AMERICAN GUARD SERVICES, INC.

Response for RFP #004-19; City of Key West Private Security

Submitted to:
City of Key West
Office of the City Clerk
1300 White Street
Key West, Florida 33040

Submitted by:
American Guard Services, Inc.
Gerald A. Gregory
Executive Vice President
1015 N. America Way #108
Miami, Florida 33132
Tel: (800) 441-1808
jgregory@americanguardservices.com



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Executive Summary

Company Information

We have a nationwide reach and focus—making American Guard Services (AGS) unique as one of the largest majority woman-owned security enterprises in the United States. The firm continually meets the needs of our government agency clients with its procedures matching the field-tested durability of law enforcement. Recent city and ports-based contracts total over 43, the majority of which have received added value in areas such as operational anti-terrorism and USCG compliance.

Over 300 local employees, many of which live within proximity of city sites, already trained in the most advanced tactics for building security that matches your facilities—are standing by; equally important, our reputation and image in South Florida will greatly benefit the Contract.

Underlying Philosophy of the Firm

We never sacrifice performance for profit; in this age of ever-evolving threats, AGS strives to be one step ahead of today's news. We also seek to bring added value in everything we do and nurture mutually beneficial partnerships with our clients.

When Company was Organized

We were founded as a California Corporation in 1997.

Office Locations

Main (Corporate Headquarters)	Regional Operational Office	Local Office
1125 W. 190th Street Los Angeles, CA 90248	1015 N. America Way #108 Miami, FL 33132	*To Open Upon Award*

Personnel Directly Involved

To execute the proposal offered by AGS, an unparalleled team of experts in the security business has been assembled for this project. These Key Personnel will fill the project management structure.

Position/Function	Name
Chief Executive Officer	Ms. Sherine Assal
President	Mr. Sherif Assal
Executive Vice President	Mr. Gerald Gregory
Executive Vice President	Mr. Robert Lasky
Vice President	Mr. Adolfo Avendano
Vice President of Contract Compliance	Mr. Craig Weissman
Director of Risk Management	Mr. Keith Dove

The Team leadership for this project has been chosen from the executive members, and has been formulated out of a shared and well-understood vision. Each leader aligns with the objectives of this proposal and reflects the best practices of those that are sought by the City. We see the iterative processes of team leadership, governance, communication, and quality as interwoven rather than separate or independent considerations. Therefore, all issues are activated at once whenever a new contract begins.

Key Elements of the Proposal

The proposal critically highlights the following areas in-depth:

Our Ability

- Versatility, flexibility, and agile management.
- Ability to deliver services on time, on budget, and according to specifications.
- Security Guard SMEs are able to leverage their skills and experience on our contracts.
- New access control solutions (e.g. facial recognition) to large campus-like environments.
- Constant communication via our nominated central liaison and 24-Hour Dispatch and Command Center.

Our Capabilities

AGS is able to provide swift transitions, equip and deploy all contract necessities, while building/maintaining relationships with law enforcement in the process. Project scope activities are handled with a management plan built for each response.

Our Skill

AGS considers the following as skills after 21 years in the industry:

- Designing customized training programs.
- Finding committed candidates and matching them to their posts.
- Listening to our clients and responding accordingly.
- Blending operations, business development, and quality assurance.

Financial Strength

AGS and its affiliates operate under the umbrella corporation, Worldwide Sourcing Group (WWSG), which distributes and oversees the operational resources of each security firm under its purview. We are prepared to leverage our excellent credit and bonding capability, if and when needed.



Experience and Qualifications

AGS already has a substantial presence in South Florida at various port locations, securing our Nation's borders and protecting passengers, client property, and more. At PortMiami, Port of Tampa, Port Canaveral, and several others, AGS follows all USCG and MTSA regulations—and was the first firm to implement/deploy stricter security measures and tactics post 9/11. We are now seeking Safety Act designation from the Department of Homeland Security to limit our liability, so that we can spend more resources on operational anti-terrorism awareness and training.

Passenger screening (as many as 10 million per season total) at dozens of port locations for peak season tourist embarkations is no small accomplishment. After all, the total population of Monroe County, using 2017 figures, is 77,000.

We also must note that our coverage and support to numerous Southern California municipalities extends to over 2,200 square miles. The entirety of Monroe County is 3,738 square miles.

This year, AGS received two awards—one in Clearwater, Florida—securing their municipal buildings and busy downtown district/marina—and another providing facial recognition systems to four facilities on the campus of Florida State University. On April 21st, we provided executive level protection for NBC camera/production crews and management during a high-visibly protest. More executive protection jobs are expected in the future with NBC and others as this is a crucial scope component of our Master Purchase Agreement with TEGNA.

Years of Experience

21 years providing similar/comparable security services to agencies matching the City of Key West's environment and risks native to its area.



MANAGEMENT AND LONGEVITY

"American Guard Services' consistent superior management practices have proven themselves over a decade of service."

Matthew J. Lewis, Director of Security and Surveillance, Norwegian Cruise Line

Details of Past Projects

No. 1	City and County of San Francisco
Description of Similarities to the Scope	For our contract with the City and County of San Francisco, we staff armed guards to monitor activities and protect outdoor vendors at the Alemany Farmers' and Flea Market. Stakeholders appreciate our reporting procedures, radio call-in consistency/immediately once an incident has taken place, and our partnership approach with local law enforcement. All armed guards on this contract have more than the requisite minimum of two (2) years' prior experience in the industry and carry valid Firearms Qualification Cards (FQ).
Date of Contract Award and Expiration	September 1st, 2017 – August 31st, 2019

No. 2	City and County of Honolulu
Description of Similarities to the Scope	AGS has been awarded seven (7) contracts through the City and County of Honolulu over the years—patrolling parks, nature preserves, zoos, administrative buildings, and more. Gate/access control, patrols of large perimeter areas, parking rules enforcement—these are a sampling of the total scope elements, which mirror the County's scope as well. Our legacy operating in Hawaii has seen a partnership where security concerns are consistently met with full attentions, plans, and innovation on all fronts.
Date of Contract Award and Expiration	March 21st, 2017 – March 20th, 2019

No. 3	City of Clearwater, FL
Description of Similarities to the Scope	AGS provides security coverage for Clearwater Municipal Services Building, Special Events/PR Department, Clearwater Beach Marina, the Downtown Harbor Marina, and the Air Park. The City places a high amount of emphasis on customer service and an event-attendee's positive experience; therefore, guards are selected for assignment because they have a commitment to being courteous, helpful, attentive, and alert during their shifts.
Date of Contract Award and Expiration	June 2018 – June 2019 +2 years optional

No. 4	City of Bellevue, WA
Description of Similarities to the Scope	AGS staffs an award-winning Class A building for the City of Bellevue. Guards maintain access control points while remaining appearance and customer service levels at all times. Breaks where there is a gap of coverage (or no-fills) are planned for and mitigated. Lastly, our regional supervisor in the area is engaged

	with the City's stakeholders, going above and beyond with every service request.
Date of Contract Award and Expiration	January 2018 – January 2020 +2 years optional

Project	Major Scope Elements				
	Custom Security Guard Services	Threat Counter Measures for Public and Employees	Monitoring and Parking Lot Patrol	Highly Visible Deterrents	Emergency Procedure Awareness
1. **City and County of San Francisco**	✓	✓	✓	✓	✓
2. **City and County of Honolulu**	✓	✓	✓	✓	✓
3. **City of Clearwater, FL**	✓	✓	✓	✓	✓
4. **City of Bellevue, WA**	✓	✓	✓	✓	✓

Maritime/Port Experience

AGS is the largest employer of TWIC credentialed and CFR 105.210 trained personnel in the Nation. Crowd management tactics and knowledge of existing threats are leveraged for our numerous port/maritime industry clients. Further, each season we screen millions of passengers for the major cruise liners, even deploying facial recognition to complement 33 CFR 105 directives in the process.

Current Contracts (Sample List) for Marine Terminal Security Services:

- Port of Long Beach
- Port Canaveral
- PortMiami
- Port Tampa Bay
- Maui Port
- Hilo Hawaii Harbor
- Port of Charleston
- Mobile Alabama Cruise Terminal (MACT)
- Port of Seattle
- Port of New Orleans/Intercruises
- Seaboard Marine Shipping
- Port Logistics

Current Experience (Sample List) with Cruise Liners:

- Carnival Cruise Lines (Port of Santa Barbara, et al.)
- Disney Cruise Lines
- Norwegian Cruise Lines
- Princess Cruise Lines (Port Galveston)
- Cunard Cruise Lines

PORT CANAVERAL

Port Canaveral

AGS supports the Visible Intermodal Prevention and Response (VIPR) operation at the Port. VIPR operations are designed to augment the security of port operations/security, but could apply to any mode of transportation. This was particularly effective on March 18th, 2010 when we were observed and inspected by TSA Team Orlando.

PortMiami
AGS has a significant presence at PortMiami and has unveiled two groundbreaking technologies at the port to improve passenger experience, minimize wait times, and optimize CIP spend. These include the first dual-view x-ray screener for cruise use and the first Proof of Concept using facial recognition to onboard guests/arrivals.



Above: A Guard screening items through a dual-view baggage screener at PortMiami. Our TSA-style training at ports blends with our common baseline for maritime environments.

Firms' Ability to Meet Time and Budget Requirements

AGS is often transitioning into new territories and doing so under tight timelines/budget constraints. Smart workforce development tools and software help us understand our needs/resource allotment in real-time; these include XORA and MITC. We will also commit a compliance specialist and a dedicated billing person to the contract to meet every stakeholder expectation regarding the budget, scheduling, etc.

AGS executives are already pre-planning for the 30-day startup and transition process.

Business Structure

AGS is a Corporation.

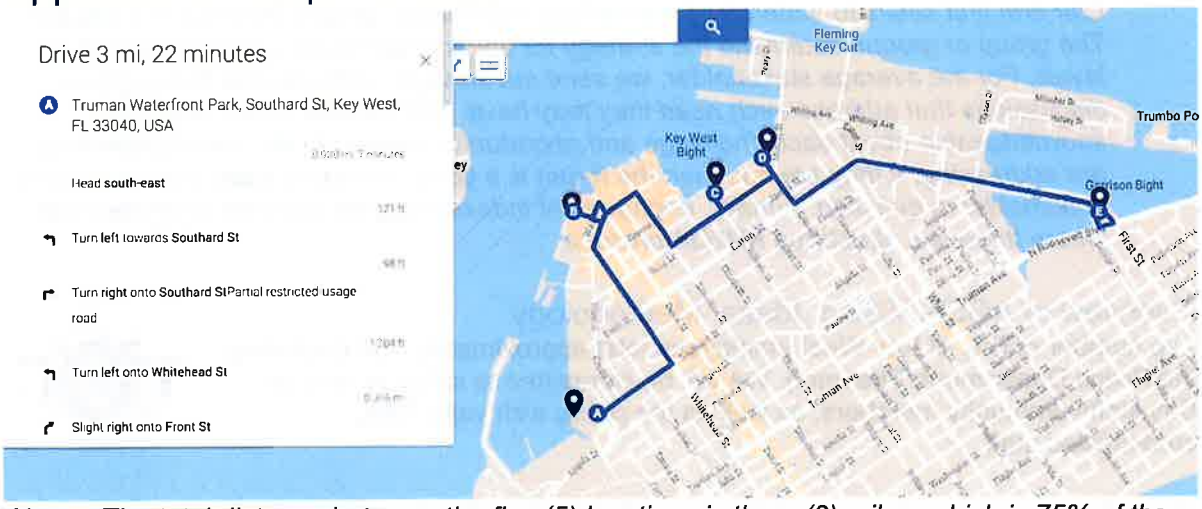
Relative Size

We are one of the largest nationwide firms with over 7,500 officers and supervisors, 30 operational offices, and contract coverages spanning thousands of square miles per contract. Our direct competitors are AlliedUniversal, G4S, and Securitas.

Licenses

Our firm holds all requisite licensure required by the State to responsibly serve as a private security guard agency. *Please see the attached.*

Approach to Scope of Work



Above: The total distance between the five (5) locations is three (3) miles, which is 75% of the island's total length. Whether we are providing coverage for 2,000 square miles or eight, the AGS approach is tailored for each client location.

Project Understanding/Approach

Needs, Goals, and Objectives

Key West attracts tourists, servicemen, and maritime travelers, but it also attracts democracy-loving residents that commit to preserving the City's values through ambassador programs, for example. We will commit to hiring from the City's local pool of qualified safeguards to keep its public sites secure.

More on our understanding of the City:

- Key West is consistently rated high as a tourist destination. We will provide visually appealing and professional uniforms, customer service, and added value from the start.
- Winter is the busiest season for tourism and requires all City functions, including security, to operate smoothly.
- The City's Police Department's mission is to provide effective and efficient police services. This mission, along with its core values, are aligned with ours.

More on our understanding of the Project:

- Mallory Square is frequently busy from 6:00 pm to 8:00 pm. In particular, a drastic difference in crowd density and intensity is present during those times. The popular location has faced vagrancy/transiency issues in the past; our approach will consider past issues and work to mitigate future occurrences.
- Marinas and boaters (in general) desire increased security measures but not intrusive policies or structures.
- City-managed marinas and other maritime structures/terminals have been allocated an increasing amount of funds from the City year after year for security. We will honor this investment with effective but cost-efficient security solutions which utilize the taxpayers' funds to the fullest.

AGS's *unique brand of engagement* with key stakeholders will be given priority. Our engagement philosophy is described more below:

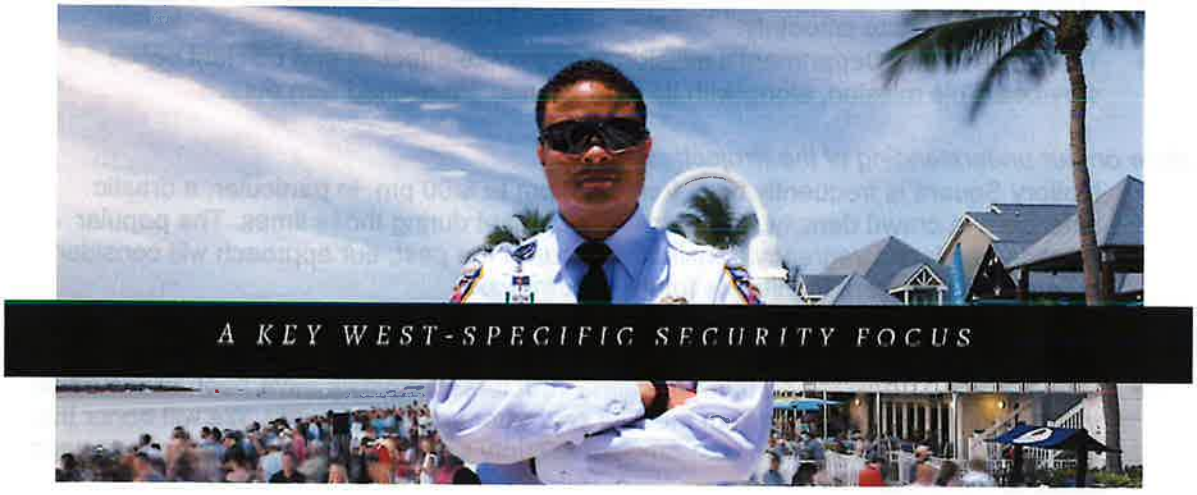
Our firm first seeks to understand the various stakeholder groups involved in a project. The group or groups determine the strategy for advancing/enhancing engagement levels. For the average stakeholder, we send out surveys and schedule focus group discussions that address each need they may have. The liaisons on our end are knowledgeable about each challenge and opportunity relevant to the stakeholder they are addressing; if they are not, then the forum is a good chance to learn more about the stakeholder in question. Further, engagement indexes may be used for large contracts where there is a structured KPI/QA process.

Overview of AGS's Vision, Ideas, Methodology

The number of City of Key West employees total approximately 500 (including the Police Department, Fire, etc.). We will be committed to safeguarding all City staff/community members, as well as the public with valid TWIC credentialed staff.

Our soft approach for securing public venues like Mallory Square aligns with the Key West Police Department's community-policing policies. Our methodology for securing marinas and port terminals is non-intrusive without compromising safety. These site-specific solutions (and others matching the carefully studied needs of each City location) are integral to our *tailored approach philosophy*. This approach is not possible without the extensive research and stakeholder engagement we use to identify client expectations and deepen our understanding of project needs.

To source the requisite guard totals, we will pull from qualified incumbent pools and criminal justice graduates from Florida Keys Community College, a member tied to our partner, E&I. Emergency response times, while relatively short, will be kept low while working with the City's Emergency Operations Center, Post-Disaster Task Force, Hazard Mitigation agencies, and so on.



AGS's Current Workload

AGS is poised to devote ample time, attention, guards, and other resources to the City. We are prepared to make adjustments to our workload to fit in the contract necessities, etc. and see no future barrier to a highly performance-based partnership.

We are built for growth and exhibit constant readiness for new projects.

Monthly meetings with KWPD and regular site visits by supervisors are well within our current capabilities.

Available Staff, Facilities, Capabilities, and Other Resources

South Florida is our largest operational base outside of the Los Angeles metro area; hiring, credentialing, staffing, and retaining for contracts in the local area has become our specialty. We also operate four offices in the State and pledge to open a supporting local office in Key West, upon award if needed.

The following could be considered "Other Resources" available to City:

- **FaceEx**—a facial recognition brand—and its people counting/identifying ability is a substantive add-on that is available to complement our service.
- Electric Trikkes are a viable option for the open terrain of Mallory Square.
- Advanced Anti-Terrorism for port environments and city parks.
- Guard training to identify, document, and report unregistered vessels.
- Over a decade worth of experience credentialing guards for TWIC.
    - The TWIC certification process can lead to complications for unprepared firms. For guards who do not already possess a TWIC card, we e-verify that they are lawful U.S. citizens and ensure they meet all other TWIC requirements. TWIC applicants must pass security assessments 8 to 12 weeks beforehand, making the process a long one that most contract transition phases do not allot sufficient time for. Therefore, we prepare non-TWIC guards to be certified long in advanced on a strategic (for future contracts) timeframe, rather than a contract-based one. Consequently, we prefer staffing all port security sites with incumbent guards with pre-existing TWIC certification.

Management Position

Because of the contract requirements and site specifics, we agree that a flexible, (permanently) local supervisory presence is best suited for this project. We wish to find the best suited individual and will have him or her ready for their duties before the start date. *The list of qualifications below will influence our determination for employment/assignment:*



In addition, this individual:

- Must be able to multitask and prioritize departmental functions to meet deadlines.
- Approach all encounters with the public and City employees in an attentive, friendly, courteous and service-oriented manner.
- Must attend all KWPD required meetings and trainings.
- Maintain high standards of personal appearance and grooming.
- Comply with AGS and City of Key West regulations to encourage safe and efficient security operations.
- Will maximize efforts towards productivity, identify problem areas, and assist in implementing solutions.
- Must be effective in handling problems, including anticipating, preventing, identifying and solving problems as necessary.
- Must be able to understand and evaluate complex information, data, etc. from various sources to meet appropriate objectives.
- Must be able to maintain the confidentiality of information.

References

Carnival Cruise Lines
3655 NW 87th Avenue, Miami, FL 33178
Dominick A. Froio, Vice President, Security Services
305-599-2600
Dfroio@carnival.com
2005 - Current
AGS provides extensive port security for several Carnival fleets across notable United States ports including Port of Miami, Port of Everglades, Port of Galveston, Port of Long Beach, and more. We also control x-ray screening and crowd control for over 500,000 people each season. AGS has planned, executed, and monitored emergency and incident response plans that are fully USCG and DHS compliant, taking into consideration rogue, chemical, physical, and cyber threats to port security. Our team has ensured that the Miami-Dade and Los Angeles metropolitan areas are kept safe and secure with innovative control measures, an industry-leading QMP, and other safeguards.

South Carolina Ports Authority
176 Concord St, Charleston, SC 29401
Jerry R. Matthews, Director Breakbulk, RO-RO 7 Cruise Operations
Office 843-577-8743
Mobile 843-514-5730
rmatthews@scspa.com
2017 - Current
AGS provides Security Guard services for South Carolina Port; as well AGS screening of all passengers, personal effects to include Luggage, and Provisions.

Ralphs/Kroger
PO Box 54143 Los Angeles CA 90054
Miguel Melborne, Regional Security Manager
310-341-5552
miguel.melbourne2@ralphs.com
2005 – Current
AGS has served Ralphs for over 12 years with robust security services at distribution and retail facilities. Our agile force spans 120 locations, and guards thousands of employees, every day. In addition to our full-service security offerings, Ralphs has taken advantage of AGS for revenue collection and escort services, loss prevention and risk management, and other complimentary deliverables. Customer service improvements have been felt by shoppers and other Ralphs staff, as we are centrally aware of the public, and our role in the shopping experience. A contract that spans more than a decade attests to our commitment to clients' needs at every turn.

County of Tulare
2637 W Burrel Ave Ste 200, County of Tulare
Diane Hull, Contract Administrator
559-205-1122
DHull@co.tulare.ca.us
2018- Current
AGS provides security guard services for 20 locations at the Tulare County.

History of Litigation

None; AGS has no past or current history of litigation, as described in the RFP.

PORT & MARINE SERVICES
201 William Street
Key West, FL 33040

ADDENDUM NO. 1

CITY OF KEY WEST PRIVATE SECURITY SERVICES
REQUEST FOR PROPOSAL (RFP) #004-19

The information contained in this Addendum adds information to be included in the Bid and is hereby made a part of the Contract Documents. The referenced bid package is hereby addended in accordance with the following items:

QUESTIONS and CLARIFICATIONS

1. Proposer shall have permanent representation of supervisory and decision making capacity residing in the City of Key West or within 35 miles of Key West no later than 30-days of bid award. Proposer shall research and fully be informed of the cost of living and housing issues associated with living in the area.

2. The Selection Criteria is hereby modified as follows:

SELECTION CRITERIA	Maximum Points
Specialized experience in the type of work to be performed, preferably including work in a city of similar size and geographic location	40
Understands the scope of the project and availability and capability to perform the services described in this RFP in Key West on a yearly and consistent basis	20
Permanent representation of supervisory capacity residing in the City of Key West or within 35 miles of Key West	15
Price	15
References	10
POINT TOTAL	**100**

All other elements of the Contract and Bid documents, including the bid date shall remain unchanged.

All Bidders shall acknowledge receipt and acceptance of this **Addendum No. 1** by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.

Gerald Gregory
Signature

American Guard Services, Inc.
Name of Business

Additional Attachment

Proof of Liability Insurance
AGS Good Standing SOS
AGS Business License
Financial Good Standing Letter
Sample Invoice
Daily Activity Report
Incident Report
Guard Tour Management System "XORA"

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12-4-2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Kimberly Ann deGreef	
El Dorado Insurance Agency, Inc. El Dorado Sec Srvs Ins Agy 3673 Westcenter Drive Houston TX 77042	PHONE (A/C, No, Ext): 832-320-4505	FAX (A/C, No): 832-320-4555
	E-MAIL ADDRESS: kimberlyann@eldoradoinsurance.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: Zurich American Ins Co	27855
INSURED American Guard Services, Inc. 10100 Reunion Place Suite 120 San Antonio TX 78216	INSURER B: Endurance American Insurance Company	10641
	INSURER C: Colony Insurance Company	39993
	INSURER D: Hiscox Insurance Company	10200
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** V-AGS (10-20-18) W-CRM **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR X Errors & Omissions GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY PRO-JECT LOC OTHER:			EOL0288450-01	10/20/2018	10/20/2019	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 100,000 $ 10,000 $ 1,000,000 $ 3,000,000 $ 3,000,000
A	AUTOMOBILE LIABILITY X ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS X HIRED AUTOS X NON-OWNED AUTOS			BAP0885493-02	10/20/2018	10/20/2019	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
B C	UMBRELLA LIAB X OCCUR X EXCESS LIAB CLAIMS-MADE DED RETENTION $			EXC30000484301 ($5M X Primary) AR4460605 ($5M X $5M)	10/20/2018	10/20/2019	EACH OCCURRENCE AGGREGATE	$ 10,000,000 $ 10,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		WC 0093650-03	9/30/2018	9/30/2019	X PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ 1,000,000 $ 1,000,000 $ 1,000,000
D	Crime - 1st & 3rd Party			UC21824594.18	10/31/2018	10/31/2019	LIMIT	$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

The General Liability policy includes a blanket automatic additional insured endorsement that provides additional insured status to the certificate holder when there is a written contract between the named insured and the certificate holder that requires such status.

CERTIFICATE HOLDER

City of Key West
Office of the City Clerk
1300 White Street
Key West, FL 33040

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE
Brian Costanza (Florida Resident Agent for Zurich)
R.L. Ring, Jr./KDEGRE

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The ACORD name and logo are registered marks of ACORD

State of Florida
Department of State

I certify from the records of this office that AMERICAN GUARD SERVICES, INC. is a California corporation authorized to transact business in the State of Florida, qualified on September 20, 2002.

The document number of this corporation is F02000004808.

I further certify that said corporation has paid all fees due this office through December 31, 2017, that its most recent annual report/uniform business report was filed on April 24, 2017, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capital, this the Thirteenth day of October, 2017



Ken Detzner

Secretary of State

Tracking Number: CU1871459574

To authenticate this certificate,visit the following site,enter this number, and then follow the instructions displayed.

https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

ADAM H. PUTNAM
COMMISSIONER

DIVISION OF LICENSING

03/21/18
DATE ISSUED

03/13/21
DATE OF EXPIRATION

B 9900131
LICENSE NUMBER

AMERICAN GUARD SERVICE, INC
1015 N. AMERICA WAY
#108
MIAMI, FL 33132

ASSAL, SHERIF M., OWNER

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

ADAM H. PUTNAM
COMMISSIONER

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

ADAM H. PUTNAM
COMMISSIONER

DIVISION OF LICENSING

05/06/16	05/06/19	BB1600015
DATE ISSUED	DATE OF EXPIRATION	LICENSE NUMBER

AMERICAN GUARD SERVICES INC (TAMPA BRANCH)

2109 E. PALM AVE,
SUITE 203
TAMPA, FL 33605

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

ADAM H. PUTNAM
COMMISSIONER

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

ADAM H. PUTNAM
COMMISSIONER

DIVISION OF LICENSING

10/17/17	10/10/20	BB2500034
DATE ISSUED	DATE OF EXPIRATION	LICENSE NUMBER

AMERICAN GUARD SERVICE (CAPE CANAVERAL)

7011 N. ATLANTIC AVENUE
SUITE 200
CAPE CANAVERAL, FL 32920

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

ADAM H. PUTNAM
COMMISSIONER

RTS FINANCIAL

RTS Financial Service, Inc.
9300 Metcalf Avenue
Overland Park, KS 66212

February 27, 2018

Re: Good Standing Letter

To Whom it May Concern:

The intent of this letter is to confirm that the account for American Guard Services, Inc. is in good standing. They currently have a $25,000,000 financing arrangement and we are willing to provide them with an additional $25,000,000 if needed to accommodate new contract awards. RTS Financial has been working with American Guard and their affiliates since November 2013.

For further questions please call Ryan Beasley, our National Sales Manager, directly at 913-310-1451.

Regards,

Jim Maurer
Vice President/General Counsel



AMERICAN GUARD SERVICES, INC
P.O. BOX 840267
DALLAS, TX 75284-0267

Voice:
Fax:

Invoice

Invoice Number:

Invoice Date:

Page:

CUSTOMER

SERVICE LOCATION

Customer ID	Customer PO	Payment Terms	
Sales Rep ID	Shipping Method	Ship Date	Due Date

Quantity	Item	Description	Unit Price	Extension

Subtotal
Sales Tax
Total Invoice Amount
Payment/Credit Applied
TOTAL

American Guard Services, Inc.
1299 E Artesia Blvd, Suite 200
Carson CA 90746
P. 310-645-6200
F. 310-645-6233

DAILY ACTIVITY REPORT
BY SHIFT

☐ DAY SHIFT ☐ SWING SHIFT ☐ GRAVEYARD SHIFT

CLIENT _____

ADDRESS _____

_____

POST _____

SHIFT START TIME _____ DATE _____

SHIFT END TIME _____ DATE _____

OFF-DUTY S/O

NAME _____

EMPLOYEE # _____

ON-DUTY S/O

NAME _____

EMPLOYEE # _____

EQUIPMENT CUSTODY

FACILITY KEYS _____

PATROL CLOCK

HAND- HELD RADIO

FLASHLIGHT

_____

_____

ACCEPTED: ON-DUTY S/O

SIGNATURE _____

COMMENT _____

_____

DISPATCH CALL-IN LOG

TIME CALLED	S/O INITIALS

PATROL ROUNDS LOG

TIME ROUND STARTED	TIME ROUND ENDED	S/O INTIALS	IF KEY STATION MISSED-- EXPLAIN

REVERSE SIDE
RECORD ALL SIGNIFICANT EVENTS

DAILY ACTIVITIES

RECORD ALL ACTIVITIES SUCH AS:

- ALL DUTIES AS REQUIRED BY POST ORDERS
- EQUIPMENT/PACKAGES/FURNITURE REMOVED OR BROUGHT IN
- AUTOMOBILES OR TRUCKS ENTERING OR LEAVING PROPERTY
- VISITORS OR REPAIRMENT OR EMPLOYEES NOT NORMALLY ON PROPERTY

ALSO, LOG EVENT AND PREPARE **INCIDENT REPORT** IF THERE IS ANY:

- FIRE – POLICE ACTION – MEDICAL INCIDENT – TRESPASSER – COMPANY SECURITY VIOLATION
- INJURY TO PERSON – PROPERTY DAMAGE

TIME	EVENT DESCRIPTION	IF INCIDENT REPORT	INITIAL

AMERICAN GUARD SERVICES, INC.

INCIDENT REPORT

IR#	

Incident Day/Date					**Incident Time** *(24 hrs.)*						
Type of Incident											
Location of Incident											
PRIMARY INVOLVED PARTY											
☐ **Suspect** ☐ **Victim** ☐ **Witness**				☐ **Guest**			☐ **Employee**				
Name *(Last, First, Middle)*											
DOB		**Race**		**Sex**		**Age**		**Weight**		**Height**	
Address											
City				**State**			**Zip**				
Home Phone				**Alt. Phone**							
ID Document / #				**State/Country**							
Employee's Shift started at *(injury report only)*				**Dept.**		**Title**					
Guest Room #		**CI/CO Date**			**Function/Event**						
VEHICLE INVOLVED											
Make		**Model**			**License**		**State**				
Year		**Body Style**			**Color**						
Additional Description/Distinctive Equipment											
OTHER INVOLVED PARTY											
☐ **Suspect** ☐ **Victim** ☐ **Witness**				☐ **Guest**			☐ **Employee**				
Name *(Last, First, Middle)*											
DOB		**Race**		**Sex**		**Age**		**Dept.**			
Address											
City				**State**			**Zip**				
Home Phone				**Alt. Phone**							
ID Document / #				**State/Country**							

MISSING PROPERTY

Item	Qty.	Article Description, Brand, Model	Serial #	Value $

PRELIMINARY INVESTIGATION FACTORS

	Physical Evidence		**Area Checked**		**Injury / First Aid**		**Guest contacted**
	Photographs taken		**Assault**		**Refused Medical Aid**		**Lock Interrogation**
	Diagram		**Illegal Substances**		**Paramedics called**		**86 List**
	Intoxication		**Firearm**		**Police / Fire on Property**		**Follow-up needed**

Reporting Officer		**Serial #**		**Date/Time Report Was Taken**	
Signature					
DISTRIBUTION		**General Manager**	**Human Resources**	**Other**	

IR#	

NARRATIVE

Reporting Officer		Serial #	
Signature			

American Guard Services, Inc.

Guard Tour Management System



xora

Multiple Applications Tool.

1. Time Tracker/ Time Card
2. Report Generator / Report Manager
3. GPS Tracker
4. Patrol Manager
5. Messenger / Dispatch Portal



What it Does:

- With the push of a button, Security Officers indicate when they are starting or ending their shifts or special jobs they've been assigned to.
- Supervisors receive powerful web-based maps and reports showing where Security Officers are and that they are patrolling and mobile and not idle or sleeping.
- DARs, IRs Condition Reports and other data can be electronically generated by officers and accessed by Supervisors and Managers.
- Photos can be taken and shared instantly from the site, providing visual documentation of incidents.
- Bar Code Recognition Software enables you to create your own unlimited patrol stations, making the need for Detex, Deggy or any other tour system obsolete.



What You'll Need

The Xora software Requires the following on your device:

- Tablet PC or GPS enabled phone that supports Xora applications iOs/ Android
- Data Plan
- Xora GPS software and service
- PC with Internet connection
- Static IP address







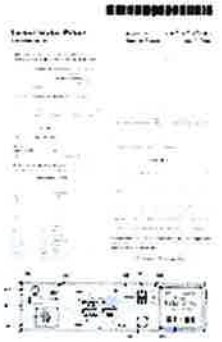
How it Works:

- **Checking On/ Off Duty:** Officers carry a Xora enabled wireless device and clock-in by starting a shift on the Xora Database. A number of mandatory questions have to be answered by the officer in order to proceed with and be able to check in. A GPS time stamp is created so you'll know when and where employees checked-in, creating a tamper-proof timecard.

- **Report Generator/ Manager:** During the course of the shift Xora can be utilized to generate a number of reports, including Incident Reports, Condition Reports, Citations, Injury Reports, etc…virtually any report is replicable to work in Xora. You can attach photographs or video to each report as well as a signature. Audio clips can also be included in your reports.

How it Works, Contd.:

- As the reports are generated, they are stored in the tablet's memory and once the report is finished and the Officer closes the job and shift all generated data is pushed to a "cloud" database.
- Specialty reports which can't be added to the Shift can be added as a document file on each individual tablet. Training Manuals, Post Orders, Emergency Contact Information and other literature…even Emergency Medical Information can be added to each tablet.
- Supervisors, Managers and Customers are able to retrieve this information from the "cloud" immediately after the job is closed, making the data readily available to all.



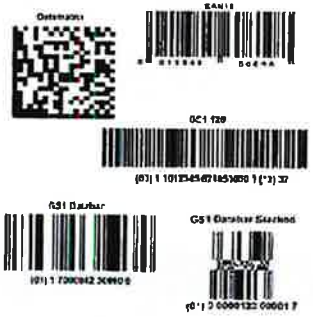
How it works, Contd.

- **The GPS Tracker** function is a "Real Time" tracking device that allows you to monitor the officers movements during the course of the shift. Multiple sensors are available for you to customize your GPS tool.
- Activity/ Movement threshold; this allows you to monitor and get warnings any time the officer stops moving for a set period of time.
- Geo Fencing; Helps you monitor any time the officer has left a specified area or has enter a "forbidden" area in the system.
- Xora will create a web report which can be texted, e-mail or just stored in the database for you to download.



How it works, Contd.

- **Patrol Manager:** This function is a "Bar-Code" reading software that you can customize to fit your needs. Events, Incidents, Prescheduled Tasks and other functions along with the standard patrol station can be programmed and used by the officers while on patrol. Because you choose the Bar Code language, you can completely customize the labels.
- Xora can create a Bar-code report (similar to the Detex or Deggy) which can also be texted, e-mail or just stored in the database for you to download.



How it works, Contd.

- **Messenger/ Dispatch Portal:** Xora comes equipped with a 2 way messaging application which allows our office/ 24-hour Dispatch to be in constant communication with the officer via messaging.
- A work-order or simple text can be send to the unit witch will require acknowledgement by the officer…acting also as a safety tool.



- Work orders are completely customizable, depending on your needs.
- Any task, job request can be marked as "completed" by the officer, a report is generated and sent to the cloud data-base.

Proprietary and confidential. All rights reserved. Xora, Inc.

American Guard Services, Inc.



The Future in Security

xora

BID FORM

PORT AND MARINA SECURITY SERVICES

The security services for each facility is outlined in the Scope of Work section

LOCATION	UNBURDENED HOURLY RATE ($)[1]	RATE IN WORDS	BURDENED HOURLY RATE ($)[2]	RATE IN WORDS
Mallory Square	$12.00	Twelve Dollars	$19.95	Nineteen Dollars & Ninety Five Cents
Outer Mole Pier	$12.00	Twelve Dollars	$19.95	Nineteen Dollars & Ninety Five Cents
Key West Bight	$12.00	Twelve Dollars	$19.95	Nineteen Dollars & Ninety Five Cents
City Marina	$12.00	Twelve Dollars	$19.95	Nineteen Dollars & Ninety Five Cents
Key West Bight Ferry Terminal	$12.00	Twelve Dollars	$19.95	Nineteen Dollars & Ninety Five Cents
City Parks	$12.00	Twelve Dollars	$19.95	Nineteen Dollars & Ninety Five Cents
Special Events	$12.00	Twelve Dollars	$25.94	Twenty Five Dollars & Ninety Four Cents

[1] Direct Labor Cost
[2] Direct Labor Cost, O/H, G&A, Profit

SUBCONTRACTORS

The Bidder further proposes that the following subcontracting firms or businesses will be awarded subcontracts for the following portions of the work in the event that the Bidder is awarded the Contract:

Portion of Work: N/A

Name: _____

Address: _____

Portion of Work: N/A

Name: _____

Address: _____

Portion of Work: N/A

Name: _____

Address: _____

BIDDER

The name of the Bidder submitting this Bid is: American Guard Services, Inc.

Doing business at 1125 W 190th St.

City Los Angeles State CA Zip 90248

Telephone No. 800-441-1808

This address is where all communications concerning this Bid shall be sent.
The names of the principal officers of the Corporation submitting this Bid, or of the Partnership, or of all persons interested in this Bid as Principals are as follows:

Name	Title
N/A	

If Corporation

IN WITNESS WHEREOF the undersigned corporation has caused this instrument to be executed and its seal affixed by its duly authorized officers this 3rd day of December, 2018.

(SEAL)

Name of Corporation American Guard Services, Inc.

By: Gerald Gregory

Title: Executive Vice President

Attest: _____

Secretary

If Sole Proprietor or Partnership

IN WITNESS hereto the undersigned has set his/her/its hand this 3rd day of December, 2018

Signature of Bidder N/A

Title N/A

NON-COLLUSION AFFIDAVIT

STATE OF ~~FLORIDA~~ California)
SS COUNTY ~~OF~~ Los Angeles OF MONROE :)

I, the undersigned hereby declares that the only persons or parties interested in this Proposal are those named herein, that this Proposal is, in all respects, fair and without fraud, that it is made without collusion with any official of the Owner, and that the Proposal is made without any connection or collusion with any person submitting another Proposal on this Contract.

By: Gerald Gregory

Sworn and subscribed before me this

3rd day of December, 2018.

NOTARY PUBLIC, State of ~~Florida~~ California at Large Los Angeles

ALYSHIA M. ASSAL
Commission # 2122779
Notary Public - California
Los Angeles County
My Comm. Expires Aug 9, 2019

My Commission Expires: Aug. 9, 2019

ANTI – KICKBACK AFFIDAVIT

STATE OF California)
: SS
COUNTY OF Los Angeles)

I, the undersigned hereby duly sworn, depose and say that no portion of the sum herein bid will be paid to any employees of the City of Key West as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

By: Gerald Gregory

Sworn and subscribed before me this 3rd day of December, 2018.

NOTARY PUBLIC, State of California at Large Los Angeles

My Commission Expires: Aug. 9, 2019

ALYSHIA M. ASSAL
Commission # 2122779
Notary Public - California
Los Angeles County
My Comm. Expires Aug 9, 2019

SWORN STATEMENT UNDER SECTION 287.133(3)(A) FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid or Proposal for:

   RFP 004-19 City of Key West Private Security

2. This sworn statement is submitted by American Guard Services, Inc.
   (Name of entity submitting sworn statement)

   whose business address is 1015 North America Way, #102, #103,# 104,#106, #108, #110

   Miami, FL 33132

   and (if applicable) its Federal Employer Identification Number (FEIN) is 95-4654353

   (If the entity has no FEIN, include the Social Security Number of the individual

   signing this sworn statement_____

3. My name is Gerald Gregory
   (Please print name of individual signing)

   and my relationship to the entity named above is Executive Vice President

4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including but not limited to, any bid or contract for goods or services to be provided to any public or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, material misrepresentation.

5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication guilt, in any federal or state trial court of record relating to charges brought by indictment information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means

a. A predecessor or successor of a person convicted of a public entity crime; or

b. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(8), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

8. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies).

_X_ Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND (Please indicate which additional statement applies.)

_____ There has been a proceeding concerning the conviction before a hearing of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted Proposer list. (Please attach a copy of the final order.)

_____ The person or affiliate was placed on the convicted Proposer list. There has been a subsequent proceeding before a hearing officer of the State of

Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted Proposer list. (Please attach a copy of the final order.)

_____ The person or affiliate has not been put on the convicted Proposer list. (Please describe any action taken by or pending with the Department of General Services.)

(Signature)

December 3rd, 2018

(Date)

STATE OF California

COUNTY OF Los Angeles

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

Gerald Gregory who, after first being sworn by me, affixed his/her
(Name of individual signing)

Signature in the space provided above on this 3rd day of December, 2018.

My commission expires:

NOTARY PUBLIC

ALYSHIA M. ASSAL
Commission # 2122779
Notary Public - California
Los Angeles County
My Comm. Expires Aug 9, 2019

CITY OF KEY WEST INDEMNIFICATION FORM

To the fullest extent permitted by law, the Proposer expressly agrees to indemnify and hold harmless the City of Key West, their officers, directors, agents and employees (herein called the "indemnitees") from any and all liability for damages, including, if allowed by law, reasonable attorney's fees and court costs, such legal expenses to include costs incurred in establishing the indemnification and other rights agreed to in this Paragraph, to persons or property, caused in whole or in part by any act, omission, or default by Proposer or its subcontractors, material men, or agents of any tier or their employees, arising out of this agreement or its performance, including any such damages caused in whole or in part by any act, omission or default of any indemnitee, but specifically excluding any claims of, or damages against an indemnitee resulting from such indemnitee's gross negligence, or the willful, wanton or intentional misconduct of such indemnitee or for statutory violation or punitive damages except and to the extent the statutory violation or punitive damages are caused by or result from the acts or omissions of the Proposer or its subcontractors, material men or agents of any tier or their respective employees.

Proposer: American Guard Services, Inc. SEAL:

1125 W 190th St., Los Angeles, CA 90248
Address

Signature

Gerald Gregory
Print Name

Executive Vice President
Title

DATE: December 3rd, 2018

Sworn and subscribed before this 3rd day of December, 2018

NOTARY PUBLIC, State of California, at Large Los Angeles

My Commission Expires: Aug. 9, 2019

ALYSHIA M. ASSAL
Commission # 2122779
Notary Public - California
Los Angeles County
My Comm. Expires Aug 9, 2019

Not Applicable

LOCAL VENDOR CERTIFICATION PURSUANT TO CITY OF KEY WEST ORDINANCE 09-22 SECTION 2-798

The undersigned, as a duly authorized representative of the vendor listed herein, certifies to the best of his/her knowledge and belief, that the vendor meets the definition of a "Local Business." For purposes of this section, "local business" shall mean a business which:

a. Principle address as registered with the FL Department of State located within 30 miles of the boundaries of the city, listed with the chief licensing official as having a business tax receipt with its principle address within 30 miles of the boundaries of the city for at least one year immediately prior to the issuance of the solicitation.

b. Maintains a workforce of at least 50 percent of its employees from the city or within 30 miles of its boundaries.

c. Having paid all current license taxes and any other fees due the city at least 24 hours prior to the publication of the call for bids or request for proposals.

- Not a local vendor pursuant to Ordinance 09-22 Section 2-798
- Qualifies as a local vendor pursuant to Ordinance 09-22 Section 2-798

If you qualify, please complete the following in support of the self-certification & submit copies of your County and City business licenses. Failure to provide the information requested will result in denial of certification as a local business.

Business Name American Guard Services Phone: _____

Current Local Address: _____ Fax: _____
(P.O Box numbers may not be used to establish status)

Length of time at this address: _____

_____ Date: _____
Signature of Authorized Representative

STATE OF _____ COUNTY OF _____

The foregoing instrument was acknowledged before me this _____ day of _____, 2015.
By _____, of _____
(Name of officer or agent, title of officer or agent) (Name of corporation acknowledging)

or has produced identification _____ as identification
(Type of identification)

_____
Signature of Notary

_____
Print, Type or Stamp Name of Notary

_____
Title or Rank

Return Completed form with
Supporting documents to:
City of Key West Purchasing

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF California)
: SS
COUNTY OF Los Angeles)

I, the undersigned hereby duly sworn, depose and say that the firm of American Guard Services, Inc. provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses per City of Key West Ordinance Sec. 2-799.

By: Gerlad Gregory

Sworn and subscribed before this 3rd day of December, 2018

NOTARY PUBLIC, State of California, at Large Los Angeles

My Commission Expires: Aug. 9, 2019

ALYSHIA M. ASSAL
Commission # 2122779
Notary Public - California
Los Angeles County
My Comm. Expires Aug 9, 2019

CONE OF SILENCE AFFIDAVIT

STATE OF California)
: SS
COUNTY OF Los Angeles)

I the undersigned hereby duly sworn depose and say that all owner(s), partners, officers, directors, employees and agents representing the firm of American Guard Services, Inc. have read and understand the limitations and procedures regarding communications concerning City of Key West issued competitive solicitations pursuant to City of Key West Ordinance Section 2-773 Cone of Silence.

By: Gerald Gregory

Sworn and subscribed before me this
3rd day of December 20 18.

NOTARY PUBLIC, State of California at Large Los Angeles

My Commission Expires: Aug. 9, 2019

ALYSHIA M. ASSAL
Commission # 2122779
Notary Public - California
Los Angeles County
My Comm. Expires Aug 9, 2019