

**MEMORANDUM OF UNDERSTANDING
BLOCK BY BLOCK AMBASSADOR PROGRAM**

THIS MEMORANDUM OF UNDERSTANDING (hereinafter "MOU") by and between The CURATORS OF THE UNIVERSITY OF MISSOURI ON BEHALF OF UNIVERSITY OF MISSOURI COLUMBIA ("MU"), DOWNTOWN COMMUNITY IMPROVEMENT DISTRICT ("CID"), and CITY OF COLUMBIA, MISSOURI ("CITY"), is entered into on the date of the last signatory noted below ("Effective Date"). The preceding organizations are individually referred to hereafter as "Party" and collectively referred to as "Parties."

RECITALS:

WHEREAS, CID plans to enter into a contract with MYDATT SERVICES INC, dba BLOCK BY BLOCK ("Block by Block") that provides non-law enforcement security services within downtown Columbia, Missouri (hereinafter referred to as the "Ambassador Program"), a copy of the proposed agreement is attached hereto as Exhibit A for reference; and

WHEREAS, the Ambassador Program intends to supplement -CID, CITY and MU security efforts in the downtown Columbia, Missouri area. The Ambassador Program is not intended to interfere with or replace current law enforcement efforts; and

WHEREAS, Parties wish to establish general parameters that govern the responsibilities of supervising and paying for the Ambassador Program.

NOW, THEREFORE, the Parties incorporate the preceding recitals as terms herein and further agree as follows:

1. **Purpose.** Parties wish to establish the initial roles and responsibilities of each organization in overseeing the Ambassador Program while understanding that this MOU is binding regarding payments to the CID and is intended to provide guidance on the roles and responsibilities of each Party. The Ambassador Program will consist of Block by Block observers who will patrol the downtown Columbia, Missouri area and coordinate with CID and CITY law enforcement to identify and report current and emerging security concerns.

2. **Binding Memorandum of Understanding.** This MOU is a binding agreement upon the Parties to the extent it requires payment of funds to the CID in accordance with the terms hereafter. Any legal agreements reflecting the Ambassador Program shall be set forth in definitive agreements directly negotiated with Block by Block and will be authorized and entered into by the Parties individually and at their own discretion. Each party shall bear its own expenses in connection with the negotiation of such definitive agreements.

3. **Ambassador Program Agreement.** CID and Block by Block plan to enter into an exclusive agreement similar to the attached Exhibit A , to establish the Ambassador Program. Exhibit A is made exclusively between CID and Block by Block, and is non-binding upon CITY and MU.

4. **Ambassador Program Cost Share.** The Parties agree to each pay one-third (1/3rd) of CID's annual costs to run the Ambassador Program as described in Exhibit A. CITY's share for the first term of this agreement shall not exceed one-third (1/3rd) of five hundred four thousand three hundred ninety dollars and three cents (\$504,390.03). MU's share for the first term of this agreement shall not exceed one-third (1/3rd) of five hundred four thousand three hundred ninety dollars and three cents (\$504,390.03).

5. **Invoices.** The CID will submit an invoice annually to the CITY and MU and within thirty (30) days of receipt the CITY and MU will each remit their one-third (1/3rd) shares of the Ambassador Program costs to the CID for the CID to pay Block by Block. The Parties will work in good faith to resolve any disputes over the costs of the Ambassador Program, but under no circumstances shall CITY or MU pay more than their respective one third (1/3) share of an amount not to exceed five hundred four thousand three hundred ninety dollars and three cents (\$504,390.03) in the first term and no more than their respective one-third (1/3rd) share of the same amount of costs in each subsequent renewal term. CID shall notify CITY and MU of any change in cost or price in any subsequent renewal terms of this agreement at least sixty (60) days prior to the effective date of the renewal term.

6. **Ambassador Program Oversight.** Unless the Parties agree otherwise, CID shall serve as the primary point of contact for the Ambassador Program and will be responsible for overseeing its day-to-day operations. CID shall provide MU and the CITY quarterly reports on Ambassador Program operations and will include any reasonable information required by MU or the CITY. CID may provide more frequent reports to MU and the City upon request. The Parties will meet quarterly, unless the Parties agree otherwise, to review reports and program effectiveness in enhancing safety and security. The Parties can determine at these meetings whether continuation or modifications of the services is warranted.

7. **Term.** This MOU shall commence on April 1 2026 and shall continue for one (1) year. After the expiration of one (1) year, this MOU will automatically renew for additional one (1) year terms, not to exceed five (5) total years, unless earlier terminated by any individual party.

8. **Subject to Appropriation.** Any obligations of any of the Parties under this Agreement, which require the expenditure of funds, are contingent upon funds for that purpose being appropriated, budgeted, and otherwise made available for such purposes.

In the event funds are not appropriated, any resulting contracts or agreements will be null and void without penalty to any Parties.

9. **Termination of MOU.** Any Party shall have the right at any time to terminate and cancel their participation in this MOU, with or without cause, by providing thirty (30) day written notice to the non-terminating Parties. The terminating Party, upon termination, shall be responsible for paying a prorated amount for their annual share of the Ambassador Program costs for the then current term.

10. **Compliance with Laws.** Parties agree to comply with all applicable federal, state and local laws or rules and regulations applicable to the provision of services hereunder.

11. **No Waiver of Sovereign Immunity.** In no event shall the language of this MOU constitute or be construed as a waiver or limitation for any governmental entity or political subdivision who is signatory herein rights or defenses with regard to each of their applicable sovereign, governmental, or official immunities and protections as provided by federal and state constitution or law.

12. **Governing Law.** This MOU shall be governed, interpreted, and enforced in accordance with the laws of the State of Missouri and/or the laws of the United States, as applicable.

13. **No Attorneys Fees.** The Parties agree that notwithstanding anything stated elsewhere in this Agreement or in other agreements of which CITY or MU are not a party, that CITY and MU will not pay for attorney's fees in the event of litigation.

14. **Public Records Act.** All Parties agree that this MOU and any obligations herein shall be interpreted in accordance with the provisions of the Missouri Sunshine Law as amended. The Parties also agree to adhere to any public disclosure requirements as it pertains to this MOU, and they shall maintain the confidentiality of information which is not subject to public disclosure under the Sunshine Law.

15. **No Third Party Benefit.** No provision of the Agreement is intended to nor shall it in any way inure to the benefit of any customer, property owner or any other third party, so as to constitute any such Person a third-party beneficiary under the Agreement.

16. **Amendments and Modifications.** The Parties agree that no Party is permitted to unilaterally modify this Agreement and to further say that this Agreement may only be amended by the Parties in writing.

17. **Indemnity and Hold Harmless.** To the fullest extent permitted by law, CID shall indemnify and hold harmless the City of Columbia, its directors, officers, agents, and employees and The Curators of the University of Missouri, its directors, officers, agents, and employees from and against all claims, damages, losses, and expenses (including

but not limited to attorney's fees) arising by reason of any act or failure to act, negligent or otherwise, of CID, of any contractor or subcontractor (meaning anyone, including but not limited to consultants or contractors having a contract with CID or a subcontractor for part of the services), of anyone directly or indirectly employed by CID or by any contractor or subcontractor, or of anyone for whose acts CID, contractor or its subcontractor may be liable, in connection with providing these services. This provision does not, however, require CID to indemnify, hold harmless, or defend the City of Columbia or the University of Missouri from its own actions, inactions, (willful or otherwise), or its own negligence.

18. **Independent Contractor.** This MOU does not create an employee/employer relationship between the Parties or between the Parties and Block by Block.

19. **Entire MOU.** This MOU represents the entire and integrated MOU between the Parties relative to the Ambassador Program. All previous or contemporaneous contracts, representations, promises, and conditions between the Parties relating to the Ambassador Program are superseded.

IN WITNESS WHEREOF, the Parties hereto have set their hands on the day and year written below.

DOWNTOWN COMMUNITY IMPROVEMENT DISTRICT

By:



Nickie Davis, Executive Director

Date: 2/24/26

THE CURATORS OF THE UNIVERSITY OF MISSOURI ON BEHALF OF UNIVERSITY OF MISSOURI COLUMBIA

By:



Ryan Rapp

Print Name: Ryan Rapp

Date: 2/24/26

Title: Exec VP & CFO

CITY OF COLUMBIA, MISSOURI

By: _____
De'Carlon Seewood
City Manager
Date: _____



ATTESTED BY:

Sheela Amin, City Clerk

APPROVED AS TO FORM:

Nancy Thompson, City Counselor/mc

CERTIFICATION: I hereby certify that the above expenditure is within the purpose of the appropriation to which it is charged, Account No. 11002110-504990 and that there is an unencumbered balance to the credit of such appropriation sufficient to pay therefor.

E-SIGNED by Matthew Lue
By: on 2026-03-04 23:13:30 GMT

Director of Finance

EXHIBIT A
Proposed Ambassador Program Contract

**Agreement for
Supplemental Safety Services**

dated as of January 5, 2026

by and between

The Downtown Community Improvement District

11 S. Tenth Street

Columbia, MO 65201

and

MYDATT SERVICES INC, dba BLOCK BY BLOCK

7135 Charlotte Pike

Nashville, TN 37209

("Block by Block")

This AGREEMENT is effective on the 1st day of April 2026, (the "Effective Date") by and between the Downtown Community Improvement District having an address of 11 S. Tenth Street, Columbia, MO 65201 ("CUSTOMER"), and Block by Block, Inc., an Ohio Corporation, 7135 Charlotte Pike, Nashville, TN 37209 (hereinafter referred to as "Block by Block").

WITNESSETH:

WHEREAS, the CUSTOMER desires to have Block by Block undertake to furnish uniformed downtown Ambassadors and provide services to the district in the area specifically defined in Exhibit A (the "Service Area");

NOW THEREFORE, the parties, in consideration of the mutual obligations contained herein and for other good and valuable consideration, the receipt and adequacy of which are hereby acknowledged, hereby agree as follows:

- 1) **TERM:** This Agreement will begin on the Effective Date and shall continue for a period of one (1) year ("Initial Term"), expiring March 31, 2027 unless sooner terminated as provided in Section 10. At the end of the Initial Term, this Agreement may be renewed for four (2) subsequent terms of one (1) year upon the mutual written agreement of the parties (each "Renewal Term"). The Renewal Terms and Initial Term are referred to herein collectively as the "Term." Block by Block will forward to the CUSTOMER each Renewal Term and requested changes to contract provisions no later than January 1st of each year.
- 2) **SERVICES TO BE PERFORMED BY BLOCK BY BLOCK:** Block by Block shall furnish supplemental safety ambassadors ("Ambassadors") who shall provide services in the Service Area, including, but not limited to, the services outlined in Exhibit B attached hereto and incorporated herein ("Services"). At the start of the contract period, Block by Block will propose a comprehensive

monthly plan of services for the Service Area and may propose any modifications to the plan from time to time. The plan and any modifications shall be subject to the CUSTOMER approval. The CUSTOMER shall have the right to request or initiate modifications at any time. Representatives of the CUSTOMER and Block by Block will meet at least once per quarter or at such intervals as the parties may agree and at such other times as the CUSTOMER may request to review the services plan and adjust or modify as deemed necessary.

3) COMPANY STANDARDS: Block by Block shall maintain a high standard of services, with adjustments in authorized weekly hours and annual contract value as agreed upon. Block by Block will maintain a close check over all Ambassadors to ensure this high standard of services is delivered. Specific assignments, hours and duties of the Ambassadors will be proposed monthly by Block by Block and approved by the CUSTOMER.

4) DUTIES OF BLOCK BY BLOCK:

- a) Block by Block shall provide the number of Ambassadors in the weekly service hours outlined in Exhibit D to perform the Services outlined in Exhibit B. Such Ambassadors shall be employees of Block by Block and at no time be deemed agents or employees of the CUSTOMER. Block by Block shall provide all employees adequate training to such Ambassadors.
- b) At all times that Services are performed, Block by Block shall have a qualified Team Leader or Operations Manager on duty to oversee the operations of the Ambassadors.
- c) Block by Block shall furnish appropriate uniforms and necessary equipment for the Ambassadors, as reasonably determined by CUSTOMER. Ambassadors shall be clean, courteous, competently trained, neat in appearance, able to communicate in English, and shall at all times wear the uniform approved by the CUSTOMER.
- d) Block by Block shall furnish adequate means of communications by which all Ambassadors can communicate with one another and their supervisory staff.
- e) Block by Block shall make a designated representative available at all reasonable times to report to and confer with the designated agents of the CUSTOMER with respect to the Services to be rendered hereunder.
- f) Block by Block shall conduct a background check, to include criminal history and drug screen, on all employees prior to assignment at the Service Area.
- g) Block by Block shall be responsible for quantifying the work of the Ambassadors in a written manner and format acceptable to CUSTOMER. Such records shall be provided to CUSTOMER on a weekly basis and Block by Block shall be responsible for making at least weekly contact with a designated representative of CUSTOMER. Cumulative reports shall be provided on a monthly and quarterly basis. All reports shall be considered confidential by Block by Block and its employees, and are the property of the CUSTOMER.

5) PAYMENT TO BLOCK BY BLOCK:

- a) In consideration of the Services, the CUSTOMER shall pay Block by Block a flat monthly fee of Forty-Two Thousand Thirty-Two Dollars Fifty Cents (\$42,032.50) which fee shall be based upon the hourly billable rates for its various classes of employees as established by Block by Block and approved by CUSTOMER. Absent the express written consent of Customer, the maximum annual amount of payments to Block by Block for the Services shall not exceed Five Hundred Four Thousand Three Hundred Ninety Dollars Three Cents (\$504,390.03).
- b) Additional services beyond those included in Exhibit B, either within or outside the Service Area, may be requested by CUSTOMER from time to time. These services shall be provided by Block by Block at a flat fee of \$36.82 per hour. CUSTOMER shall make a written request for such additional services at least 48 hours in advance of the time service is needed.
- c) The flat rate and hours specified in Exhibit D is guaranteed for the Term; however, such figures may be changed by Block by Block upon thirty (30) days written notice and with Customer approval. It is recognized that there may be months during the Term where the Services and number of hours worked may be reduced due to weather conditions or other circumstances and other months where additional hours or Service may be needed due to downtown events or other circumstances. The CUSTOMER may choose to “bank” any hours of Service which are not used during a monthly cycle and apply these “banked” hours to another monthly cycle within the Term. Any “banked hours” will be used for Services within the Improvement District and will be provided for no additional payment. Block by Block agrees to maintain records of all hours worked and submit monthly summaries of hours worked, cost per hour, tasks performed and “banked” hours available for future use.

At the end of the Term, Block by Block shall provide to CUSTOMER a report which sets forth a final accounting of all hours worked, cost per hour, tasks performed, hours “banked” and fees paid to Block by Block by CUSTOMER for the purpose of computing any fees due and payable Block by Block or to be refunded to CUSTOMER. In the event the CUSTOMER and Block by Block agree to reconcile the value of banked hours, only the average wage (pay) rate and corresponding payroll taxes will be utilized in determining the value of each “banked” hour. Based on this the amount for each banked hour will be valued at \$26.03 per hour.

- d) During the Initial Term, Block by Block shall invoice the CUSTOMER monthly for Services. Block by Block shall submit its invoices by the 15th day of each month. All payments are due within 30 days of invoice.
- e) Services will not be required under this agreement on the following holidays: Thanksgiving Day, Christmas Day, and New Years Day.
- f) In the event of any change in Federal, State, or Municipal legislation, regulation, administrative ruling or collective bargaining contract affecting any change in work hours, pay rates, working conditions, taxes, health insurance, benefits, etc. Block By Block shall notify CUSTOMER in writing of the change in the rates to be charged CUSTOMER and the effective date of said change, which

shall be computed on the prevailing hourly pay scale. In the event that government health care legislation mandates provision of health benefits, including but not limited to the Patient Protection and Affordable Care Act, to Ambassadors under this Agreement, and costs for such benefits are greater than those agreed upon in this Agreement, then Block by Block shall notify Customer of the associated cost increases, and (i) Customer shall have the option to pay Block by Block for additional costs or (ii) if the additional cost is deemed unacceptable, either Party may terminate this Agreement with thirty (30) day notice.

6) EQUIPMENT:

- a) OWNERSHIP - As part of this Agreement, Block by Block will procure specific capital equipment (the "Equipment") for use in connection with the Services. A list of this equipment can be found in Exhibit E. The equipment will be purchased explicitly for the Services and will be owned by Block by Block. All insurance, maintenance and associated costs of ownership will be borne by Block by Block as part of this agreement. The cost of the Equipment will be amortized over a three-year period, plus the cost of financing and included in the billable rate to CUSTOMER.
- b) In the event Block by Block is terminated without cause pursuant to Section 10 of this Agreement, CUSTOMER will be responsible for reimbursing Block by Block for the Equipment, less the amount collected on the Equipment through invoicing of the regular agreed upon amount up to the date of notification.

7) INDEMNITY AND INSURANCE

- a) INDEMNIFICATION - The parties shall defend, indemnify and hold each other and their respective agents and employees from and against any and all claims, demands, losses, damages, injuries, liabilities, expenses (including reasonable attorney's fees), judgments, liens, encumbrances, orders, awards arising directly or indirectly from the negligent performance or willful misconduct by either party and/or its respective employees under this agreement (all of which are collectively referred to as 'Claims') by any person on account of; or arising as a result of: (1) injury to, or death of any person including but not limited to either party's personnel; (2) loss of or damage to any property; (3) the employment of, or performance of the Services by, either party's personnel and the termination, constructive or otherwise, of such employment or performance of services; or (4) any breach of any federal, state or local laws by either party or its respective personnel; provided however, that either party shall not be obligated to indemnify the other party for such party's own gross negligence or willful misconduct.

Additionally, for clarity, CUSTOMER will defend, indemnify and hold harmless Block By Block for any claim for personal injury, death or damage to tangible personal or real property, to the extent caused by structural defects and/or Acts of God, including but not limited to situations created by inclement weather, at the Service Area (except to the extent caused by Block By Block) or caused by the gross negligence or willful misconduct of CUSTOMER, its employees, affiliates, agents, tenants and/or the tenant employees, vendors or anyone in direct business relationship with CUSTOMER.

In the event CUSTOMER and Block By Block are found jointly liable by a court of competent jurisdiction, liability shall be apportioned comparatively in accordance with the laws of the state of Missouri without, however, waiving any defenses of the parties under such law.

- b) **PROOF OF INSURANCE** - During the Term of this Agreement, Block by Block shall at its own cost and expense procure and maintain in full force and effect the below listed types of insurance through insurance companies licensed to and doing business in the state of Missouri. All insurance shall name the CUSTOMER as the Additional Insured regarding any operations of the Named Insured's performed under the Named insured's contract with CUSTOMER. Any insurance maintained by the CUSTOMER shall apply in excess of and not contribute with insurance provided by this policy.

(1) Contractor's Commercial/Comprehensive General Liability Policy with a combined single limit for bodily injury, personal injury and property damage of not less than \$1,000,000.00 per occurrence;

(2) Comprehensive Automobile Liability insurance insuring all owned, non-owned and hired motor vehicles with a minimum of \$1,000,000.00 Combined single limit for any one accident and sufficient to satisfy all applicable laws;

(3) Employers Liability with a minimum coverage of \$500,000.00 for any one occurrence;

(4) Umbrella (excess) Liability policy with a limit of at least \$4,000,000.00.

(5) Workers' Compensation sufficient to satisfy all federal, state and local laws and requirements, whether now or hereafter existing;

- 8) **REPRESENTATIONS AND WARRANTIES OF BLOCK BY BLOCK:** Block by Block hereby represents and warrants that (i) Block by Block will perform all Services in a good and workmanlike manner and with reasonable skill, (ii) Block by Block will pay all costs and expenses required for the performance of the Services, except as otherwise provided herein, (iii) Block by Block has the requisite permits from the appropriate federal, state and local authorities to provide the Services. Block by Block warrants that all Services will be performed in accordance with applicable laws for such Services. Block by Block makes no other representations or warranties regarding the Services.

- 9) **RELATIONSHIP OF THE PARTIES:** Block by Block agrees that it is and shall be an independent contractor under this Agreement and that Block by Block shall not be an agent or employee of CUSTOMER to any extent or for any purpose and nothing herein shall be construed to cause or create any such relationship. Block by Block shall have no authority to and shall not act for CUSTOMER or bind, or attempt to bind, CUSTOMER in or under any contract or agreement or to otherwise obligate CUSTOMER in any manner whatsoever.

- 10) **TERMINATION:** Either party may terminate this Agreement if the other commits a material breach of its respective obligations under this Agreement and fails to correct such breach within sixty (60) days after delivery of written notice of such a breach; provided, however, that if such a breach cannot reasonably be cured within the sixty (60) day period, then such party shall have a reasonable period to cure such breach. Notwithstanding the foregoing, and subject to the

following paragraph, either party may, upon sixty (60) days written notice, terminate this Agreement without cause.

In the event the CUSTOMER terminates this agreement for anything, other than performance, within the first three years the remaining costs associated with the 'start up/transition' of the account will be added to the final invoice. Remaining costs are calculated as the actual costs incurred for travel and Project Manager time spread evenly over the first 36 months the relationship, which are captured in the portion of our hourly rate associated with "overhead" costs. The monthly cost related to start up is \$1,925.80.

- 11) **ENTIRE AGREEMENT:** This Agreement contains the entire agreement of the parties hereto and supersedes all prior agreements, contracts and understandings, whether written or otherwise, between the parties relating to the subject matter. Any amendments or additions to this Agreement shall not be binding unless in writing and signed by both parties.
- 12) **GOVERNING LAW:** The State of Missouri shall govern this agreement without regard to any conflict of law principal. The Parties agree that any legal action commenced by and between the Parties shall be in the State of Missouri of proper jurisdiction located in St. Louis City.
- 13) **ASSIGNMENT:** Block by Block may not assign its interest in this agreement or subcontract any portion of the work to be performed hereunder without the written consent of the CUSTOMER.
- 14) **HEALTH AND SAFETY:** Block by Block is solely responsible for compliance with all applicable Federal, State and Local occupational safety and health regulations.
- 15) **AFFIRMATIVE ACTION POLICY:** Block by Block shall have in force an affirmative action policy that complies with the requirements of the municipality in which the Services take place.
- 16) **NOTICES:** All notices under this Agreement shall be in writing and shall be served by personal service or registered mail, return receipt requested. Notice by mail shall be addressed to each party at its address set forth above.
- 17) **ATTORNEY'S FEES:** In any litigation, arbitration, or other proceeding by which one party either seeks to enforce its rights under this Agreement (whether in contract, tort, or both) or seeks a declaration of any rights or obligations under this Agreement, the prevailing party shall be awarded its reasonable attorney fees, and costs and expenses incurred.

The Remainder of this Intentionally Left Blank

18) FORCE MAJEURE: Neither party shall be liable for damages to the other party or have the right to terminate this Agreement for any delay or default in performing hereunder if such delay or default is caused by reason of any circumstance beyond its reasonable control, including but not limited to Acts of God, fire, flood, earthquake, extraordinary weather conditions, acts of war, acts of terrorism, labor disputes, riots, active shooter incident, civil disorders, rebellions or revolutions in any country ("Force Majeure"), that party shall be excused from any further performance or observance of the obligations so affected for as long as such circumstances prevail and that party continues to use all commercially reasonable efforts to recommence performance whenever and to whatever extent possible without delay.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the day and year first written above.

CUSTOMER:

The Downtown Community
Improvement District

By: _____

Printed: _____

Title: _____

Address: 11 S. Tenth St
Columbia, MO 65201

Block By block:

MYDATT SERVICES INC., dba BLOCK BY BLOCK

By: _____

Printed: _____

Title: _____

Address: 7135 Charlotte Pike
Nashville, TN 37209

EXHIBIT A

SERVICE AREA MAP

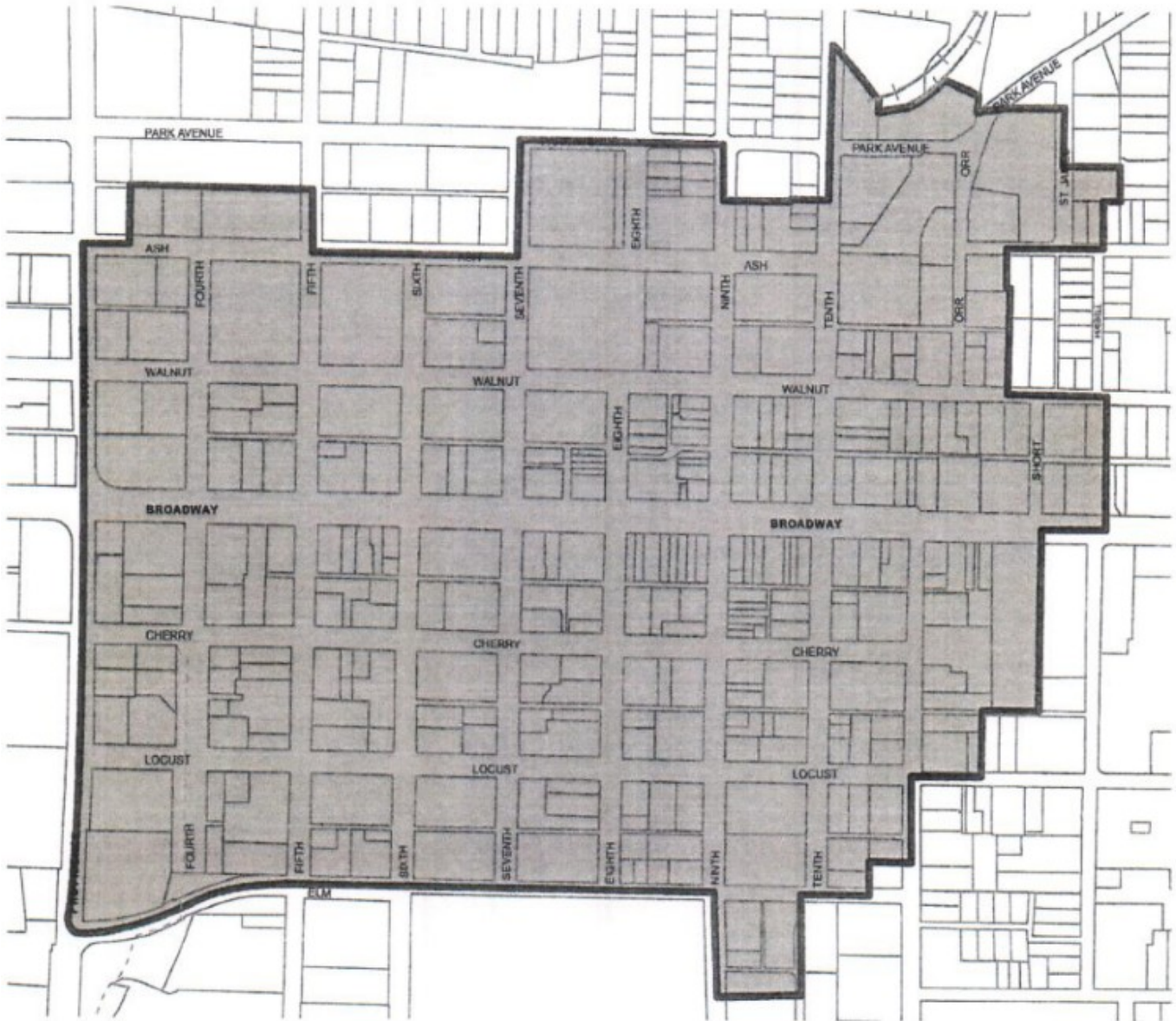


EXHIBIT B

Scope of Services – Safety

Block By Block will provide the following Safety related services within the boundaries of the service district.

- ***Walking Patrols*** - Ambassadors will be deployed to their assigned zones to patrol the area as a deterrent for unwanted activity, we well as to interact with businesses, residents and visitors. Ambassadors on walking patrol will be responsible for making Public Relations (PR) checks at various businesses each day to make a personal contact and to gather and share safety related information.
- ***Bicycle Patrols*** - Based on the deployment plan some Ambassadors will be assigned to patrol their area on bicycle. Bicycle patrols will allow Ambassadors to be cover more ground and provide extra visibility, without losing the ability to interact with the public or be disconnected from the environment. Ambassadors will use bicycles to patrol sidewalks, alleys and the many surface parking lots of the service district to deter unwanted activity and offer assistance.
- ***Public Relations Checks*** - Ambassadors will be responsible for stopping in to visit a specified number of businesses per shift. The duration of each public relations check should be no more than five minutes per business, which should be spent speaking with the manager of the business to gather and share security related information and concerns. A list of businesses in which public relations checks were conducted will be reported daily. The Public Relations checks also provide an opportunity for Ambassadors to get a quick break from poor weather conditions, while remaining productive.
- ***Addressing Quality of Life Crimes*** – Ambassadors will be responsible for interacting with persons creating quality of life issues, to advise them of local ordinances and requesting compliance. All Ambassadors are trained in ‘situational protocol’ to appropriately handle situations in a firm, yet courteous, manner.
- ***After Hours Escorts*** - This service would allow district workers to request this service by calling the on-duty Team Leader on the publicized cellular phone number to have an Ambassador meet them at their place of business or residence and walk them to their destination.
- ***Information Sharing*** – Working with the local Police Department the Ambassadors will be utilized to share information to educate stakeholders on safety/security related issues. For instance, if the police department has crime prevention brochures, the Ambassadors can be utilized to distribute this information.
- ***Reporting*** - Ambassadors will be responsible for completing Daily Activity Reports and submitting them to the CUSTOMER as specified. The daily statistics will be compiled weekly and provided to the customer. The Ambassadors will gather information on any incidents or criminal activity that is considered to be out of the ordinary and forward such information in the form of an Incident

Report. Criminal activity includes “Quality of Life” crimes, such as public intoxication, open container, loitering, trespassing, public urination and aggressive panhandling.

- ***Hospitality Services*** - When analyzing the tasks which consume the time of Ambassadors they spend the majority of their day patrolling the service district on the lookout for unwanted activity and deterring criminal behavior. These patrols provide a tremendous opportunity to interact with pedestrians in order to be friendly, good will representatives of the service district, share information and make recommendations.

EXHIBIT C

Weekly Service Hours

Weekly Service Hours	
Safety Ambassadors	160.00
Outreach Specialist	40.00
Operations Manager	40.00
Weekly Total	240.00
Annual Total	12,480.00
FTEs	6.00

Position	Hours	Zone	Primary Assignment	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	Total
Safety Ambassadors	5pm - 3am	Broadway/Walnut	Walking Patrol				10	10	10	10	40
	5pm - 3am	Broadway/Walnut	Walking Patrol				10	10	10	10	40
	5pm - 3am	Hitt & 10th	Walking Patrol								0
	5pm - 3am	Hitt & 10th	Bike Patrol				10	10	10	10	40
	5pm - 3am	9th & 8th	Walking Patrol				10	10	10	10	40
	5pm - 3am	9th & 8th	Walking Patrol								0
	5pm - 3am	7th - 4th, Broadway	Bike Patrol								0
	5pm - 3am	7th - 4th, Broadway	Bike Patrol								0
Outreach Specialist	5pm - 3am										0
	7am - 4:30pm	Downtown District	Outreach		8	8	8	8	8		40
Operations Supervisor	5pm - 3am	ALL	Patrol Manager				10	10	10	10	40
Daily Totals				0	8	8	58	58	58	50	
Total Scheduled Weekly Hours											240

EXHIBIT D

Employee Average Wage Rates and Bill Rates

PRICING	Safety Ambassadors	Outreach Specialist	Operations Manager
Pay Rate	\$ 21.50	\$ 22.50	\$ 38.47
FICA	\$ 1.65	\$ 1.73	\$ 2.95
WC	\$ 1.51	\$ 1.58	\$ 2.70
Liability	\$ 0.82	\$ 0.86	\$ 1.47
Unemployment	\$ 0.31	\$ 0.33	\$ 0.56
Subtotal	\$ 25.79	\$ 27.00	\$ 46.15
Weekly Hours	160.00	40.00	40.00
Annual Hours	8,320.00	2,080.00	2,080.00
Annual Billing	\$ 214,572.80	\$ 56,160.00	\$ 95,992.00
Overhead	\$ 4.67	\$ 4.67	\$ 4.67
Benefits	\$ 3.02	\$ 3.02	\$ 3.02
Profit	\$ 3.34	\$ 3.34	\$ 3.34
Bill Rate	\$ 36.82	\$ 38.03	\$ 57.18
Weekly Hours	160.00	40.00	40.00
Annual Hours	8,320.00	2,080.00	2,080.00
Annual Billing	\$ 306,349.62	\$ 79,104.21	\$ 118,936.21
ANNUAL BILLING			\$ 504,390.03
Monthly Flat Bill Amount:			\$ 42,032.50

Block by Block Ambassador Budget		
Category	Total	%
Labor (includes payroll taxes)	\$ 366,724.80	72.7%
Benefits (health, dental, life, vacation)	\$ 37,745.67	7.5%
Labor Related (background checks, recruiting, awards, etc.)	\$ 3,300.00	0.7%
Uniforms	\$ 8,220.00	1.6%
Operations Center (Cage Rental and Parking)	\$ 2,520.00	0.5%
Equipment	\$ 14,889.55	3.0%
Equipment Related (maintenance and fuel)	\$ 5,879.80	1.2%
Cell Phones	\$ 5,160.00	1.0%
Office Supplies & Printing	\$ 400.00	0.1%
Miscellaneous	\$ 3,000.00	0.6%
Administrative Support (mgmt, travel, postage, etc.)	\$ 14,903.33	3.0%
Profit (9.0% of total)	\$ 41,646.88	8.3%
TOTAL	\$ 504,390.03	100.0%

EXHIBIT E

Capital Equipment

Equipment				
Items	Unit Price	Qty	Total	YTD Amortized
Kubota 1170 Enclosed	\$ 29,500.00	1.00	\$ 29,500.00	\$ 11,093.08
Bike Helmet, Lights	\$ 299.00	2.00	\$ 598.00	\$ 224.87
Operational Gear	\$ 600.00	5.00	\$ 3,000.00	\$ 1,128.11
Computers, Printer & Camera	\$ 2,100.00	1.00	\$ 2,100.00	\$ 789.68
TOTAL			\$ 39,596.00	\$ 14,889.55