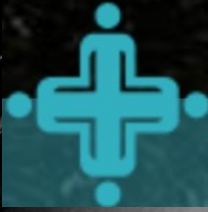


Proposal of Services



Tulare Local
Healthcare District

Patrick & Tiffany Lozano
Corporate Officers, Echelon



To Our Friends at Tulare Local Healthcare District



My name is C. Patrick Lozano. I am a lifetime area native and a former long-term Tulare County Law Enforcement Officer. I began my Law Enforcement career with Tulare PD and enjoyed serving the good people of Tulare. Decorated for Valor in the line of duty, law enforcement record is impeccable.

My wife, Tiffany, a Medical Case Worker for 21 years is my partner in ECHELON. I serve as CEO, Tiffany serves as CFO. Echelon Security Group Inc., dba Echelon Executive Protection, is a California Corp.

Tiffany and I have a lifetime of investing in Tulare-Kings Counties. We have served on non-profit boards, chamber boards and city council-appointed commissions. I was a volunteer mentor at the Visalia Rescue Mission for 10 years, President of The Bethlehem Center Board, and served the county as a police & fire chaplain.

We believe, as people who have volunteered with the homeless, we understand the drug use, mental health and other serious issues facing our homeless community. Having these keen insights gives us an advantage for creating effective, yet ethical ways of managing unwanted homeless activity on client properties.

After meeting with TLHD Staff and serving other clients closely situated to your properties, we believe a great part of your security vulnerabilities revolve around crimes and/or nuisances created or perpetuated by the Tulare homeless community. In this proposal we will be asking you to think outside your current security plan. We propose a daytime presence, with patrol officers, to supplement the security of your properties. We know from experience, our daytime transient suppression efforts drastically improve our overnight watch services. We will lay out our plan in this proposal.

We have never claimed to be the 'low-price leader' in security, however, we possess a track record accompanied by client testimonies, which affirm our creative, proactive methods for securing client properties is innovative, ethical and effective.

We have assembled a well-trained and experienced leadership team comprised of Law Enforcement and US Armed Forces veterans. Our training is top-notch and we employ solid, trust-worthy security officers. We can service your account at a superior level for a fair price.

Please contact me directly with any questions, concerns or to schedule a meeting. (559) 909-1515

A handwritten signature in blue ink that reads "C. Patrick Lozano". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

-C. Patrick Lozano | CEO

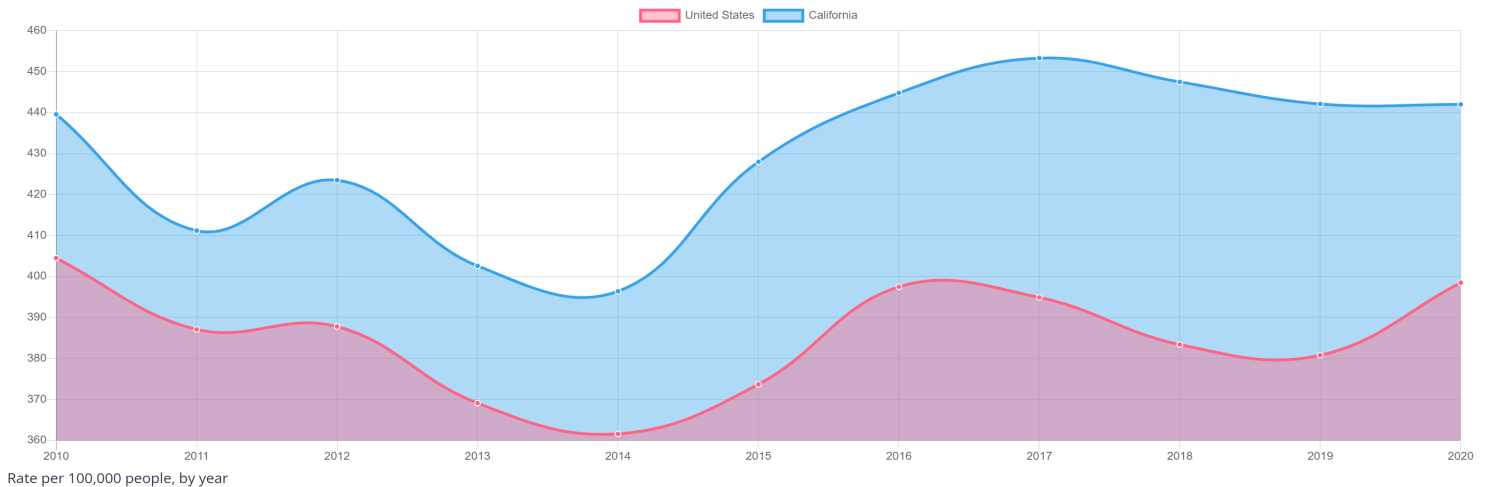
Refined Security. Unrivaled Integrity.

ECHELON EXECUTIVE PROTECTION



Statistics from the FBI National Crime Data Reporting center, gathered from 2010 through 2020, indicate Californians are assaulted, attacked, mugged, sexually assaulted, or victims of other violent crimes at a rate of 15% higher than the rest of the United States. *This data & chart can be found of the FBI Crime Data Explorer Website, www.crime-data-explorer.app.cloud.gov*

Rate of Violent Crime Offenses by Population



Rate per 100,000 people, by year

California law enforcement agencies report crime data to the California Department of Justice. This data summarizes eight crimes: homicide, rape, robbery, aggravated assault (together, "violent crimes"), burglary, larceny-theft, motor vehicle theft (together, "property crimes"), and arson. This information is based on over 11 million violent and property crimes reported between 2010 and 2019 throughout the state.



- In 2019, there were 433.5 violent crimes and 2290.3 property crimes reported per 100,000 residents.
- Between 2014 and 2019, arson increased by 11.9 percent and burglary decreased by 27.9 percent.
- Over the same period of time, aggravated assault increased by 10.1 percent.

This data can be found on the Department of Justice crime reporting website at openjustice.doj.ca.gov



A study published in 2020 by US News and World Report indicated that **on weekdays** more than 50% of all drug violations, thefts, simple assaults and property crimes occurred between the hours of 7:00AM and 7:00PM.

The FBI narrows the window of most daytime property crime activity to 10:00AM and 3:00PM

The homeless are committing a disproportionate amount of serious and violent crimes. The Los Angeles Police Department tracks crimes committed by and against the homeless and the statistics for 2018 are stunning: ***Suspects categorized as homeless commit 12 percent of the city's violent felonies while comprising less than 1 percent of its population. If these 32,000 homeless constituted one city, the crime rate would make it by far the most violent city in the United States.*** This serious criminal activity continues to rise....and the primary cause of violent crime by the homeless is the ***toxic mixture of lawlessness, drug dependency and mental illness.***

(These factors have) propelled a high percentage of homeless to commit serious crimes, against other homeless as well as the general public. While felony arrests of the homeless are rising, ***misdemeanor arrests are falling because arresting for these offenses has become a meaningless exercise. The 2014 enactment of Proposition 47 eliminated the threat of a felony filing for serial theft or drug possession.*** It now makes little sense to use police personnel to make arrests when the suspect will be immediately booked and released or spend at most a few days in jail. Many of these suspects will later be arrested for serious and or violent crimes. *SOURCE: The Pasadena Star News, using statistics provided by LAPD*

The information reported in this Southern California Newspaper is consistent with the Central Valley. The primary reason ECHELON is employed by commercial clients is to DETER, DETECT and REPORT crimes or nuisances created by transient activity. We are skilled at achieving progress in lowering incidents on client properties by offering varied services around-the-clock to abate these issues. Our patrol times are never predicable and our negotiation skills are ethical and polished.



ECHELON EXECUTIVES

Patrick & Tiffany Lozano

Social Status does not define an individual

Our corporate ethos is based upon the principal that no one class of people has any lower standing in life than another. We are called upon to handle issues caused by transients and/or other members of under-served segments of society. AND WE DO HANDLE THEM.....**effectively and ethically.**

In society, a great number of people, who would come to a complete stop on a busy roadway to save a wandering dog, might be the same people who honk and curse at a homeless person trying to cross the street with all of their worldly belongings in tow.

We train our Officers to look at the homeless as an exploited, marginalized and often criticized element of society, then we teach them to never do anything that would perpetuate further degradation of their quality-of-life. We teach patience and positive interactions over bold and dismissive interactions. We also emphasis de-escalation techniques. Our approach is very effective and it buys us street-credibility with the homeless community. This 'Street Cred' allows us to be efficient in our objectives.

A TESTIMONIAL FROM THE FRONTLINES OF HOMELESS MINISTRY

"Often, authority figures are unable to gain cooperation with members of the homeless community due to heavy handed actions or perceived disrespectful dialogue. This is NOT the case with Echelon. I know Patrick well and he believes everyone should be treated with dignity and respect regardless of their social standing.

I believe the experience Patrick has attained over the years of volunteering within the homeless community has provided him valuable insight on how to lead a company that interacts daily with the homeless community. He has built a tremendous amount of relationships with members of the homeless community. I have personally observed Patrick and other Echelon officers interact with members of the homeless community. They are always professional and are able to gain cooperation by maintaining a respectful dialogue under a spirit of dignity and respect."

-Cisco Bergen, The Warehouse Visalia, Homeless Outreach (Personal Contact Info Available)



Homeless Problems Affect Every Type of Business

Whether the issue is property crime, trespassing/camping, human waste, unwanted trash, bushes burned by portable grills, or just the mere presence of a homeless person sitting in front of the doors of a business, homelessness creates legitimate problems for business owners.

Local Law Enforcement agencies are swamped with calls-for-service 24 hours a day, and in this unfortunate era of public scrutiny many police agencies are running short-handed due to thwarted recruiting. Response times for police and confining laws such as Prop 47 make it difficult for police to eradicate low-level transient crimes.

The fact is, most Security Companies sell and work old-fashioned “overnight watch” platforms, even though quantifiable crime statistics have proven this limited approach to be less-than-ideal. But for them, it is an easy platform to perform and their primary concern is a paycheck, not in providing the best service necessary to address the actual client issues.

Echelon believes around-the-clock Security Presence is the most effective way to mitigate crime and transient issues. However, budgets are real, so we work with our clients to effectively develop permanent or intermittent security plans they can afford.

A TESTIMONIAL FROM A BUSINESS OWNER

“We were constantly dealing with transient issues at my office. It got to the point where we put automatic magnetic locks on the front doors. Since hiring Echelon, transient traffic has come to a screeching halt. My Team feels confident they can call on Echelon anytime and they will respond faster than the Police. On several occasions when we first hired Echelon my Team had to call to get help with security threats.

It is evident that through Patrick’s active involvement within the homeless community, most of the area transients know and respect him. Once they find out that Echelon is on patrol, word spreads fast, and out of respect, they move on.

I was so impressed with their service that I opted to have Echelon protect my home too. It’s been well worth the peace of mind knowing that Patrick, Tiffany, and their Officers are there to protect my Family in these uncertain times.” - Brian Nunn, Valley Expetec (Personal Contact Info available)

Integrity is our Cornerstone. In every dealing with ECHELON, you can be assured you will always be told the truth. We will perform all of the duties we promise to provide. We will not take shortcuts.

And, through our professionalism, we will safeguard your corporate image, because we understand every vendor you employ is a direct reflection of your organization.



Transparency. Our Security Reporting App is designed to maintain complete Officer safety and client transparency.

Through GPS Tracking technology, we know the location of our officers at all times while they are working. Through Geo-Fencing Technology we assure our clients that ALL contracted patrol inspections occur. An officer must be physically on your property in order to enter a Patrol Inspection on our GPS-Based Security App. All abnormal incidents are catalogued with pictures and event reports. ***YOU CAN VIEW OUR ACTIVITY ON YOUR DESKTOOP OR SMARTPHONE 24/7/365.*** We will not burden you with uneventful daily reports. We will notify when a significant event has occurred so you can log onto the portal and view the details and pictures. Remember you can also log onto the portal anytime just to take a look at recent Security Activity.

Accountability. Patrick & Tiffany Lozano will be your primary administrative contacts. We are directly responsive to our clients. We can assist you with security questions, concerns or service related issues. We promise to do everything in our power to be the only vendor you need for any security related matter.



"The Fox Theatre is pleased to partner with Echelon Executive Protection for it's security needs. Echelon consistently provides top-notch service.

Echelon hasn't just maintained a professional set of business practices-they have made the safety and security of our patrons, perform-

ers and staff their top priority. As Executive Director, one of my top concerns is the safety and security of the theatre and everyone in it. When Echelon is on the Job, I can rest assured that we are definitely in good hands. Under Mr. Lozano's management, ECHELON has become a leader in the security field. I have no doubt that it will continue to lead." - Vikki Escobedo, The Visalia Fox Theatre

(Personal contact Info available)



PROPOSAL OF SERVICES

We provide our custom posted officer and security patrol on a 'monthly retainer basis.' Our clients are billed on the first of the month, and pay by the tenth, for the month being serviced. We pay our officers weekly, and we pay them well. These attributes keep our officers pleased and performing..

The following proposals are designed to give you options based upon our evaluation of your needs and your explanation of your needs. We know from our expertise and experience that around-the-clock, unpredictable work patterns deter most criminal and transient behaviors. We also remain flexible as the deeds of the District, and/or crime patterns may dictate changes in contracted services.

Proposal of Services

Specialized Patrol Services for Tulare Local Healthcare District

PROPOSED SERVICE LEVELS & PRICING

A great deal of transient trespassing, camping and pandering occurs during daylight, business hours. This creates an unwelcome appearance for your properties and poses an unpredictable environment for visitors and staff. Supplementing your evening posted officer service with daytime Patrol Officers will provide a greater security presence. The daytime officers will change visit times daily hours as to not be predictable. The daytime officer will visit the same sites that are monitored by the evening posted officers.

**OPTION A - Posted Officer on-site 11 Hours per evening, 365 days per year.
Plus 730 annual morning & afternoon patrol inspections. (2 per day)**

Annual Fee: \$119,460

Paid in equal monthly installments of \$9,955.00

**OPTION B - Posted Officer on-site 11 Hours per evening, 365 days per year.
Plus 365 annual alternating morning/afternoon patrol inspections. (1 per day)**

Annual Fee: \$110,271

Paid in equal monthly installments of \$9,189.25

This pricing for either proposal includes 24/7/365 report portal access so you can monitor security activity or view and print reports any time; and the installation of high-quality reflective NO TRESPASSING Signs on each site, if requested.

ADDITIONAL SERVICES

If an Officer is required to stay on-site beyond the hours outlined in this proposal to assist management, wait for Police or EMS, or If TLHCD needs an officer posted for particular period of time for reasons determined by TLHCD; or if you call ECHELON to respond to an in-Progress Event, an hourly fee of **\$34 Per Hour**, Per Officer is billed separately. Officer Overtime Rate: **\$45 per hour**