Justin L Mason ESQ	1717 Park Ave; 63104
14	615 S Vandeventer Ave	\$ 85,000	WKK Investments LLC	Donald W Paule	165 N Meramec Ave, 6th Fl; 63105
15	701-13 S Vandeventer Ave	\$ 15,400	Mark R Fishel		
16	717 S Vandeventer Ave	\$ 29,600	Mark R Fishel		
17	719 S Vandeventer Ave	\$ 3,700	Mark R Fishel		
18	733 S Vandeventer Ave	\$ 110,800	Alliance Petroleum LLC	Imran Lodhi	7229 Manchester; 63143
19	3992 Gratiot St	\$ 58,700	Kaldi's Properties LLC	Joshua Corson	200 S Hanley Rd, Ste 1040; 63105
20	805 S Vandeventer Ave	\$ 105,400	UAP-Adelanto LLC	NATIONAL REGISTERED AGENTS, INC.	120 South Central Avenue; 63105
21	3971 Papin St	\$ 2,900	Bellon Holding Co	Donald J Bellon	7324 Westmoreland; 63130
22	829 S Vandeventer Ave	\$ 300	City of St. Louis		
23	4501 Swan Ave	\$ 30,800	Forest Park SE Restoration LLC	SPRA Corp.	120 S Central, Ste 1600; 63105
24	4540 Swan Ave	\$ 346,400	JGDD Swan 2 LLC	Scott A Schatzman	8000 Bonhomme Ave, Ste 311; 63105
25	4500 Swan Ave	\$ 40,000	Green Street Swan Investors LLC	Philip G Hulse	8451 Maryland Ave, Ste 200; 63105
	4500 Swan Ave	\$ 265,200	Green Street Swan Investors LLC	Philip G Hulse	8451 Maryland Ave, Ste 200; 63105
26	1305 S Taylor Ave	\$ 21,200	Green Street Swan Investors LLC	Philip G Hulse	8451 Maryland Ave, Ste 200; 63105
27	1305 S Taylor Ave	\$ 100	Green Street Swan Investors LLC	Philip G Hulse	8451 Maryland Ave, Ste 200; 63105
28	4213 Gibson Ave	\$ 92,400	JARUBA Corp	John T Baumstark	9970 Old Warson Rd; 63124

Parcel Data from: <http://www.arcgis.com/home/webmap/viewer.html?webmap=02ca3cd1dab94edf8219b1c28383aee&extent=-90.211,38.6454,-90.2051,38.6494>; Agent Data from: <https://www.sos.mo.gov/business/corporations>

Assessed Value Totals for Current and Proposed Properties		
Total New	\$ 3,234,080.00	20 Unique Owners
Total Old	\$ 10,449,130.00	87 Unique Owners
TOTAL	\$ 13,683,210.00	107 Unique Owners

Values are approximations as retrieved from:

<https://www.stlouis-mo.gov/data/address-search/index.cfm>

Community Improvement Districts

Park Central Development is a 501(c)(3), Community Development Corporation that services ten focal neighborhoods in the Central Corridor. We specialize in setting up and administering Community Improvement Districts (CIDs).

What are CIDs?

Missouri CID Act

CIDs are public/private partnerships that focus on investment, revitalization, and stabilization of an area. A CID is established and designed by property and business owners within a "district" whose boundaries are self-determined and approved by its members and the City of St. Louis.

Governing Board

CIDs are governed by an executive board and composed of property and business owners from the district. The board determines projects, services and improvement options, supervises operations, reviews a yearly management plan and budget, and assumes leadership in the renewal process for a district.

Revenue & Projects

Sales taxes, special assessments, and/or real property taxes imposed within the district are used to fund the projects developed and approved by the CID. Projects, services, and improvements generally focus on maintenance, security, beautification, infrastructure, economic development, and marketing.

What do CIDs do?

Implement & facilitate improvement projects such as:

- Adding police patrols, security cameras, and new lighting to improve area safety
- Installing seasonal plants and street trees to promote sustainability and beautify the area
- Removing litter and graffiti to improve the visual appearance of the area
- Creating targeted marketing campaigns and special events to attract new tenants and customers to the area
- Hire staff to oversee improvement projects, marketing, and special events

Identify strengths & weaknesses in an area by:

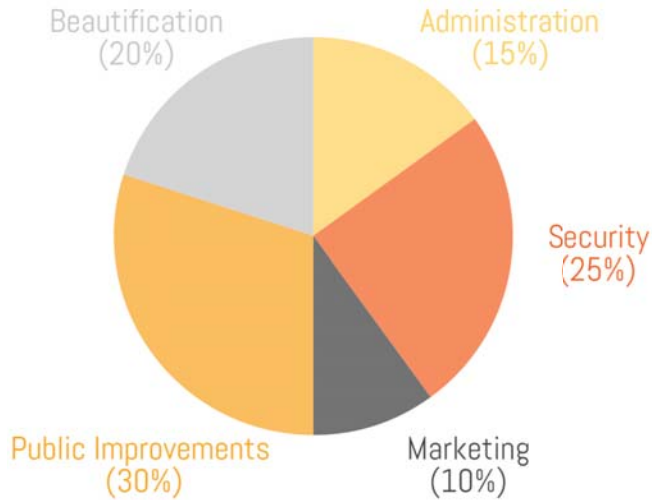
- Understanding the area's physical, organizational, fiscal, and social assets
- Identifying ongoing concerns or issues of property owners, business owners, residents, and other stakeholders
- Creating short- and long-range plans of action to address area concerns

Create a cohesive identity & voice for an area by:

- Gathering under an umbrella organization with professional branding, marketing, and leadership
- Providing a forum for discussion and collaboration through participation in district committees and boards
- Developing a collective vision and direction

Community Improvement Districts

What are common expenses for CIDs?



What are the benefits of CIDs?

There are currently more than two hundred CIDs in Metro St. Louis. Projects in many of the CIDs have improved the built environment and enriched the consumer experience, leading visitors and investors to come back again and again. Many property owners and business owners within districts have attested to the following results since CID implementation:

- Increased business traffic
- Fewer commercial & residential vacancies
- New businesses
- Higher property values

What is Park Central's role with CIDs?

Park Central Development's role is in both the establishment and administration of CIDs for communities. PCD prepares the petitions and ballots necessary for establishing the CID and collects signatures for those petitions. Throughout the process, PCD works with communities to identify the specifics of the CID including revenue streams, annual budgets, and service priorities. As the administrator of an established CID, Park Central Development provides various services including coordinating meetings, administering the RFP bidding process, and working with community stakeholders to ensure funds are utilized the way the community intended.

Mission Statement

In partnership with community stakeholders, Park Central Development works to strengthen and attract investment that creates and maintains vibrant neighborhoods and commercial districts.

CIDs currently administered by Park Central:

The Grove CID
Euclid South CID

CIDs under development by Park Central:

Dogtown CID
The Grove CID (expansion)

Interested in learning more?

Contact one of the friendly, professional staff members of Park Central Development!

4512 Manchester Avenue, Suite 100

St. Louis, MO 63110

Phone: (314) 535-5311

Email: ashley@parkcentraldevelopment.org



THE GROVE

COMMUNITY IMPROVEMENT DISTRICT

2019 // PREPARED BY PARK CENTRAL DEVELOPMENT

WHAT'S A CID?

Community Improvement District

Special Taxing Districts are established to provide services and improvements to supplement what the City provides.

Community Improvement Districts can collect sales and property taxes to fund these services and improvements.

Infrastructure

Public improvements the Grove CID has ensured and maintained include, but not limited to:

The Grove Signs, globe lights, street trees, planters, trash bins, murals, and signal box art

The Grove Partners

The Grove CID partners with stakeholders in the area to help provide services and improvements. Some of those partners include:

Park Central Development, Washington University, Explore St. Louis

Board and Committees

The Grove CID is managed by a board of eleven (11) directors who vote on the services and improvements that are provided. There are five committees that provide the Board of Directors with suggestions.

Executive

Marketing

Nominations

Public Service

Safety and Security

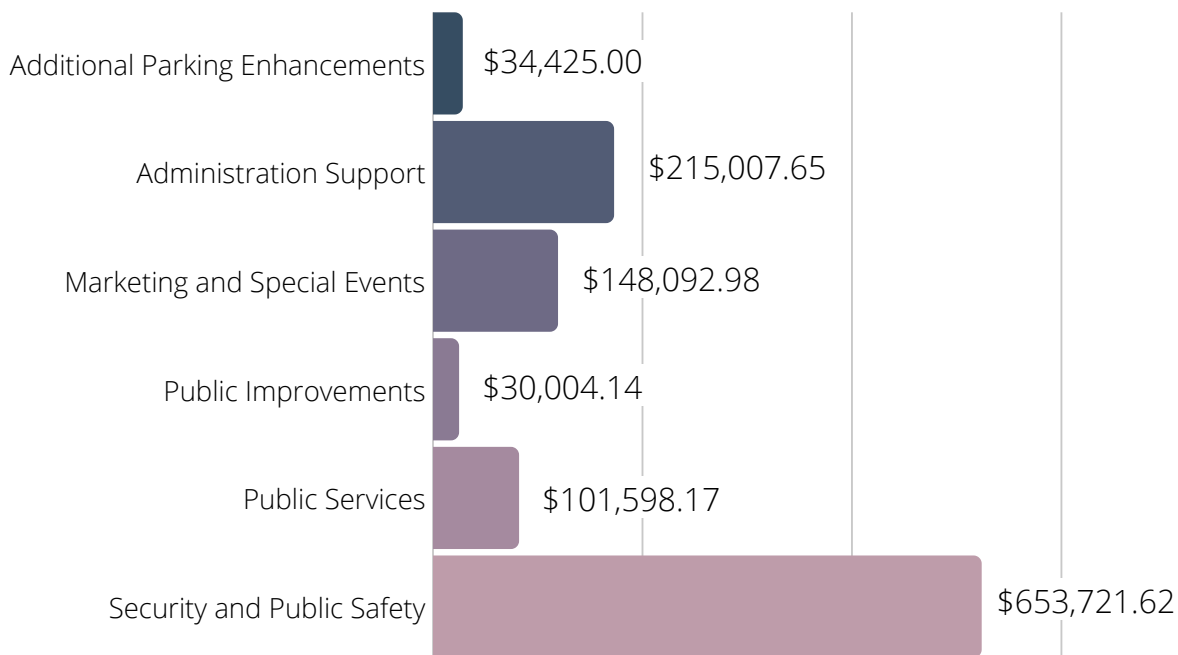
THE GROVE

Community
Improvement
District



The Grove CID chooses to spend the majority of its resources on Security and Public Safety for secondary police officers and cameras. The Grove is part of the CWE Neighborhood Security Initiative, and crime has fallen drastically since becoming a CID.

Marketing and special events include sponsoring placemaking events such as GroveFest, Flyover Comedy Festival, and Manchester Bike Bash. It also includes website design and social media branding. These efforts help to keep the area active and vibrant.

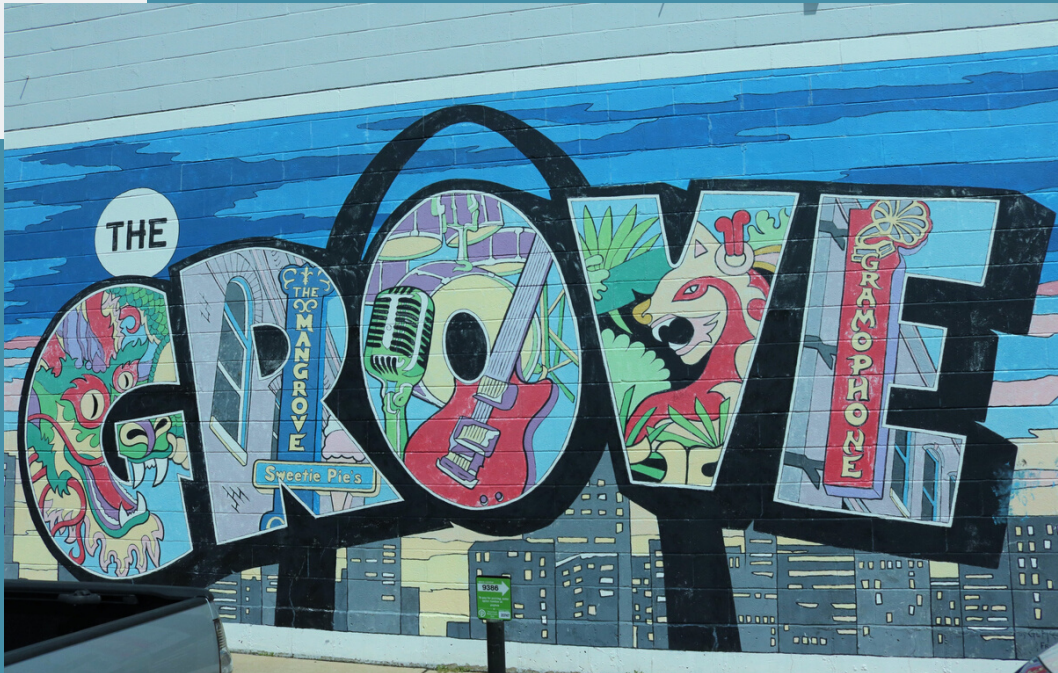


Expenses for the Last Three Fiscal Years (2016-2019)



Financial OVERVIEW

CHECK OUT THE GROVE



2018-2019 ANNUAL REPORT

2018-2019 ANNUAL REPORT

THANKS FOR ALL YOU DO TO MAKE THE GROVE A HAPPENING PLACE! FY 2018-2019 HAS BEEN FILLED WITH NEW MURALS, NEW CAMERAS, NEW LED STREETLIGHTS, NEW BUSINESSES, AND A FOCUS ON ALL THINGS SUSTAINABLE. WE ARE HAPPY TO PRESENT TO YOU THE ANNUAL REPORT, SHOWCASING ALL THE AMAZING THINGS THE GROVE COMMUNITY IMPROVEMENT DISTRICT HAS ACCOMPLISHED THIS YEAR!





Annual Report

FY 2018-2019

TABLE OF CONTENTS

- Letter from the Board Chair
- Map
- About
- Beautification
- Safety
- Improvements
- Good Neighbor Agreement
- Green Dining Alliance
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- Transportation
- Financials
- Board of Directors
- Contact Information



Dear Friends,

Community Improvement Districts have increasingly become an integral part of successful communities. Community safety, beautification, business retention, and capital improvements are all areas in which CIDs can help foster vibrant communities and sustainable growth. The Grove Community Improvement District stands as a shining example of their success, marking 11 years of service.

Since 2008, the Grove CID has forged partnerships with property owners, residents, businesses, and government agencies to invest nearly \$3M in its 1-mile district along Manchester Avenue. Today, the Grove CID stands as a great place to live, work, and play - with over 50 diverse businesses, new housing options, dedicated patrol officers, a multitude of special events attracting thousands from all over the country, and so much more!

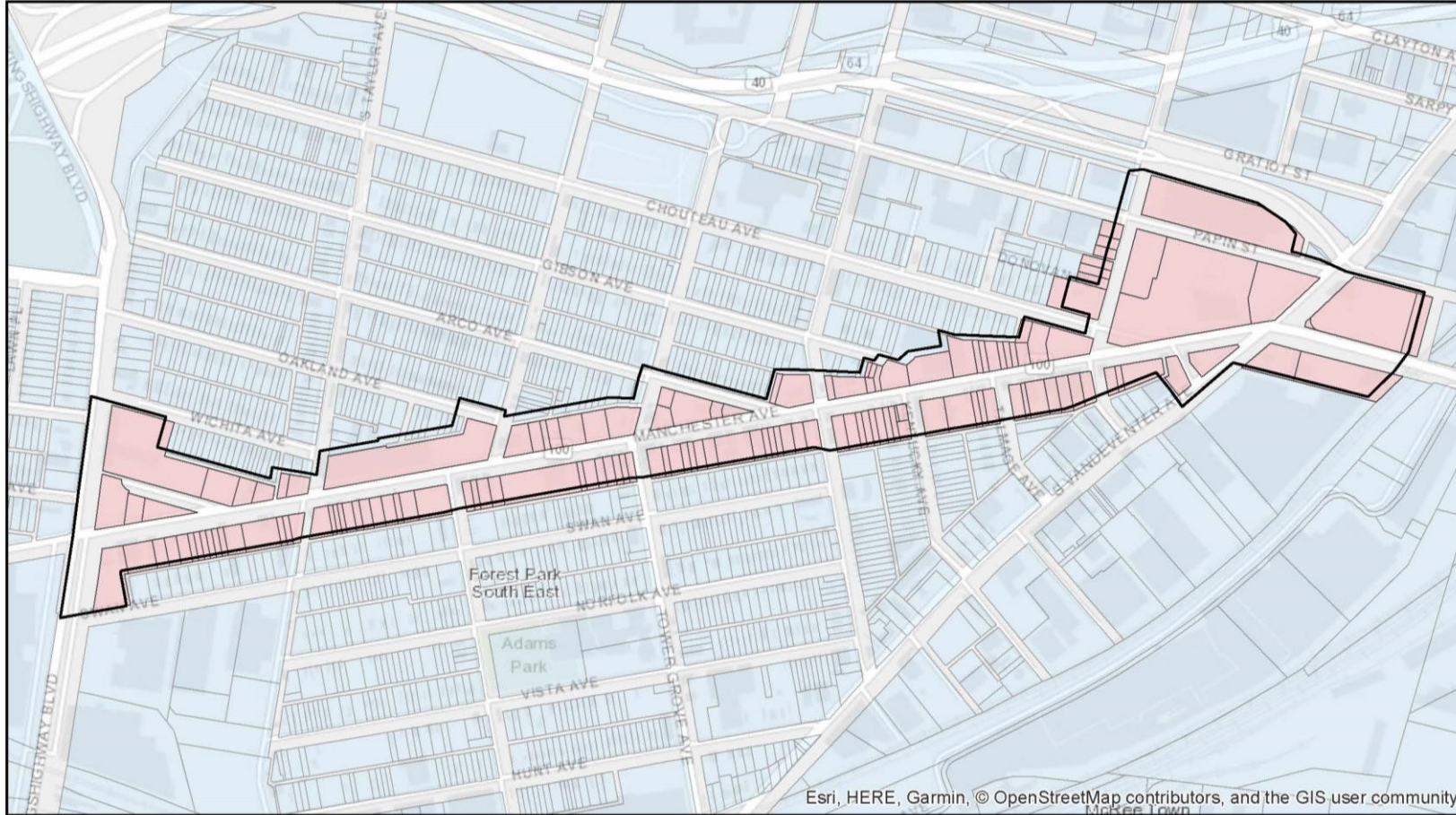
Come and visit The Grove!

Best Wishes,

Kelly Kenter

Kelly Kenter, Board Chair




The Grove Community Improvement District



Esri, HERE, Garmin, © OpenStreetMap contributors, and the GIS user community



Legend

-  The Grove CID
-  Parcels in the Grove
-  Parcels not within the Grove

Created by Carrie Zind 3/5/2019 *Data obtained from City of St. Louis

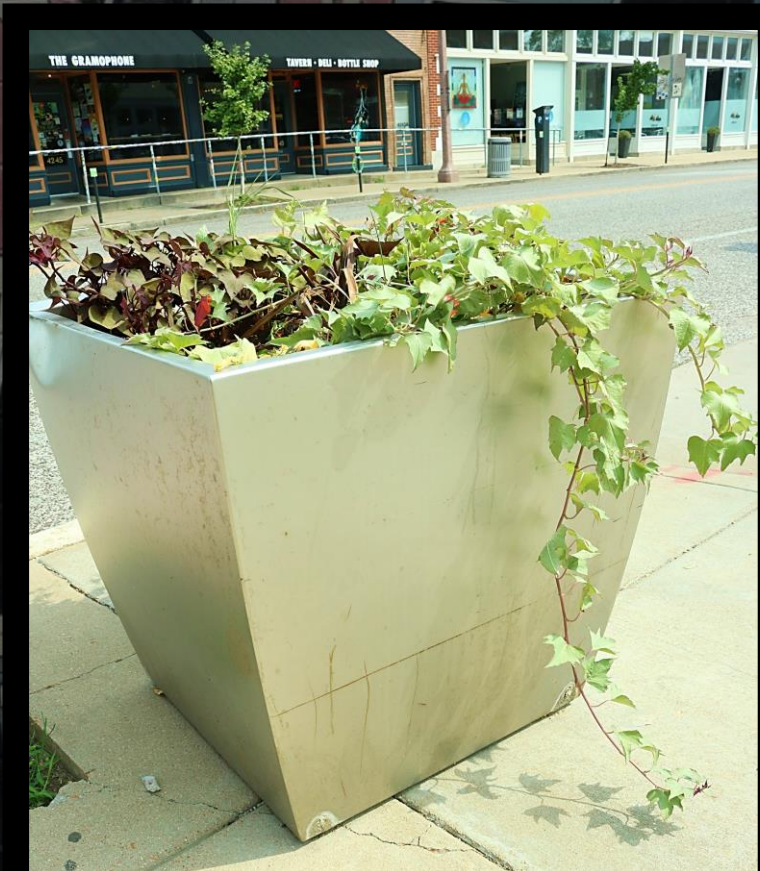
ABOUT

Established in 2009, property owners came together with a shared commitment to improving the area's safety and appearance, with the goal of strengthening and fostering an active business, entertainment, and residential community. The Grove CID is centrally located in Forest Park Southeast neighborhood. The district stretches nearly one-mile along Manchester Avenue between South Kingshighway Boulevard and Vandeventer Avenue. The Grove is near a host of St. Louis landmarks. It's only 4 miles to the Gateways Arch, 1.5 miles to Forest Park and just a half mile to CORTEX Innovation District!

Over the past 20 years, neighborhood organizations, residents, businesses, neighboring universities and medical institutions have invested heavily in the area. This has resulted in a thriving, vibrant and energetic commercial district. Today, this thriving district plays host to a diverse range of businesses offering up street murals, craft beers, global food choices, tattoo parlors, dance floors and spots to shop then grab a coffee. Residents, visitors, and the many businesses that exists along the District reflects its diversity, and this only scratches the surface. There is plenty more fun to be found in The Grove!

QUICK FACTS

- Businesses: 69
- 30k+ followers on Instagram
- More than 3,000 patrol hours by The City's Finest
- Planters maintained: 11
- Trash cans available: 27
- ADA crosswalks: 74
- Street trees: 168



BEAUTIFICATION

The Grove CID has continuously invested in street and parking lot cleaning, trash removal, and weed abatement

Due to the signal box art fading and being covered in graffiti, the Grove CID agreed to have them touched up by the original artist



BEAUTIFICATION

The US Women's National Team Mural was commissioned by the USA Soccer Media Team. It features Becky Sauerbrunn, and it is 1 of 11 in the country



SAFETY



Thank you to Washington University Medical Redevelopment Corporation for helping to complete the Grove CID camera network

45 cameras were installed in 11 sites throughout the neighborhood to ensure any incidents are recorded

SAFETY



PHOTO COURTESY OF TCF

The Grove CID partners with NSI (Neighborhood Security Initiative) to ensure that there are patrols in the area when most needed

In addition to cameras, the Grove also added a Ford Explorer that is dedicated to patrol only the Grove. It is maintained by The City's Finest

Approximately 3,242 patrol hours were completed by The City's Finest

IMPROVEMENTS

Grove CID partnered with the City of St. Louis to convert 134 streetlights along Manchester to LED to ensure the sidewalks are well-lit to help safety and security measures, and to increase the walkability of the neighborhood at night

The streetlight project engaged the community through a survey to determine the brightness of the lights

The cost of the project was ~\$100,000



THE GROVE



GOOD NEIGHBORS AGREEMENT

The majority of businesses in the Grove have agreed to work together to make this neighborhood a better place by signing the Good Neighbors Agreement.

This Agreement is founded on the belief that a successful and sustainable business relies, in part, in the strength, cooperation, and support of the neighborhood around it, and that the strength of the neighborhood relies, in part, on the responsibility, vitality and strength of the businesses operating within it. The issues addressed in the Agreement were negotiated and agreed upon by the Owner & Neighborhood Group.



GREEN DINING ALLIANCE



The Green Dining Alliance is a certification program working with restaurants to ensure sustainable, environmentally friendly practices

For a District to be considered a Green Dining District, there must be 25% of bars and restaurants certified by the Green Dining Alliance

With 10 restaurants certified in the District, The Grove has more than the amount required to be a **Green Dining District**

GREEN DINING ALLIANCE

GEZELLIG



HANDLEBAR



PIE GUY



CONFLUENCE KOMBUCHA



URBAN CHESTNUT BREWING COMPANY



URBAN RESEARCH BREWERY



GRAMOPHONE



ATOMIC COWBOY



FIRECRACKER PIZZA



RISE COFFEE



EVENTS

The Grove Criterium

Contributed \$3,000 to the Grove Criterium bicycle race

Flyover Comedy Festival

Contributed \$3,000 to the festival

Manchester Bike Bash

Contributed \$3,000 to the bicycle festival

RFT Showcase STL 2019

Contributed \$15,000 to Showcase

Sauce Magazine Taco-rita

Contributed \$3,000

ST. LOUIS
CLASSIC



FLYOVER

A COMEDY FESTIVAL INVASION

EVENTS

GROVE  *fest* Est 2005

INDI HOP
JUNE 15^{STL} MO. 6-11PM + 7PM
SHERKKEE ST. & THE GROVE



Contribution: \$30,000



Contribution: \$1,000

BUSINESSES

- 4400 Manchester Apartments
- Archway Sales Inc (warehouse)
- Atomic Cowboy
- Attitudes Nightclub
- Beast Craft BBQ
- Byrne PR
- Chop Shop
- Christopher Custom Cabinets
- Chroma
- City Boutique
- City Greens Market
- Commerce Bank
- Confluence Kombucha
- Crimson Serpents Outpost
- Cultivate Salon
- Curve Junkie
- Earl Scheib- Paint and Body
- Everest Café and Bar
- Family Care Health Centers
- Firecracker Pizza and Beer
- Fresh Art Photography
- Fresenius Kidney Care
- Gezellig Taphouse and Bottleshop



BUSINESSES

Grace Meat + Three
Grove Properties
HandleBar
Intoxicology
Iron & Rye
Jiffy Lube
Just John
Kampe Supply Co
Layla Lebanese Restaurant
May's Place
McCormack House Senior Living
Midland States Bank
Mitch STL
Mueller Signs
N&M Market
Notch
Park Central Development
Parlor STL
Pie Guy Pizza
Rehab Bar and Grill
Restoration St. Louis
Rise Coffee
Running Niche



BUSINESSES

- Sameem Afghan Restaurant
- Sanctuarria Wild Tapas
- Sauce on the Side
- Shisha Restaurant and Lounge
- Simmons Bank
- Southside Barber and Beauty Salon
- SPACE Architecture
- St. Louis Language Immersion Schools
- Sultan Mediterranean Restaurant
- Taha'a Twisted Tiki
- The Gramophone
- The Improv Shop
- The Monocle and the Emerald Room
- The Ready Room
- Tower Classic Tattooing
- Tropical Liqueurs
- U.R.B. (Urban Research Brewery)
- Urban Breath Yoga
- Urban Chestnut Brewing Co.
- Vincent Van Doughnut
- White Castle
- WPT Cares Empowerment Center



NEW BUSINESSES

CRIMSON SERPENTS OUTPOST



September 2018

PIE GUY



September 2018

SULTAN



January 2019

IRON & RYE



June 2019

BEAST BBQ BUTCHER & BLOCK



June 2019

CHAO BAAN



June 2019

COMING SOON

RAISING CANE'S



August 2019

GETTING AROUND IN THE GROVE



Walk Score
76

Bike Score
75

Transit Score
60

The Grove offers a unique sense of place, where mobility is easy and fun. On any given day, you can find people riding their bikes, taking the bus, riding scooters, or walking around the neighborhood

Forest Park Southeast, which encompasses the Grove, has an overall Walkscore of 76, which makes it the 10th most walkable neighborhood in the City of St. Louis

AWARD

THE

lyft

Most Visited Late-Night Neighborhood in
Saint Louis 2018

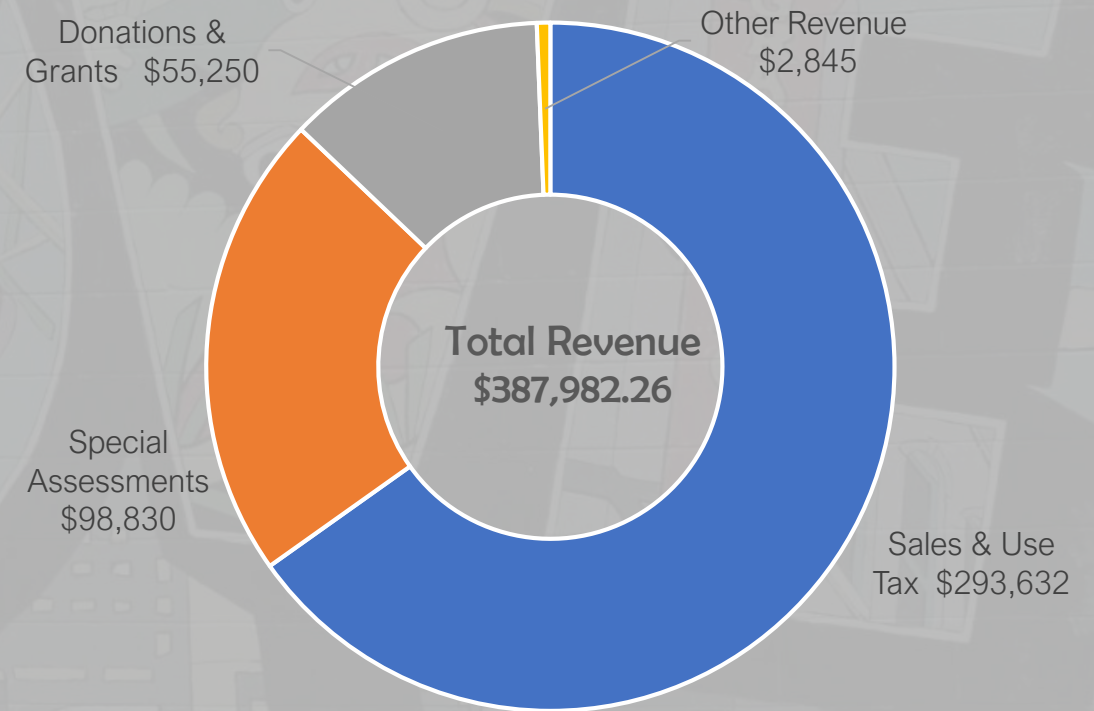
WHERE DOES THE MONEY COME FROM?

Assessments: Assessed value assigned to each property within the boundaries of the district based on square footage of lot and first floor; it is placed on the property owner's property tax bill and collected by the City of Saint Louis

Sales Tax: State of Missouri sales tax rate of 1% per sales and use dollars is collected by the Missouri Department of Revenue from the businesses within the boundaries of the district

Donations/Grants: Safety and security grant from Washington University Medical Center

Other Revenue: Parking and interest



*All numbers are approximate as of publication date.

WHERE DOES THE MONEY GO?

Marketing & Special

Events:

- Special Events
- Sponsorships
- Promotional Materials

Public Improvements:

- Holiday Decorations
- Grove Entry Markers
Electricity
- Other Public Improvements
- Entry Marker Insurance
Claim Credit

Administration:

- Administration Services
- Liability Insurance
- Audit Services
- Legal Services
- Other Miscellaneous Costs

Security & Public Safety:

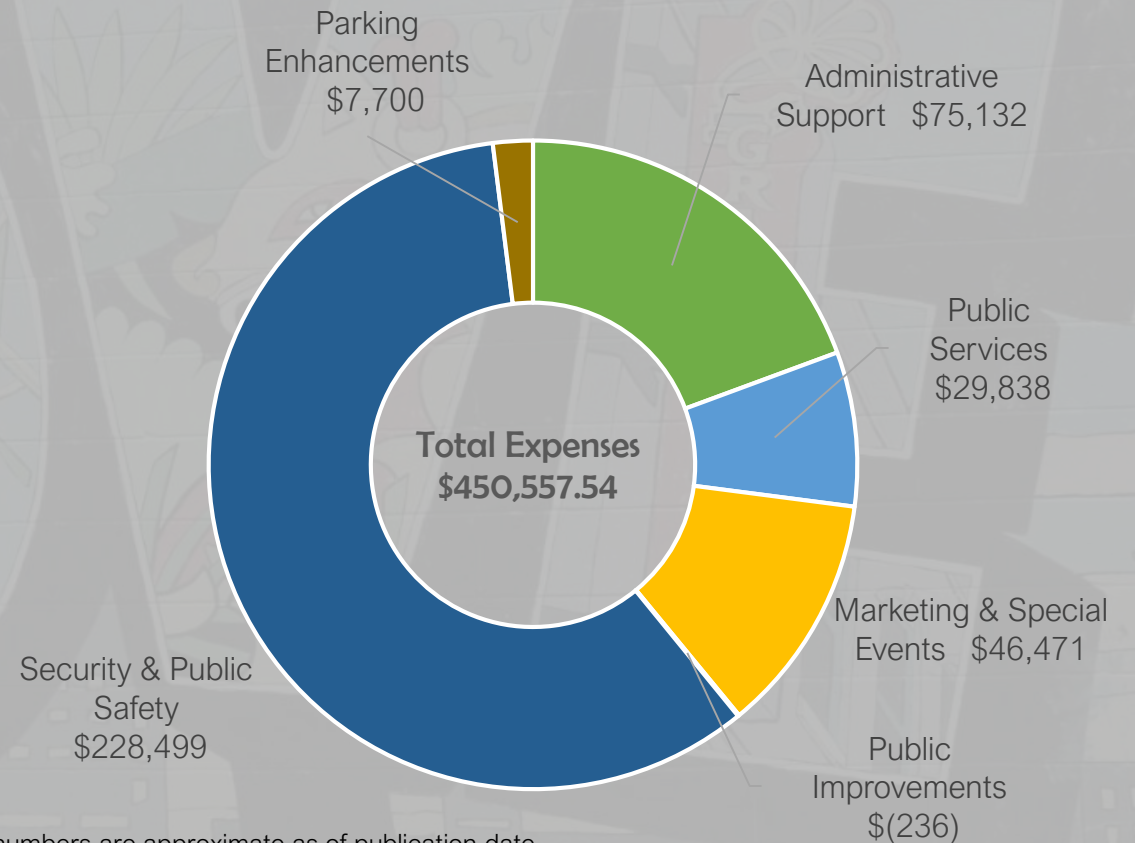
- Security Car
- Patrols
- Parking Lots
- Lighting Improvements
- CWE Neighborhood
Security Initiative

Parking Enhancements:

- Car Share
- Public Parking

Public Service:

- Litter Control
- Landscaping
- Weed Abatement



*All numbers are approximate as of publication date.

BOARD OF DIRECTORS



Kelly Kenter, Chairman
Jack Baumstark, Vice Chair
Brian Phillips, Treasurer
Pete Rothschild, Secretary

Tom Boldt, Director
Austin Barzantny, Director
Don Bellon, Director
Brian Pratt, Director
Chip Schloss, Director
Guy Slay, Director
Mike Feulner, Director

CONTACT



ASHLEY L. JOHNSON
(PROGRAM ADMINISTRATOR)



(314) 535-5311



ASHLEY@PCD-STL.ORG



THEGROVESTL.COM



SECURITY ASSESSMENT PROPOSAL

CONFIDENTIAL INFORMATION TO FOLLOW

Mr. James M. Whyte
Executive Director, CWE NSI
447 N. Euclid, St. Louis MO 63108
jwhyte@cwensi.com

Request for Proposal, Security Assessment

For purposes of confidentiality this project and the client will be internally referred to in this document and forthcoming documents produced by Asymmetric Solutions as "Grove" and "Project Grove"

ASUSA Services, LLC (Missouri)
410 Thomas Rd., Farmington, Missouri 63640
Primary Contact- Nate Burkemper, Private Policing and LEO Director
Telephone 314-851-0911
Toll Free 844-851-0911
Cell 314-348-8068
Email nateb@Asymmetric Solutions1.com

Proposer will serve this contract from its corporate offices located at:
5733 Westwood Dr.
Weldon Springs, MO 63304

Asymmetric Solutions is fully aware of the services requested by Grove and is uniquely positioned and entirely capable of providing the services as detailed below. If the terms detailed in this proposal are deemed satisfactory, it is Asymmetric Solutions' intent to enter into an agreement CWE and perform these services immediately.

Qualifications and Experience

Asymmetric Solutions is a global reach, private special operations firm that services the United States' premier elite military and law enforcement units and conducts security operations in the most non-permissive environments in the world. It was formed by former members of the U.S. Special Operations Community to provide training to current military and law enforcement special operations units and select security services to clients with unique needs. Asymmetric Solutions has three large training facilities, an 1800 Acre complex south of St. Louis, Missouri, a



900 Acre complex in northern Florida, and a 19,000 Acre complex outside San Antonio, Texas. Additionally, Asymmetric Solutions maintains a management office in St. Louis City and permanent security support offices in Mogadishu, Somalia, and Mexico City, Mexico.

Asymmetric Solutions' full-time operational staff of 140+ remarkable individuals is comprised of former Navy SEALs, Army Special Forces (Green Berets), JSOC Operatives (SEAL Team 6 and Army Delta Force), Federal and State Law Enforcement Special Operations personnel, U.S. Department of State Diplomatic Security Agents, and Federal Intelligence operatives. This group has well over 500 years of combined special operations and counter terrorism experience at the highest-level including hundreds of overseas covert and combat deployments. Included in the group are graduates of our nation's most prestigious military academies as well as top ten law, business and med schools. No more qualified team for this task exists.

Similar Engagements

Asymmetric Solutions believes privacy of our clients is paramount and without direct, express permission from those clients, does not disclose directly identifying characteristics or identities of clients. Asymmetric Solutions will take the same care with CWE privacy. Generally, Asymmetric Solutions staff has been engaged to perform security assessments and detail/implement security plans on:

- Major Airports/Aviation Facilities
- U.S. and Foreign Secured Government Installations
- High Net Worth Private Residences
- Embassies
- Corporate Campuses
- Medical Facilities
- Arenas/Sporting Complexes
- Strategic Industrial Facilities
- Marine Assets
- Court Buildings
- Financial Institutions

In each instance Asymmetric Solutions used the expertise and experience of its staff to conduct similar assessments and planning operations to that detailed above and proposed to CWE. Many of these engagements were in some of the most dangerous and non-permissive environments in the world.



Security Personnel and Patrols

-Asymmetric Solutions will maintain all insurance including workers compensation and indemnity. The client will be named as “additionally Insured”. Additionally, security personnel are required to receive ongoing specialized training at our advanced training facility located in Farmington MO. The advanced training includes, threat response, medical response/lifesaving, advanced investigation and networking.

-Asymmetric Solutions is a Missouri POST certified instruction facility and all training provided to Asymmetric Solutions personnel is in fact POST approved, this further invests in our security personnel but also the St. Louis Metropolitan Police Department. It is required that all Asymmetric Solutions security personnel complete training quarterly in order to remain in “good standing” as an employee.

-Each security contractor will be held accountable for business interviews and citizen interactions throughout their perspective shift. Information such as crime trends and current special events will be provided to the security personnel prior or the start of the shift by a project manager.

-Asymmetric Solutions has twelve ATV/Side by Sides to supplement patrol staff

-Asymmetric Solutions has six bicycles to and helmets to supplement patrol staff.

-Asymmetric Solutions will comply with GPS requests/ requirements through our GPS compliant computer system.

-Each Officer working will be issued a reflective vest marked “Police”.

-All Officers will log in with SLMPD Dispatch at the beginning of each shift and maintain contact with communications throughout the duration of the shift to ensure Officer safety.

-Officers will patrol the Grove area via, foot, bicycle and ATV patrol. Officers will be required to conduct business interviews and assist all citizens with requests and concerns.

-Officers will be required to take direct action with any all crimes in progress. All reports will be completed and approved by Asymmetric Solutions management and forwarded to the Grove Security board.

-Nightly shift reports will be reviewed by Asymmetric Solutions Management and forwarded to Grove Security Board.



Project Management/Administration Approach

-A designated project manager (Jim Mowry or Sgt. Curtis Burgdorf) will be on site or available by phone 24 hours per day. Additionally, security personnel will be available via radio or Grove cellular phone throughout the duration of their shifts. In the event that the two existing project managers are unavailable, the Director of Operations will be on standby to provide direction, ensuring three levels of direct supervision of this project will be available twenty-four hours per day.

-Project managers will maintain all shift staffing records available to the client.

-Shift details and activity will be recorded by the Officer and stored on propriety software.

-All shift directives will be sent to Officers prior to start of shift. To include neighborhood events and crime trends.

-If security personnel fail to meet the expectations of "Grove" or Asymmetric Solutions, the staff member in question will be removed from the detail.

-Asymmetric Solutions will provide a set of "Post Orders" that promote the expectations and values of the Grove CID.

-All Officers will adhere to the SLMPD's regulations as it pertains to uniform appearance. Additionally they will be issued any equipment needed to complete duties by Asymmetric Solutions.

-All staffing is vetted by Asymmetric Solutions and must adhere too and successfully complete our POST approved training programs.

-Asymmetric Solutions has a full time Comptroller dedicated to all billing and invoicing duties.

-All request for additional shifts and staffing will be covered by our staff members upon request.

-Personnel retention is maintained by investing in our Management and Security Staff. All team members of Asymmetric Solutions are often paid higher wages than that of competitors. Additionally, we provide full-service Missouri POST approved training and equipment at no cost. This allows staff to build their personal resume at their pace, with no additional costs place on them or the SLMPD. Because of the company investment in the individual employee, Asymmetric Solutions employment retention on all senior level supervisors, instructors and general staff is well above industry averages.



Additional Services to Client

-In the event of a dynamic threat to the City of St. Louis or the Grove area (riots/civil disobedience) Asymmetric Solutions will pull resources and assets from our other locations and maintain to backfill the loss of local law enforcement. All Assets to provide support are at a minimum of Missouri State POST certified or Federal Law Enforcement, who have additionally met our training requirements.

-Asymmetric Solutions will provide security and safety programs to citizens of the Grove to include;

- Situational Awareness
- Women's Safety
- Active Threat/Active Shooter
- Self Defense
- Firearm Safety
- Medical and First Aid
- Comprehensive security reports for business

Security Personnel Rate of Pay

Base rate of pay for CWE will be \$40.00 - \$45.00 per hour or more depending on special event status. Security personnel receive a pay check Bi-Weekly.

Reference of Service

Chase Law Firm
7509 Delmar
St. Louis Mo 63130
POC- Matt Chase 314-757-4861

Lumiere Place Casino/Hotel
999 N 2nd
St Louis Mo 63102
POC – Mark Hughes 314-881-4502

Biddle House – Homefull
1212 N 13th Street
St. Louis Mo 6 3106
POC – Tina Patterson 937-293-1945 ext 520

Additional references upon request



Fee Schedule

\$65.00 Hour **Private Policing Security Contractors and Consultants**
Asymmetric Solutions will provide Missouri State, Post Certified, Police Officers in conjunction with Tier One security advisors to maintain an ongoing security detail for CWE footprint. These contractors will be flexible and able to staff all requests for routine patrol as well as special events.

Price per unit **Redlyst Digital Security System**
Redlyst is a digital security system which is trademarked and unique to Asymmetric Solutions.

Included **Additional services include;**
Investigation
Active shooter/Threat training
Threat assessments for businesses
Medical training

Engagement

Asymmetric Solutions is ready to begin delivery of services immediately upon request of engagement.



CAMPBELL SECURITY AND SERVICE GROUP

Security Overview

OUR MISSION

To provide superior protection and services supported by real world experience and training, all while respecting the anonymity of our clients.



OUR STORY

Campbell Security Group was founded in 2014, as a result in demand for highly trained private security professionals in the greater St. Louis area and throughout the US.

Since 2014, CSG has grown 25% annually by diversifying services and employing over 30 security professionals to meet the economies demand while maintaining our high standard of service.



OUR TEAM

Our team consists of highly trained and experienced former Law Enforcement Officers and Military Veterans. We also maintain an extensive pool of security professionals throughout the U.S.



**Corby
Campbell**

President
Aviation &
Executive
Security



**Dave
Tettamble**

V.P.
Ground &
Physical
Security



**Chris
Saracino**

V.P.
Business
Development



ABOUT US

- A St. Louis-based business offering professional security and concierge services.
- One-stop for all of your security needs.
- We specialize in:
 - Securing People
 - Executive Protection
 - Incident Prevention
 - Incident Response
 - Information Gathering Risk Assessment
 - Law Enforcement Relationships
 - Strategy Execution
 - Training



OUR SERVICES

- Protective Services
- Security Vulnerability Assessments
- Event Security
- Aviation Security
- Concierge Services



PROTECTIVE SERVICES

- ◉ We provide Personal Security protection for CEOs, Board Members, Corporate Leaders, High Net Worth individuals, and their families based on advance preparations and planning, and real-time intelligence information.
- ◉ We maintain a close working relationship with city, state, and federal authorities while striving to maintain superior client relationships and providing discreet professional service.
- ◉ We create security strategies and plans to deter and reduce threats.
- ◉ We maintain an extensive pool of Executive Protection Agents and capabilities domestically and internationally.



SECURITY ASSESSMENTS

- Physical Security Surveys
- Review Asset Protection Guidelines
- Threat Analysis
- Security Planning & Implementation
- Liaison with Law Enforcement
- Supports the corporation in a wide array of industrial security areas:
 - Industrial/Asset Security
 - Corporate Security
 - Personnel Security
 - Access Control



EVENT SECURITY

- Corporate Meetings and Conventions
- Special Events, Concerts, Public Events
- Planning and Logistics
- Access Control and Screening
- Credentials and Physical Security



OUR CLIENTS

- High Net worth Individuals and families
- CEO's
- Board of Directors
- Tech Companies
- Foundations
- Fortune 500 Companies
- Health Care Facilities
- Owner of Professional Sports Team
- Professional Sports Team



AVIATION SECURITY

- ASO (Air Security Officer) certified by the T.S.A. to land private aircraft at Reagan National and other commercial airports typically off-limits to private aircraft. (Requires application by aircraft owner/operator).
- Ground security to and from the aircraft if required.
- Technical Surveillance Countermeasure (TSCM) sweeps on the aircraft.



OUR PROCESS

- Meet with Client , Assess Needs, Collect Data
- Formulate Security Plan
- Conduct On-Site Advances (as needed)
- Review Plan with Client
- Select/Manage Security Contractors (as needed)
- Liaison with Federal, State, and Local Law Enforcement
- Liaison with Fire & EMS
- Execute Plan
- Control/Implement Access Processes
- Review Lessons Learned and Implement as Needed



CONCIERGE SERVICES

- We recognize your time is valuable, so we can provide services to enable you to focus on things that matter most to you.
- We can assist with:
 - Transportation services
 - Event and meeting planning; site visits
 - Food & Beverage service
 - Hotel reservations
 - Restaurant recommendations and dinner reservations
 - Theater, concert, and sporting event tickets.
 - Business referrals
- Service and hospitality are at the center of our client and guest experience.



KEYS TO SUCCESS

- Experience
- Relationships
- Communication
- Execution
- Available 24/7
- Customer Engagement
- Follow-Through
- Responsibility
- Pride in Work



OUR FUTURE

- Increase our services through expansion
- Exposure to additional professions and families
- Expand domestically and internationally
- Increase ASO services
- Real time international threat assessments



CONTACT US

www.campbellsecuritygroup.com

Campbell Security and Service Group
2350 S. 7th Street, Suite 130
St. Louis, Missouri 63104

314.499.1121

corby@campbellsecuritygroup.com

dave@campbellsecuritygroup.com

chris@campbellsecuritygroup.com



PATROLS

- Upon award of contract, CSG will provide the following:
 - Armed and uniformed patrolmen
 - A combination of 3 patrol vehicles/ATV's equipped with flashing lights
 - 3-5 mountain bikes fully equipped with lights and marked with "Police."
 - CSG maintains open accounts with Schwinn, Leon Uniform Company and Ed Roehr Safety Products Company, to provide all officers with necessary safety equipment, such as bike helmets and reflective vests with "Police" to readily identify all officers on walking and biking patrols, and as requested by the Grove CID.
- SLMPD radios are all equipped with GPS tracking which can be utilized for verifying invoices, as requested. CSG is confident in their officers and that SLMPD radios will meet the requirement of the Grove CID, however, upon award of contract, CSG will meet the request of the Grove CID for 6 GPS units if further oversight is deemed necessary by the Grove CID.
- Proposed Shift:
 - Thursday (4 Officers)
 - 7:30pm-11:30pm (2 Officers)
 - 11:30pm-3:30am (2 Officers)
 - Friday (4 Officers)
 - 7:30pm-11:30pm (2 Officers)
 - 11:30pm-3:30am (2 Officers)
 - Saturday (4 Officers)
 - 7:30pm-11:30pm (2 Officers)
 - 11:30pm-3:30am (2 Officers)
 - Sunday (3 Officers)
 - 7:30pm-11:30pm (1 Officer)
 - 11:30pm-3:30am (2 Officers)
 - Other shift needs, times and locations will be determined by the NSI, with input from CSG, SLMPD and approved by the Grove CID. Shifts will be provided on the following holidays:
 - New Year's Day
 - Memorial Day
 - Independence Day
 - Halloween Day
 - Thanksgiving Eve
 - Thanksgiving Day
 - Christmas Eve
 - Christmas Day
 - New Year's Eve
 - Special Events in the district
 - Grove Fest
 - IndiHop

- CSG employed officers will patrol by foot, bicycle or vehicle, and the designated district according to a predetermined schedule. CSG will be flexible in location assignments and hours worked, in accordance with the District needs. Upon award of contract, CSG is prepared to collaborate with the NSI, the Grove CID and its authorized partners in the interest of broadening safety practices within the district.
- During shift times, CSG employed officers will monitor their official issued SLMPD radio, District 2 channel, check in with the SLMPD dispatcher and respond to Calls for Service in their assigned SBD area.

Administrative Duties

Upon award of the contract from the Grove CID, the following procedures will be in place:

- CSG will assign a SLMPD Supervisor/Detail manager for the Grove CID detail.
- The CSG Office Manager will receive verified timesheets from the SLMPD Supervisor/Detail Manager. The CSG Office Manager will also maintain and make available to the NSI and/or the Grove CID, staffing records and timesheets for account management purposes.
- CSG will record shift activity reports documenting the security officers' activities during shift times. At the request of the Grove CID, CSG will utilize an NSI issued, electronic device with pre-loaded software or App to manage information and document activity during their shift.
- As stated above, SLMPD radios are all equipped with GPS tracking, however, CSG will meet the request of the Grove CID for GPS units if further oversight is deemed necessary by the Grove CID.
- The SLMPD Supervisor/Detail Manager will be readily available as a primary point of contact and will oversee this detail. Furthermore, all CSG owners are available 24/7 to address urgent concerns.
- CSG, in compliance with the CID Grove, will provide necessary management and supervision for all contract employees and will be solely responsible for instituting and invoking disciplinary action of employees not in compliance with CSG's rules and regulations, as well as any other policy established by the contracting parties.
- CSG will develop and provide a check-in policy for specific locations and a system of accountability, to include "Post Orders" documenting general procedures.
- CSG employed officers will follow their department grooming policy. CSG will provide uniforms and weather-appropriate protective clothing necessary to support continued performance of the contract requirements.
- CSG will agree to the hiring, training and administration of motivated and professional employees that meet or exceed both CSG's and the NSI's standards. Upon reasonable request of the NSI or the Grove CID, CSG agrees to remove or hire, any employee considered by the NSI or the Grove CID for any reason.
- CSG will administer all cost accounting and billing relative to the contract.
- CSG will respond, as necessary, to accommodate additional duty hours as may be requested by the NSI or the Grove CID.
- CSG owners will meet or make themselves available, by phone, with the NSI Executive Director or the NSI Deputy Director weekly for the purpose of reviewing reported incidents, discussing

planned events, reviewing deployment and scheduling, and general discussions regarding the program.

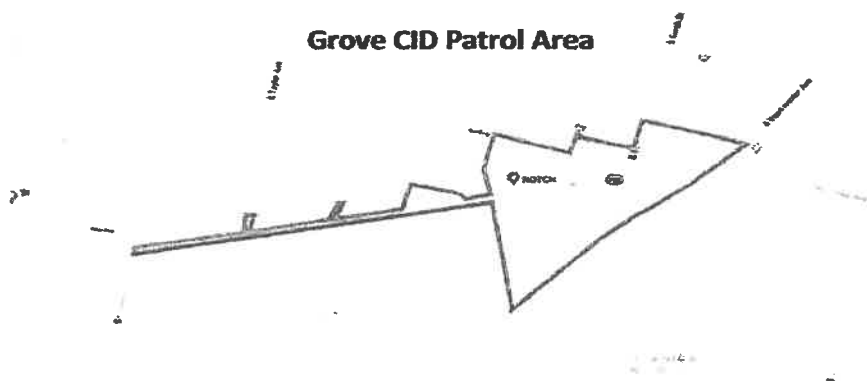
KEY Qualifications

- CSG is in compliance with all applicable federal, state and city ordinances in performing services as required under this RFP. Furthermore, CSG is duly authorized to operate as a private security agency within the City of St. Louis, Missouri. CSG is registered and maintains good standing with the Missouri Office of Secretary of State and is licensed and authorized to operate as a private security agency in the City of St. Louis. CSG is also in compliance with all City of St. Louis requirements for subcontractors including certificates, business licenses and insurance. Records will be provided upon request.
- Company History and Organization
- Campbell Security Group was founded in 2014, as a result in demand for highly trained private security professionals in the greater St. Louis area and throughout the US.
- Since 2014, CSG has grown 25% annually by diversifying services and employing over 30 security professionals to meet the economies demand while maintaining our high standard of service.
- Our team consists of highly trained and experienced former Law Enforcement Officers and Military Veterans. We also maintain an extensive pool of security professionals throughout the U.S.
- Our team consists of:
 - Corby Campbell President Aviation & Executive Security
 - Dave Tettamble V.P. Ground & Physical Security
 - Chris Saracino V.P. Business Development
- CSG Management Approach
 - Meet with Client, Assess Needs and Collect Data
 - Formulate a security plan
 - Conduct On-Site Advances (as needed)
 - Review Plan with Client
 - Select/Manage Security Contractors (as needed)
 - Liaison with Federal, State, and Local Law Enforcement, as well as with local Fire & EMS
 - Execute the plan
 - Control/Implement Access Processes
 - Review Lessons Learned and Implement as Needed
- Personnel Selection Process
 - Commissioned, off duty, Law Enforcement Officers
- CSG strives for and has achieved longevity with their employees and contracts.
- CSG personnel and officers are fully accredited through the St. Louis City and County, as required, through the Watchman's Division.
- Refer to Attachment 1 for details of Cost Proposal and Invoicing.
- CSG strives for high visibility, community policing as well as proactive policing with community engagement.
- CSG will provide a daily summary of activity/events/crimes during contracted operating times.
- CSG maintains relationships with an array of local businessmen, as well as city, state and federal officials.

- See Attachment 2 for references
- CSG is current on FICA, Federal Unemployment Insurance, State Unemployment Insurance, General Liability Insurance and Workers Compensation Insurance. Pay rate is outlined in Attachment 1.
- Overhead and Administrative Costs
 - Upon award of contract, additional administrative costs may be incurred at an agreed upon rate between CSG and the Grove CID. Additional administrative costs will include any requests made by the NSI and/or the Grove CID above the normal scope of administrative work (ie. additional review of GPS, additional reports requested by the NSI and/or Grove CID).
- CSG maintains relationships with several local companies to acquire and maintain all equipment. Upon the award of this contract CSG will make available to the Grove CID records associated with equipment costs.
- Upon award of this contract CSG will provide the Grove CID the following, as requested:
 - Operating Expenses
 - Miscellaneous Costs
 - Total Loaded Billing Rate

Upon award of this contract to CSG is prepared to maintain this detail of the term of one (3) year period unless terminated by party with a thirty (30) day written notice. CSG will enter into a written contract with the Grove CID. CSG understands that the final contract between CSG and the Grove CID and CSG's proposal is subject to the approval of the Grove CID Board of Directors. Upon award of the contract, CSG is prepared to commence services on or about October 1, 2019.

CSG will provide a combination of foot, bicycle and vehicle patrols within the boundaries of the Grove CID, as shown on the below map. Specific shift needs, times and locations will be determined by the NSI and the Grove CID and transmitted to the appointed CSG SLMPD Supervisor/Detail Manager.



Indemnification

Upon award of the contract, CSG agrees to indemnify, defend and hold harmless the NSI and the Grove CID and their respective board members, officers, employees and agents from and against any and all liabilities, losses, damages, costs and expenses of any kind (including, without limitation, reasonable attorneys' fees) which may be suffered by, incurred by or threatened against the NSI and the Grove CID, or any of their respective board members, officers, employees or agents on account of or resulting from injury, or claim of injury, to a person or property arising from CSG's actions or omission relating to this agreement, or arising out of CSG's breach or failure to perform any term, covenant, condition or agreement herein provided to be performed by contractor.

Insurance

Upon award of contract and prior to the execution of the contract, CSG will have in effect, and maintain throughout the duration of the Agreement the following insurance coverage:

- Commercial General Liability Insurance with limits no less than one million dollars (\$1,000,000) per occurrence and two million (\$2,000,000) in the aggregate;
- Automobile Liability Insurance with limits no less than one million dollars (\$1,000,000) per occurrence;
- Workers' Compensation Insurance, as required by the state of Missouri, with statutory limits;
- Employer's Liability Insurance with limits no less than one million dollars (\$1,000,000) per accident for bodily injury or disease, for each of CSG's employees who will be engaged in the performance of this agreement;
- Umbrella/Excess Liability: \$10,000,000 per occurrences and \$10,000,000 aggregate, and
- If excluded from the insurance policies required above, liability insurance covering CSG's use of marked mobile vehicles with limits no less than one million dollars (\$1,000,000) per occurrence. CSG will name the Grove CID as an additional insured on CSG's commercial general liability, automobile liability, and ATV liability policies and will provide the Grove CID with certificates of insurance evidencing such coverage upon execution of this Agreement.

CSG insurance policies will be endorsed to cover the liability of CSG hereunder. CSG will name the Grove CID as additional insured on CSG's commercial general liability insurance policy and will provide Grove CID with certificates of insurance evidencing such coverage upon execution of this agreement. CSG will provide renewal certificates of insurance, or such similar evidence, if the policies have an expiration or renewal dates occurring during the term of the contract. CSG acknowledges that any receipt of any certificates does not constitute an agreement by the Grove CID that the insurance requirements in the Agreement have been fully satisfied or that the insurance policies indicated on the certificate are in compliance with all Agreement requirements. It is further acknowledged that failure of the Grove CID to obtain certificates or other evidence from CSG is not a waiver by the Grove CID of any requirements for CSG to obtain and maintain the specified insurance coverages. CSG is in acknowledgement that non-conforming insurance does not relieve CSG of the obligation to provide insurance as specified herein.

ATTACHMENT 1

Hourly Billing Rate for Service Worksheet

Year One	Regular Cost	Overtime Cost
Hourly Pay Rate for Patrolmen	\$40.00	\$50.00
Hourly Cost to the CID Grove	\$70.00	\$80.00
Year Two		
Hourly Pay Rate for Patrolmen	\$42.50	\$52.50
Hourly Cost to the CID Grove	\$72.50	\$82.50
Year Three		
Hourly Pay Rate for Patrolmen	\$45.00	\$55.00
Hourly Cost to the CID Grove	\$75.00	\$85.00

Attachment 2

References



Crawford-Butz
INSURANCE AGENCY

July 26, 2019

Attn: The Grove Community District

Re: Letter of Recommendation for Campbell Security Service

To Whom It May Concern:

For the past three years I have been working with Mr. Campbell and his company to provide off duty, uniformed police officers to provide extra patrols and security in the Holly Hills area.

Our experience has been nothing short of excellent. The service has provided us officers who take the extra patrolling seriously and professionally. We have had and continue to receive excellent communication and feedback both from the management of Campbell Security, the officers who walk the beat in our neighborhood and Carondelet Park and the neighbors who VOLUNTARILY pay for this added security.

I highly recommend this company and please feel free to contact me with any questions.

Best wishes,



Steve Butz
President

Freedom to grow.®

423 Lynch Street, St. Louis, MO 63118-1803



314-771-7700 • 800-325-9905
www.abecu.org

August 15, 2019

Hi Corby,

I just wanted to thank Campbell Security for providing the recent personal security training for our staff. The staff enjoyed the training and we will plan on making that a semiannual training event for 2020.

Your staff is made up of topnotch professionals. I know they all have years of experience. They have trained our employees, worked events as security, termination cases, and also executive pickup and security to events and the airport. Every time I have needed your service you have been more than accommodating,

I look forward to our continued partnership...here in St Louis and our branches across the country.

Thanks,

Norm Williams

Anheuser-Busch Employees Credit Union

Facility Management

THE HILL SECURITY PROGRAM

1935 Marconi
St. Louis, MO 63110
314-960-5721

July 22, 2019

To Whom it may concern,

May 2017 through June 2018, Campbell Security & Services Group supplied security to our neighborhood using secondary Police Officers from the City of St. Louis. The staff at Campbell Security were attentive, professional and responsive. Corby Campbell himself, if not immediately available, always responded promptly.

Unfortunately, the program became defunct effective July 1, 2018 as this program was funded voluntarily by a number of business owners and a few residents; otherwise they would still be patrolling our beautiful neighborhood.

If you require anything further, please call me at your earliest convenience 314-960-5721.

Sincerely,



Annmarie Lumetta
Chair



THE CITY'S FINEST

RFP for Grove CID Off-Duty Police Patrol

Prepared for:

James M. Whyte
Executive Director
Central West End Neighborhood Security Initiative
447 N. Euclid
St. Louis, MO 63108
jwhyte@cwensi.com

Prepared by:

Charles Betts
Owner
The City's Finest, LLC
crbetts@tcf-llc.com
(314) 458-9297

August 19, 2019

The City's Finest, LLC
1039 Tower Grove Avenue
St. Louis, MO 63110
(314) 458-9297



Company History

The City's Finest, LLC (TCF) was founded in 2007 by retired St. Louis Homicide Detective, Charles Betts. The City's Finest is a full-service security company providing a variety of innovative security solutions utilizing off-duty law enforcement officers from St. Louis Metropolitan and St. Louis County Police Departments. We're an approved security company and police secondary employer with the City of St. Louis, St. Louis Metropolitan Police Department and St. Louis County Police Department.

TCF uses basic community policing tactics coupled by targeted enforcement strategies, all while working closely with our customers to provide comprehensive and effective security plans. Historical crime data is analyzed to help design effective patrol schedules. Our officers are deployed using custom police mountain bikes, ATV's, motor vehicles and foot patrols. Our methods of patrol allow for enhanced interaction between the community and our employees, while providing a proven deterrent to criminal activity.

In 2012, Charles Betts founded The City's Finest Surveillance, LLC (TCF-S). Surveillance camera technology is an essential part of helping law enforcement improve their overall effectiveness and efficiency. The company's focus is to implement quality IP surveillance camera systems that capture general overview, facial images and license plate capture. Our systems are designed solely to assist law enforcement and corporate entities with both real-time and historical investigations.

Over the past twelve years, The City's Finest brand has become one of the most respected supplemental law enforcement and surveillance companies in the St. Louis region. Some of our current clients include:

- Washington University
- St. Louis University Hospital
- Central West End SBD's and CID's
- Grove SBD
- Downtown SBD and CID
- Lumiere Place Casino
- DeBaliviere Place SBD
- Soulard SBD
- Gardenside SBD
- McCormack Barron
- Great Rivers Greenway
- Lowes
- MotoMart
- Rosati-Kane and New City Schools
- Koplak Communications





Benefits of TCF

TCF is not the cheapest option for our customers, but we certainly provide the best overall value for your dollar. The following are some of the advantages and value added services TCF provides to our customers:

- Hand-Picked proactive Police Officers
- Headquarters within the Grove and multiple satellite offices throughout the City of St. Louis
- Variety of patrol methods (Foot, Mountain Bike, ATV, Vehicle)
- Accountability through GPS
- Proprietary online reporting/time clock system (DMS), computerized scheduling and crime analysis
- Digital radio system
- Superior customer service via a large management structure
- In-house IPMBA Certified Bike Mechanics and Certified Automobile Mechanics

TCF Officers and Training (Value Added Service)

TCF is the largest employer of Police Officers in the St. Louis area with over 300 P.O.S.T certified Police Officers on our team. We maintain the largest pool of IPMBA Certified Police Mountain Bike Officers in the St. Louis Metropolitan Area with over 140 IPMBA Certified Bike Officers at our disposal. We're also the exclusive trainers for the SLMPD's IPMBA Bike Certification Course, employing the only IPMBA Certified Instructors for the SLMPD. In addition, we employ the only IPMBA Certified Mountain Bike Mechanics for the SLMPD.

In addition to St. Louis City Officers, we employ Police Officers from St. Louis County Police Department and other select "Class A" municipal police departments throughout St. Louis County. Police Officers working for "Class A" departments have police powers throughout the State of Missouri and are authorized to work secondary employment within the City of St. Louis for select security companies as determined by St. Louis County Police Department. The City's Finest, LLC is one of these select security companies approved to employ these Officers. We deploy St. Louis County Officers for specific contracts and only when approved by the client.

All our Officers are hand-picked after an interview process and we never just hire an Officer to fill shifts. After being selected to work for TCF each Officer goes through mandatory training to familiarize them with TCF's policies and procedures. Their training is a minimum of 4-hours during which they learn the proper use of TCF's reporting and time clock systems, TCF and customer expectations, customer specific post-orders, instruction on proper vehicle, GPS and radio use along with other important information necessary to do their jobs properly.

Our Police Officers not only provide a professional deterrent to criminal activity, they have the experience and training necessary to properly react if a criminal incident occurs.





Accountability through GPS (Value Added Service)

TCF was the first security company in the region to outfit Officers and vehicles with GPS devices for purposes of accountability to our customers and provide a level of supervision that no other company can provide. The devices identify extended stops, speed and path of travel. TCF has a specific manager to review **every** GPS vapor trail following a shift. This review allows TCF to ensure Officers are meeting our expectations along with our clients' expectations. We adjust billed hours to our client based on this GPS data, ensuring the client is only paying for services they receive.



DMS (Value Added Service)

TCF was the first security company in our region to design a proprietary online reporting, biometric time clock and data management system. Deployed in 2008, the system branded as the "DMS", changed the way we managed the company. Today, we remain the only company in our region with this technology. This elaborate communication tool allows TCF Management, TCF Officers and our customers to communicate easily. It serves as a biometric time clock, reporting system and client portal. The online infrastructure allows worldwide access via any operating platform including mobile devices. No other private security company in the region has a system like this.

One of the most sought-after features of the DMS is the reporting function. Every TCF Officer is required to write a Nightly Report at the completion of his/her shift. This Nightly Report allows the Officer too easily communicate any concerns, notable incidents, arrests and FIRS. Clients can view, print, or email these reports on demand via the DMS. TCF has a specific manager that reviews **every** shift report for detail, accuracy and professionalism.

The DMS's time clock notifies Officers of special shift assignments for their specific patrol and reminds Officers of specific TCF/SLMPD/customer policies and procedures during the clock-in/out process. In addition, the time clock photographs the Officer at clock-in/out as an additional accountability feature for our clients.

Clients can easily review reports and track arrest and FIR statistics in an instant, monitor security budgets, communicate with TCF Management and conduct audits from the click of a mouse. Paper reports are the thing of the past. The DMS is one of the most important value added services TCF provides to our clients.



TCF Management (Value Added Service)

TCF's management team strives to provide the best service to our customers while ensuring our Officers are performing at levels that meet or exceed our customers' needs. Our extensive management team works together to allow TCF to operate efficiently and professionally.

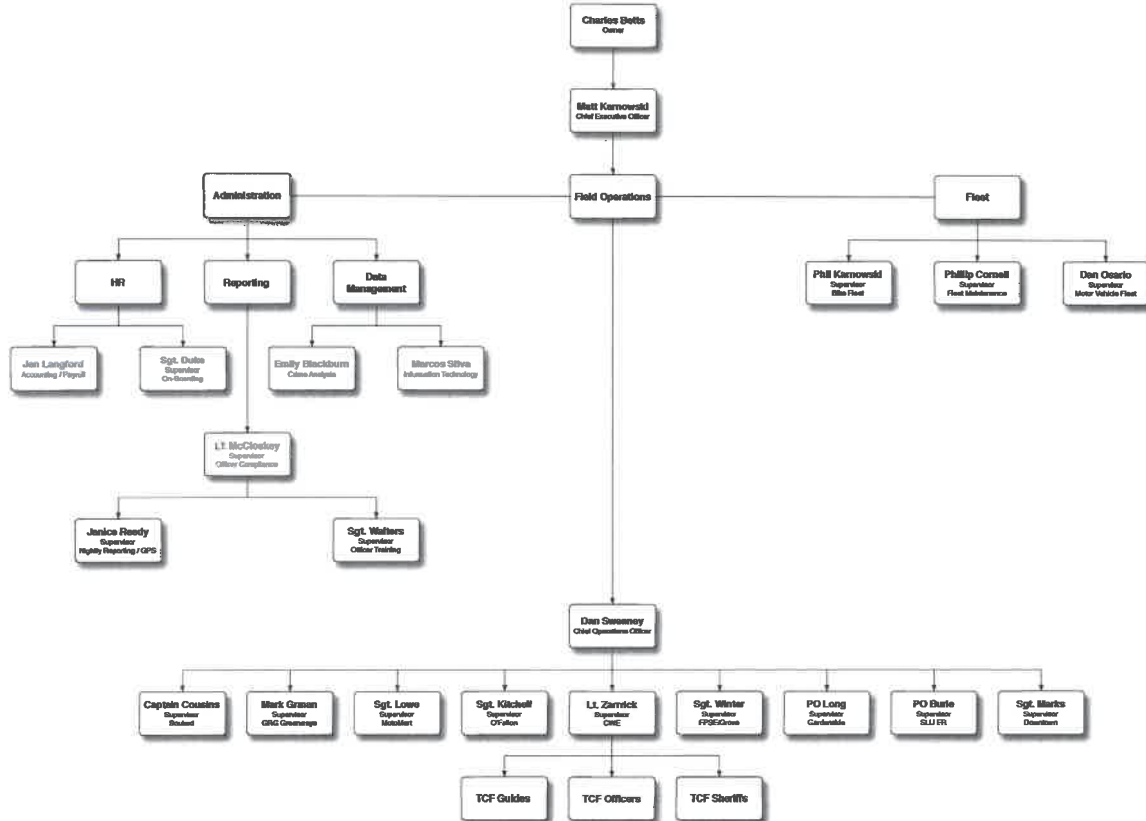
TCF's Owner, Charles Betts, is a full time employee of TCF and leads the TCF management team by working in the field approximately 40-60 HRS a week. He makes himself available 24/7 to TCF's customers and remains in daily communication with the NSI.

Our operations team is primarily comprised of current and retired police officers, many of whom are supervisors and commanders with the SLMPD. TCF prefers using active or retired police officers for management of our operations due to their first-hand experience and understanding of law enforcement. Employing SLMPD command rank allows TCF too easily navigate the chain of command and various communication channels of the SLMPD.

Our administration team is primarily comprised of a civilian staff, each having extensive background in finance, information technology or data management.

TCF assigns individual project managers to our larger contract areas. This allows our customers to have a consistent point-of-contact that is available 24/7.

Below is an organizational chart outlining TCF's current management structure:





Computerized Scheduling (Value Added Service)

TCF schedules are managed by a computerized scheduling program that allows TCF Management too easily create, maintain and distribute our schedule. The system is available via any computer or smart device. Officers are automatically notified via text message of an upcoming shift or when an Officer needs to release a shift due to a conflict.

TCF schedules are created with assistance of the TCF Budget Tracker. This is a graphical representation of current budget amounts and what has been spent in our various contract areas. Our budget tracker helps the TCF's Schedule Manager know exactly how many shifts to deploy each month while helping to identify any concerning budget overages or surpluses. Our customers receive an updated budget tracker during monthly meetings for another level of accountability and transparency.

Digital Radio System (Value Added Service)

Unified and efficient communication has been one of the biggest hurdles TCF has tried to overcome since our inception. This problem has been solved with a new radio technology from Motorola, and we proud to be the first in the region to deploy it. The system works just like a police radio system, but utilizes the Verizon Cellular Network to transmit data. Data can include texts, photos and audio. The system requires no large scale antenna network and works anywhere within the United States.

This new radio technology allows TCF the ability to communicate using a physical radio or a smartphone application. When using the app, TCF can efficiently deploy the radio technology in a cost effective manner for our customers and any participating businesses. The app can easily be installed on any smartphone and will work in conjunction with proprietary security applications such as the one being developed by the CWE NSI.

TCF's radio system is helping to improve the overall communication between our customers and staff. Businesses and organizations such as the CWE NSI, can now communicate quickly with our management team or even directly with our Officers. This personal connection will continue to improve the overall perception of crime and our customer service. With the ever increasing request for St. Louis County Police Officers and TCF Guides, unified communication is extremely important to their effectiveness and safety.

Detailed Invoicing (Value Added Service)

TCF's invoicing process has become the standard for most of the major taxing districts in the St. Louis region. We've even been recognized by the SLMPD Internal Affairs Division and the FBI due to our overall invoicing process and accuracy.

Our invoices contain information from our scheduling, DMS and GPS systems. Data from these three systems is compiled into a custom Excel database to create extremely accurate timesheets that are backed by several layers of checks-and-balances. Our scheduling system provides the foundation for our invoice timesheets, while the DMS's biometric time clock and nightly report data provides important information about time clock punches and activity during a shift. Finally, our GPS system is used to ensure each patrol meets our standards. If a patrol does not meet our standards we make adjustments to the billable hours. This method of billing ensures our customers are accurately billed and only paying for the services they received.

We digitally invoice our customers on the 15th and last day of each month. Each invoice is contains a summary and a timesheet. All invoices are NET 30 and can be payed via credit card, ACH or standard check.



Quality Management and Training Processes

The above-described TCF value added services and systems all work together to ensure we provide the absolute best overall quality control of any security company in our region. It all starts with our hiring process, where we hand-pick Police Officers we believe will meet TCF's high standards. Our training program ensures every TCF Officer understands our expectations and the customers. Our patrol methods allow our Officers to easily interact with the public and the criminal element. Our computerized scheduling, GPS and DMS systems all allow for transparency, unified and efficient communication between the Officers, customers and our management. Our crime data analysis allows us to identify and focus on current problems while tracking historical trends. Our budget tracker ensures we remain on target while our invoicing is supported by multiple levels of checks and balances to ensure accuracy.

Simply put, our staff and systems all work together to ensure we provide the best possible service and accountability for our customers.

Insurance

TCF is fully bonded and insured, with limits far exceeding the SLMPD's minimum requirements for insurance. We currently maintain **\$10,000,000** of general liability coverage and hold workers compensation coverage in compliance with all city, state and federal laws. Additionally, all TCF vehicles are insured in excess of SLMPD and state requirements.

Officer Benefits

TCF Officers are all employees, not contractors (not 1099'd). Any company that 1099's police officers can not consider those Officers employees per IRS tax laws. TCF withholds all appropriate taxes, employee and employer contributions. Officers are provided with appropriate W2's at the end of the year. Our Officers are not penalized with self employment tax at the end of the year. In addition, TCF Officers pay into Social Security. This is extremely beneficial for their retirement incomes as Police Officers are exempt from Social Security when working directly for a police department. All TCF Officers are full time employees for their respected police agency and part-time employees for TCF. Therefore, health and 401K options are deferred to their respected agency.

Officer Recruitment and Retention

In 2007, TCF was the first company to consistently offer \$30/HR for police secondary employment. Today, we continue to set the standard, with hourly wages averaging \$40-\$60/HR. TCF pays these higher wages to ensure we can recruit and retain the best Officers in the region. All secondary security companies are constantly in competition with SLMPD overtime along with other taxing districts who want the same services. This competition for services, coupled by the well publicized low staffing numbers of the SLMPD, usually means the highest paying taxing districts receive the best Officers.

In addition to having the best hourly wages in the region, TCF consistently rewards our Officers with bonuses when good arrests or work above-and-beyond their normal scope of duty is performed. TCF distributes on average \$1000 a month in bonuses to Officers for excellent work.

TCF also believes a quality work environment plays into an Officers performance. We take pride in maintaining our fleet of vehicles and bikes so Officers enjoy using them. We treat our staff with respect and do our best to compliment our Officers for a job well done.

TCF didn't amass a staff of almost 300 Police Officers over our 12 years in business without valuing our employees.



References

Kelli McCrary
Director of the Security and Urban Space
Downtown STL, Inc.
211 N. Broadway, Suite 2830
St. Louis, MO 63102
(314) 335-2307
kmccrary@downtownstl.org

Luke Renoynlds
Chairman
Soulard Special Business District
PO Box 771264
St. Louis, MO 63177
(314) 813-7474
chairman@soulard-sbd.org

Sid Chakraverty
Chairman
DeBaliviere Place Special Business District
(314) 304-3747
sid@revivalstl.com





Proposal for the Grove

The City's Finest, LLC (TCF) meets or exceeds all requirements listed in the RFP. TCF already adheres too and can accomplish all items within the RFP's Scope of Work, Administrative Duties and Key Qualifications sections.

TCF's Headquarters is located within the Forest Park Southeast Neighborhood at 1039 Tower Grove, at the intersection of Gibson Avenue. TCF purchased this building in June of 2019 in an effort to continue our impact and long term investment in the surrounding community. The location of the building allows TCF Officers to immediately deploy within the Grove, giving us a strategic advantage over our competitors.

TCF has provided professional community-based police services for large neighborhoods and taxing districts since 2007. Community Policing is the basis of our law enforcement services to our clients. Part of our success is our ability to interact with the public during our patrols, helping us to provide a friendly police presence that effectively deters crime. Community Policing through the use of TCF's various patrol methods within the Forest Park Southeast and Grove areas has helped reduce crime numbers to some of their lowest in the past 15 years, with an approximate reduction of 75% over the time span. This remarkable crime reduction has lead to huge redevelopment efforts in the neighborhood and business district. Take a drive down Manchester in the Grove and you will see first-hand how our Community Policing methods have changed that neighborhood. ***We understand first-hand the security challenges that the Grove faces and we know how to combat the problems.***

In addition to our proven patrol tactics, TCF understands the importance of technology in policing. TCF has extensive experience with IP surveillance cameras. We have installed and maintained numerous systems for taxing districts throughout the St. Louis region including those in the Central West End, DeBaliviere Place, Forest Park Southeast/Grove neighborhood and throughout other cities and states. Members of our team designed the Highly Visible Police Box (the camera boxes with the red/blue lights) that has become ever so popular. In addition, a member of our team helped design and manages the St. Louis Police Department's Real Time Crime Center.

If TCF is selected to provide security services for the Grove we will continue to work with the NSI to design and implement a comprehensive and effective security plan. One that includes an in-depth crime analysis of both historical and recent crime data. TCF will continue to meet or exceed the expectations of the NSI and its partners by delivering an abundance of data, professional service and most importantly - a safe environment for those that live, work and visit the Grove.

TCF will schedule Officers based on the requests and needs of the NSI, our law enforcement experience and our crime data analysis. Schedules are computerized and will be available to the NSI at any time via the Internet.

TCF is fully capable of deploying our Officers using foot, bike, ATV or vehicle patrols - all in excess of your request. TCF owns over 100 police mountain bikes, 6 ATV's and 6 motor vehicles. More importantly, we are capable of maintaining our fleet through our in-house mechanics and technicians and doing so with minimal down-time due to the location of our Headquarters.

We will continue to work with the SLMPD and the NSI to identify known hot-spots and areas of general concern. TCF will complete reasonable tasks during each shift to deal with panhandling, loitering, loud music, cruising and other quality of life concerns. Our goal is simple; we believe our highly visible and professional presence will help continue to reduce overall crime, most importantly person and property crime.



All TCF Officers will carry GPS units which will provide live updates on the location of our Officers. This live and historical feeds will be available to the NSI for auditing purposes.

At the conclusion of every shift, TCF Officers will complete a “nightly report” using TCF’s Data Management System (DMS). The nightly reports will contain a brief summary of any major incidents or other notable incidents that occurred during the Officers’ patrols. In addition, these nightly reports will contain safety concerns and other observations such as inoperative streetlights, graffiti, business checks and citizen contacts. This computerized nightly report will be available immediately for the NSI’s review via TCF’s DMS.

All shifts are accompanied by biometric time clock data that helps to ensure our Officers are on-site as scheduled. Our biometric system, which photographs the Officer at clock-in/out, is part of TCF’s DMS. The NSI can view these time clock punches via the DMS at any time for auditing purposes.

TCF will provide monthly reports to the NSI. These reports will include crime data, summary of TCF’s activities and recommendations from TCF.

TCF will attend meetings as directed or needed by the NSI. Communication between TCF Management and the NSI is extremely important to a successful security plan; therefore, TCF Management will make themselves available to the NSI at reasonable times.

TCF will assign a main point of contact for the NSI. This Project Manager will supervise the Officers deployed throughout the Grove and ensure the Officers are conforming to TCF’s and NSI’s standards.

Cost Proposal for the Grove

The City’s Finest, LLC took the entire scope of the Grove’s CID’s known needs and requests into consideration when determining a fully-loaded hourly rate for service. Due to TCF’s years of experience in the Grove we’ve been able to fully understand the costs associated with providing security services in the Grove. The primary expenses associated with the Grove are fuel, vehicle maintenance, insurance and manpower. Another factor used to determine our rates is the time and day for a majority of shifts requested for the Grove. All shifts requested in the Grove RFP are “prime” staffing times and days. These “prime” shifts are typically the most difficult to staff and require the highest pay to the officers. Factoring these necessary minimum expenses into our margins we are setting our fully-loaded hourly rates for the Grove at:

- \$65/HR per Uniformed Police Officer (Sunday-Thursday)
- \$70/HR per Uniformed Police Officer (Friday - Saturday)
- Holiday Rates and Special Events as approved by the NSI are “time-and-a-half”
- TCF does not charge for the use of our vehicles or bikes and there are no hidden fees. Your hourly rates are fully loaded and that’s all you pay.

Conclusion

Thank you for considering The City’s Finest, LLC for your security needs. TCF has a long history of delivering the best supplemental police services in the region. We are confident we will exceed your expectations and help continue to improve the overall quality of life for the Central West End. Our expertise in the fields of law enforcement and IP camera systems will prove to be a valuable asset to your organization.



We are not the cheapest, but you get what you pay for. Since 2007, TCF has helped improve transparency and accountability for taxing districts by implementing countless checks-and-balances. We consistently raise the standard for security companies while proving that although we are more expensive, we can accomplish more with less patrols due to our strategic deployments and community based patrol methods. Our value-added services (DMS, GPS, Radios, Bikes, Vehicles. etc.) are second to none. The St. Louis Police Department and the FBI even complimented TCF on our internal systems due to the accuracy and accountability they bring to the table. Other companies often raise their rates to match ours but offer little, if any, of our value added services - they are simply increasing their profit margins.

TCF has set the standard for security companies in our region since 2007, and we will continue to be The City's Finest for years to come. We hope to continue working with you in the near future.

Contact Information

If you have any questions about our services and would like to schedule a follow-up meeting to further discuss our police patrols or neighborhood camera systems please contact:

Charles Betts, Owner

The City's Finest, LLC
7340 Coronado Avenue
St. Louis, MO 63116
(314) 458-9297
crbetts@tcf-llc.com

Attachment #1: Hourly Billing Rate for Service Worksheet

YEAR ONE

	Regular Cost	Overtime Cost
Hourly Pay Rate for Patrolmen	Sun-Thur: \$45 / HR Fri-Sat: \$50 / HR	\$70/HR
Hourly Cost to the Grove CID	Sun-Thur: \$65 / HR Fri-Sat: \$70 / HR	\$90/HR

YEAR TWO

Hourly Pay Rate for Patrolmen	Same	Same
Hourly Cost to the Grove CID	Same	Same

YEAR THREE

Hourly Pay Rate for Patrolmen	Same	Same
Hourly Cost to the Grove CID	Same	Same



THE CITY'S FINEST, LLC
7340 Coronado Avenue
Saint Louis - MO 63116
(855) TCF-COPS



NIGHTLY ACTIVITY REPORT

7340 CORONADO AVENUE - SAINT LOUIS, MO 63116

REPORT DATA

Nightly: **53668**

Last Updated: **8/25/2018 4:16:51 AM**

Date: **8/19/2018**

Stamp: **8/19/2018 4:17:29 AM**

Area: **02 - CWE North**

SUPPLEMENTAL DETAILS

Status: **3**

GPS: **Yes**

Shift Date: **8/19/2018**

Shift Start: **12:00 AM**

Shift End: **4:00 AM**

Client: **Yes**

Weather: **NA**

OFFICER	DSN	OFFICER	DSN
JEREMY COTTON	6745		

ARREST INFORMATION

Arrest ID: **1417**

CN: **18-038813**

Linked Report: **53668**

Date: **8/19/2018**

Time: **1:30 AM**

Location: **300 N EUCLID SAINT LOUIS, MO**

Patrol Area: **02 - CWE North**

First Name: **JEROME**

Last Name: **WADE**

Phone: **(000) 000-0000**

Race: **BLACK**

Gender: **M**

Address: **8901 WELDON AVENUE**

DOB: **9/8/1959**

CHARGES	CLASSIFICATION	JURISDICTION	CHARGE TYPE:
GENERAL PEACE DISTURBANCE	CITY	SAINT LOUIS CITY	ORIGINAL CHARGE
DESTRUCTION OF PRIVATE PROPERTY	CITY	SAINT LOUIS CITY	ORIGINAL CHARGE

THIS ARREST RECORD WAS LAST UPDATED ON: 8/19/2018 4:16:33 AM
END OF ARREST RECORD: 1417

FIELD INTERVIEW REPORTS

Fir Number: **6530**

Linked Nightly: **53668**

Date: **8/19/2018**

Time: **1:30 AM**

Location: **300 N.EUCLID SAINT LOUIS, MO**

Patrol Area: **02 - CWE North**

First Name: **JEROME**

Last Name: **WADE**

DOB: **9/8/1959**

Gender: **M**

Race: **BLACK**

Phone: **000-000-0000**

Address: **8901 WELDON AVENUE**

THIS ARREST RECORD WAS LAST UPDATED ON: 8/19/2018 4:17:35 AM

END OF FIR RECORD: 6530

DETAILED ACTIVITY NARRATIVE

DURING THIS SHIFT I CONDUCTED DIRECTED BIKE PATROL OF THE CENTRAL WEST END NORTH SECTOR. WHILE CONDUCTING THESE PATROLS I REMAINED HIGHLY VISIBLE.

AT APPROXIMATELY 1:10 AM, I HANDLED A RADIO ASSIGNMENT FOR A "DISTURBANCE" AT THE BAR LOUIE BAR AND GRILL, LOCATED AT #14 MARYLAND PLAZA. UPON MY ARRIVAL I WAS MET BY SEVERAL WITNESSES WHOM OBSERVED A BLACK MALE (ARRESTED SUBJECT WADE, JEROME) ACTING BELLIGERENT AND CAUSING A DISTURBANCE AT THE ESTABLISHMENT. DURING HIS TIRADE, WADE THREW A BOTTLE OF LIQUOR AND KICKED OVER SEVERAL CHAIRS. WITNESSES DIRECTED ME TO WADE'S LOCATION WHERE I RESPONDED AND TOOK HIM INTO CUSTODY WITHOUT INCIDENT. DISTRICT 5 OFFICERS RESPONDED TO THE SCENE TO ASSIST AND LATER CONVEYED WADE TO THE NORTH PATROL STATION WHERE I BOOKED HIM FOR GENERAL PEACE DISTURBANCE AND DESTRUCTION OF PROPERTY. THIS INCIDENT IS DOCUMENTED UNDER I-LEADS COMPLAINT NUMBER 18-038813.

THERE WERE NO ADDITIONAL INCIDENTS TO REPORT DURING THIS SHIFT.

END OF NIGHTLY ACTIVITY REPORT: 53668

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The City's Finest, LLC

ONLINE DATA MANAGEMENT SYSTEM - V2.0

Clock Terminal

TIME CLOCK - QUERY

Officer: Area: Range:

DSN: Clock Cycle:



APPLY SETTINGS

RESET SETTINGS




WHO'S ON NOW?




CLOCK EMPLOYEE




DISPLAY ALL RECORDS

BACK TO ADMINISTRATION

CLOCK ID PATROL AREA - OFFICER CLOCK TIME IN IMAGE OUT IMAGE

56535 02 - CWE North
 JAMES MURPHY - JEEP-1
 IN: 9/12/2018 1:48 AM
 OUT: 9/12/2018 5:47 AM
 STATUS: **OFF**
 WORK LOAD: 3.98 Hours OR 239 Minutes
 APPROVED BY:   

56541 02 - CWE North
 DANIEL ZARRICK - NSI-1
 IN: 9/12/2018 10:0 AM
 OUT: 9/12/2018 1:51 PM
 STATUS: **OFF**
 WORK LOAD: 3.85 Hours OR 231 Minutes
 APPROVED BY:   

56560 02 - CWE North
 JAMES SANDERS - CWE-1
 IN: 9/12/2018 7:26 PM
 OUT: 9/12/2018 11:41 PM
 STATUS: **OFF**
 WORK LOAD: 4.25 Hours OR 255 Minutes
 APPROVED BY:   



Colonel John W. Hayden, Jr.
Police Commissioner

Service, Integrity, Leadership, and Fair Treatment to All

METROPOLITAN POLICE DEPARTMENT

City of St. Louis – 1915 Olive Street – St. Louis, MO – 63103

January 23, 2019

St. Louis License Collector's Office
1200 Market Street
City Hall, Room 104
St. Louis, Missouri 63101
314-622-4528

To Whom It May Concern:

This letter will introduce Charles Betts, owner/agent of The City's Finest, LLC. This agency is qualified to operate as a security agency in the City of St. Louis, subject to the licensing requirements of your office.

Sincerely,

A handwritten signature in cursive script that reads "Sherri L. Smith".

Sherri L. Smith
Supervisor
Private Security Section

