

***CORY LAKES
COMMUNITY DEVELOPMENT DISTRICT***

***Advanced Meeting Package
Budget Meeting***

***Date/Time:
Thursday, May 30, 2024
6:00 P.M.***

***Location:
Cory Lake Beach Club
10441 Cory Lake Drive
Tampa, Florida 33647***

Note: The Advanced Meeting Package is a working document and thus all materials are considered DRAFTS prior to presentation and Board acceptance, approval, or adoption.

Cory Lakes Community Development District

c/o Breeze

1540 International Parkway, Suite 2000

Lake Mary, FL 32746

813-565-4663

Board of Supervisors

Cory Lakes Community Development District

Dear Supervisors:

A Meeting of the Board of Supervisors of the Cory Lakes Community Development District is scheduled for **Thursday, May 30, 2024, at 6:00 P.M.** at the **Cory Lake Beach Club, 10441 Cory Lake Drive, Tampa, Florida 33647.**

The advanced copy of the agenda for the meeting is attached along with associated documentation for your review and consideration. Any additional support material will be distributed at the meeting.

The agenda items are for immediate business purposes and for the health and safety of the community. Staff will present any reports at the meeting. If you have any questions, please contact me. I look forward to seeing you there.

Sincerely,

Larry Krause

Larry Krause

District Manager

813-565-4663

CC: Attorney
Engineer
District Records

District: CORY LAKES COMMUNITY DEVELOPMENT DISTRICT

Date of Meeting: Thursday, May 30, 2024

Time: 6:00 P.M.

Location: Cory Lake Beach Club
10441 Cory Lake Drive
Tampa, Florida 33647

Zoom:

<https://us02web.zoom.us/j/83731431918?pwd=cIMzOTNheDErWDFaQU9QUFFXSjRZdz09>

Dial In: +1-305-224-1968

Meeting ID: 837 3143 1918

Passcode: 123456

Mute/Unmute: *6

Agenda

For the full agenda packet, please contact Larry@breezehome.com

I. Call to Order / Roll Call / Pledge of Allegiance

II. Chairman's Opening Comments

III. Other Supervisors' Opening Comments

IV. Audience Comments – (limited to 3 minutes per individual on agenda items)

V. Business Items

A. Considerations of Security Service Proposals:

1. A&A Services - \$470,321.28/yr **Exhibit 1**
2. Aegis Protective Services - \$478,707.84/yr **Exhibit 2**
3. JCS Investigations - \$411,840.00/yr **Exhibit 3**
4. Nation Security - \$431,402.40/yr **Exhibit 4**
5. Security Solutions of America - \$495,443.52/yr **Exhibit 5**

B. Consideration of Aquatic Maintenance Proposals:

1. Estate Management Services **Exhibit 6**
 - a. 1 visit per month - \$3,477.50/month
 - i. Bathymetry Survey - \$3,150.00
- b. Service Map **Exhibit 7**
- c. Bathymetry Sample **Exhibit 8**

2. Steadfast Environmental

a. Aquatic Maintenance Map [Exhibit 9](#)

b. 2 visits per month - \$4,050.00/month [Exhibit 10](#)

c. 4 visits per month - \$5,500.00/month [Exhibit 11](#)

C. Consideration of Cleaning Service Proposals:

1. Sunshine Cleaning Crew LLC - \$1,300.00/month [Exhibit 12](#)

2. City Wide Facility Solutions - \$1,300.00/month [Exhibit 13](#)

D. Consideration of Fountain Replacement – Olin Plumbing [Exhibit 14](#)

1. Removal and Installation of Single Water Fountain with Bottle Filler - \$4,200.78

2. Removal and Installation of Single Water Fountain - \$2,100.23

E. Consideration of Holiday Lighting Proposals:

1. Lane Christmas Lights - \$54,000.00 [Exhibit 15](#)

2. Illuminations Holiday Lighting [Exhibit 16](#)

a. 3-year term - \$58,565.00

b. 5-year term - \$55,485.00

3. American Illuminations & Decor - \$60,000.00 [Exhibit 17](#)

F. Consideration/Approval of Paver Roadways Review – Stantec - \$25,510.00 [Exhibit 18](#)

G. Consideration/Approval of Weir Replacement Project – Stantec - \$17,700.00 [Exhibit 19](#)

H. Consideration/Adoption of Resolution 2024-03, Approving Proposed Budget for FY 2025 and Setting a Public Hearing [Exhibit 20](#)

1. Exhibit A: Proposed Budget for FY 2025

I. Discussion: City of Tampa Manhole Covers

VI. Audience Comments – New Business – (limited to 3 minutes per individual)

VII. Supervisor Requests

VIII. Adjournment

Cory Lakes

Community Development District

EXHIBIT

1

AGENDA



"Quality In Everything We Do."
A&A Security Group

PRESENTED TO:

Cory Lakes Community Development District
Larry Krause
District Property Manager
10441 Cory Lakes Drive
Tampa, Florida, 34647

PRESENTED BY:

A&A Security Group
Shae Katz, Strategic Business Development Manager
Phone: 314-825-8033
Email: shae@aaservices.co

**WOMEN
OWNED**





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May 22nd, 2024

Cory Lakes Community Development District
Larry Krause
District Property Manager
1540 International Parkway,
Suite 2000,
Lake Mary, FL, 32746

Dear Larry,

On behalf of our A&A team, thank you for allowing us the opportunity to submit this proposal for security services for Cory Lakes Community Development District. We look forward to the possibility of providing the highest level of security services.

A&A has a reputation built on providing quality security services both locally and nationwide. We have consciously chosen to grow at a strategically measured pace, perfecting each client's security program with attentive commitment from our management team. We will give Cory Lakes Community Development District the same focused attention by providing specialized training to our officers and empowering them with knowledge and confidence.

As your strategic security partner, we are a minority-female-owned company that has over 75 years of security experience within our upper management group that would run the security operations. Many on our team used to be a part of the big security companies and what was lost was the personal touch and caring of the officers and that's what we have created here. A&A is a national company, yet we operate on a local level as it's the best way to be successful. You will see our managers, including executives and myself at all your locations. We believe in staying in close contact with our officers and clients.

We believe first impressions and customer service go a long way for clients such as Cory Lakes Community Development District, so we know our officers must look good. That is why we do constant field service checks and why we have officers take pictures when onsite as well to ensure they are in proper uniform and groomed professionally. Your team will receive copies of these each day.

With strategic offices in both Tampa and our headquarters in West Palm Beach, A&A has solidified our presence in Florida. Notably, A&A boasts thousands of hours managing diverse accounts, a testament to our company's extensive experience and proficiency. A&A has the capability and staffing to build the most skilled and productive security team and we are confident that we are well equipped to navigate the demands of Cory Lakes Community Development District. This combination of a strong presence and proven capacity positions A&A as the ideal partner for success in Florida.

We understand our clients have budgets and we will always try to work with you. However, just like many industries, the security industry follows the "you get what you pay for." Our philosophy is to pay the officers the highest pay rate and take less margin – we can always adjust the margins to fit your budget.

We will pay the unarmed officers \$17.00 per hour, which is higher than Tampa's average pay rate of \$16.50, to ensure we have the highest quality officers. Paying the officers a good wage rate reflects our realistic expectations of the cost of recruiting and retaining quality armed security officers. Without good officers – we don't exist and that's why we will always show what our officer pay rates are.





When you work with A&A, you are assured to receive A Team Quality service and more such as:

- Minority privately owned company that believes in building business partnerships
- A proven track record of Hallmark Service
- High retention of Security Officers
- A Team commitment to hire exceptional people with clean backgrounds and career goals
- Training, training and, more training
- Employee benefits and award offerings help attract and maintain the best people
- Extremely accessible, proactive management team
- A multitude of management and supervision quality checks and balances
- Highly developed internal auditing system
- A reporting system that shows value and warrants the need for security
- Constant interaction with our clients for feedback

We look forward to building a partnership with you and providing Cory Lakes Community Development District with the highest level of security services. Feel free to contact me directly if you have any questions about our proposal. I can be reached at shae@aaservices.co or (314) 825-8033.

Sincerely,

Shae Katz

Strategic Business Development Manager

A&A Services Group



A&A Story

A & Associates, Inc., a WMBE company, was founded in 2003 by Andrew Luchey with the goal of providing industry-leading staffing and security services to a wide range of regional clients. Because no two clients are exactly alike, our company mission focuses on tailored solutions centered around recruitment, training, oversight, and responsiveness to meet each client's specific needs. Recently, A&A Security Group, Inc. (AASG) was established to better align security operations and delivery to our valued security clients. AASG provides the personal touch and flexibility of a small company yet has the resources and infrastructure of a larger company. AASG offers the best of both worlds!

AASG is expanding security services across the country especially in the Northeast, Southeast and Midwest areas. We have a commitment to expand and grow with our clients where their business takes us. Our experienced Leadership team has over 75 years of combined experience in security and law enforcement. All bring a high level of understanding, planning and execution in the security industry. We provide a full range of solutions, whether your needs require armed or unarmed uniformed officers, mobile patrols, gate officers, loss prevention specialists and more. We design and implement security solutions for a range of clients, including public and private institutions, office and residential complexes, private communities, distribution centers, construction sites and much more.

Our success begins with our qualified and professional uniformed security officers, supported by a team of highly skilled security professionals. We have a strong commitment to quality service and an equally strong commitment and deep compassion for the care and concern of our officers. It is a team culture dedicated to employee engagement, servant leadership and the promise of delivering outstanding customer service. AASG's culture has the expectation that security officers feel a genuine sense of belonging and are valued for their contributions. We value people, we value development, and we value every partnership.

We welcome the opportunity to share more about our organization and more importantly, learn more about your organization's security needs and the opportunities that may allow us to partner with you.





Why A&A Security Group

- Hallmarks of A&A
- Mission and Values
- The Secret Sauce - Family Culture
- The A-Team (bios)

Hallmarks of A&A Security

Over the years, security companies have been challenged to do two things - differentiate themselves from one another and establish high quality service levels. At A&A Security, we believe there are five hallmarks of our company that differentiate us from our competitors and create an opportunity for us to provide unique, high quality service. These hallmarks are derived from our clients and represent the characteristics that our client promoters indicated they most appreciate about A&A Security.





Hallmark #1- Management Responsiveness and Professionalism

Our clients rate responsiveness as the single most important issue when it comes to security companies. Responsiveness and professionalism of our staff is also rated as the top attribute our clients most appreciate about. We believe responsive service with a real sense of urgency can only be delivered through great leaders, which is why "leadership" is one of our core values. With over 75 years of industry experience, our team of security management professionals creates great relationships with our clients and employees and responds proactively to their individual needs.

"We pick up the phone and respond quickly!"



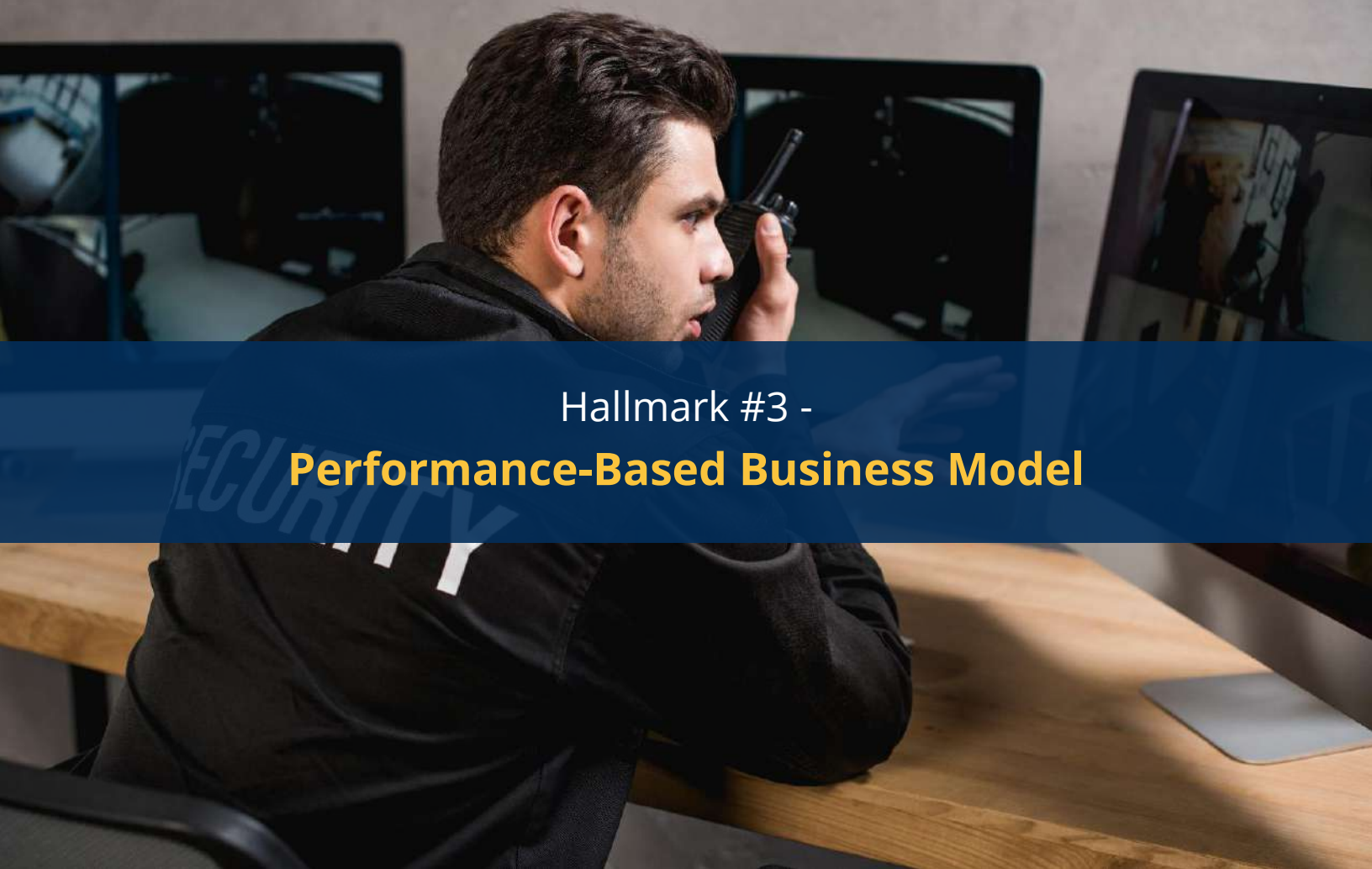


Hallmark #2 - **A-Team Security Officers**

Quality of personnel segmented between screening and stability of security personnel is the second highest rated issue with our clients. Our clients indicated that professionalism and quality of our security personnel is the second most critical area in which our clients appreciate and promote A&A. In an industry that often ignores front-line employees, A&A Security views our employees as our most important asset and sustainable competitive advantage. "Respect," "loyalty" and "empowerment" are also core values because we proudly acknowledge that our product is people. We engage and equip our security personnel through a management culture of servant leadership and an inverted organizational chart. A&A Security ensures our officers have all the tools they need to succeed.

At A&A Security, our employee-centric culture makes the big difference but we also recognize that our core service delivery programs of employee selection, incentive and development are key components to creating engaged employees. Our Screening Process and our Talent Management System is among the most rigorous and stringent in the industry. It is not easy to get a great job with A&A Security for a reason.

"We only want A-Team Officers!"



Hallmark #3 - **Performance-Based Business Model**

According to our clients, contract performance is the third most critical issue, with quality assurance and continuous improvement included with performance. Security firms were rated lowest in their ability to "develop meaningful and concrete ways to measure contract performance," so this is an area that is not only important to clients but also needs improvement from an industry-wide perspective. Our clients have praised A&A's record of performance and it's a significant reason they appreciate partnering with us.

We believe customers are seeking complete transparency in their partnership with their contract security firm, and we are proud to say that A&A Security has always been an industry innovator and leader in this critical area. The cornerstone of our commitment to quality assurance and return on investment is our performance measurement tool, The A Team Report. A&A Security has developed and designed this report specifically with the intent of capturing measurable performance data in order to assess real service delivery. Unlike other performance scorecards, where subjectivity and opinion allow for negative results to be covered up, The A Team Report provides our customers with an analysis of objective service areas supported by real quantifiable data that simply does not allow for any component of our delivery system to be hidden. As a customer should expect, all positive AND negative results will be documented and reported in our unceasing efforts to offer

"The Value of Performance."



Hallmark #4 - **Flexibility and Customization**

Clients also want security companies that have attributes of flexibility and customization as the next most important issues to buyers of contract security services. A&A Security Clients liked our agility, flexibility and willingness to customize our program to fit their constantly changing needs as a pertinent characteristic they appreciate about A&A Security. The largest national and global firms simply can't be this nimble because of their bureaucracy. A&A Security Clients never have to settle for a cookie-cutter, one-size -fits-all program. In fact, our core service deliverables often become differentiators because of the way we can customize recruiting, training and technology programs.

At A&A, we will always advise of the benefits of standardization in order to drive efficiency, cost-effectiveness and consistency. But as a privately-held company who answers only to our clients and our employees as opposed to stockholders, money managers or parent companies, we have the ability to provide highly customized services that are unique among larger security firms.

“Every client we create a customized security plan”



Hallmark #5 - National Company with a Boutique Business Philosophy

Strong relationship with management and on-site staff rounds is another Hallmark you will receive when working with A&A. A&A Security's key attributes is our availability and commitment of management especially when handling the most critical issues. Of the 8,000 contract security companies in the country, almost all are either national/global firms built through public stock, private equity funding or M&A activity, or small local firms with limited resources. A&A Security is a privately-held, family-owned company that has achieved our growth organically - one client and one employee at a time. Even though we are operating in markets throughout the country, we have maintained the personal touch and feel of a boutique firm. Each client should feel like they are our only one. Each employee should feel like they are a part of our family.

A&A Security is operationally innovative, but still does business philosophically the old-fashioned way, which means you can trust our people to make the right decision when it comes to managing our relationships and taking care of our clients and employees.

"Every client and every officer is important to us"





Family Business Culture – **The Secret Sauce**

We are often asked about the secret of our success or what has differentiated us in a highly fragmented and crowded industry. While we could speak to topics addressed throughout this proposal (including our creative recruiting strategy, rigorous selection process, exhaustive training and professional development programs, comprehensive employee benefits, industry-leading QA program, robust technology platform or great leadership), the answer is much simpler - easy to explain but sometimes difficult to grasp. Our secret is the unique culture of our family business - one that offers distinctive benefits to employees and customers alike.

Inherent strengths of a family business include:

- Caring Environment
- Long term perspective
- Stable leadership
- Strong identity based upon shared objectives
- Meaningful traditions and deeply rooted family venues
- Deeper relationships with employees and clients

Family businesses simply tend to care more than others about the long-term value of the brand and creating a sustainable legacy through a commitment to core values that cascade throughout the organization. In addition, family businesses foster closer contact with management and operate with less bureaucracy. In our company, we often speak about an inverted organizational chart and servant leadership, and we mean it!

Our Mission and Values



At A&A Security, we believe that true success can only be achieved if we are delivering the best value for your security dollar. In order to do that, we focus all of our efforts upon performing beyond our client and employee expectations and by keeping our promises.

That is why our tagline states,

"A&A Security – Quality In Everything We Do."



Our Mission: To Deliver Maximum Value to Our Customers

Our mission statement serves two very important functions.

1. In lieu of lengthy regimented operational manuals, our mission provides the foundation upon which all business decisions are made.

2. It is the source of our entire performance-based approach to customer service, and offers a glimpse into the difference in management philosophy at A&A from other security firms - a philosophy that says, "We will deliver the best value for your security dollar by exceeding performance expectations and living up to our promises."

It is also important to note who we in management recognize as our customers - both our paying clients and our employees. We prescribe to the theory that if we take great care of our employees, they will in turn help us to take great care of our clients.

"The people of A&A Security are good, moral men and women of honor and integrity who understand the difference between right and wrong. Integrity carries beyond the business environment into our homes and the people with whom we choose to associate. If we have nothing else, we have our integrity. Those without it are not welcome."

Our A-Team Core Values That Guide Us:

Truth Telling - By being transparent and candid, we earn credibility and respect

Promise - Keeping-We are committed to keeping our promises

Respect - We are considerate, courteous and attentive to our employees, clients and vendors

Loyalty - Our internal and external associates can count on our allegiance and dependability

Empowerment - We believe in and trust our well-trained employees and hold them accountable for their actions

Discipline - Driven by a culture of discipline, we will provide consistent, high quality services

Leadership - Through innovation, foresight and initiative, we will remain an industry leader and expect employees to lead by example

Flexibility - We will offer unique services to each client by always remaining agile

Quality Assurance - We are passionate about quality and measuring the results of our performance

Results - We hold ourselves accountable to achieve results for our clients, employees and ownership



Mission and Values Card

In order to emphasize the importance of our mission and values to our employees and clients, we require all security officers, supervisors, managers and owners to carry a Mission and Values Card with them at all times while on duty, and preferably at all times in general. This card contains information about both the mission and values, how to apply these principles in our everyday working environments, how to work together based on these philosophies and how to provide the best value to our external customers - you!

The card also contains the information about our call-in automated timekeeping system, which is the mechanism through which our employees are paid. The Mission and Values Card is a mandatory part of our standard uniform, and is discussed during every employee inspection, every training class and every internal meeting.



CORPORATE LEADERSHIP TEAM

SECURITY

A&A Security has a rich history dating back to 2003 when the company was founded by Andrew Luchey. Andrew provides strategic direction to drive technology innovation and supports the goal of offering clients the most modern and innovative security methods available. Each member of the corporate leadership team is individually recognized as an industry expert in risk management and protection services, making A&A a front-runner in the private security sector.

Corporate Leadership Team

Garrett Cizek

VP of Sales and Operations



Garrett has been working in the account management and business development field for over two and a half decades. His success in the security field began while working for one of the world's largest security providers, where he earned several top awards for sales and operational impact and served as an interim vice-president.

Garrett has been responsible for the planning, training, execution, and supervision of numerous operations and projects. He is a service-driven professional with direct experience in assignments including executive protection, pharmaceutical, retail, and high-rise & building security. Garrett studied communications and marketing at St. Louis University.

Shawn Inman

VP of Operations/Training



Shawn Inman possesses 28+ years of Law enforcement experience. He was also a Firearms Instructor/Chemical Agents Instructor Use of force and Verbal de-escalation instructor for State Law Enforcement and the Special Operations Unit. He is a graduate of the State of New Jersey Police Training Academy specializing in the Department of Criminal Justice.

In his role as the SR VP of Operations, Shawn, ensures the successful implementation of client security programs and corporate training initiatives; such as, access control, loss and crime prevention, use of force continuum training, and risk management. Shawn's knowledge and experience supports our efforts to effectively manage site operations, issue resolution and client satisfaction.



Gail Luchey

President



As the President of A&A, Gail Luchey has more than two (2) decades of experience in staffing, recruiting, safety, security, and risk mitigation. In her active role managing the services we offer, she leads contract administration, organizational and operational oversight, as well as employee relations. She and Andrew started A&A in 2003, with the goal to build a boutique agency large enough to hire hundreds of employees, yet small enough to give customers the tailored services they expect and deserve. Her unique business acumen has allowed her to be ranked amongst the top women business owners in the staffing and security industries.

Prior to starting A&A, Gail was a claims manager for an elite insurance carrier. She graduated from Florida Atlantic University with a Bachelor of Science in Human Resources. In 2009, she led efforts to open A&A Workforce, a subsidiary non-profit, which focuses on providing support services to disadvantaged groups of people to help them sustain employment. In addition to her business ventures, she remains heavily involved in community-based charity.

Andrew Luchey

Company Founder / CEO



Mr. Andrew Luchey earned a Bachelor of Science Degree in Business Administration. He began his career at Ernst & Young as an auditor. He has also held a variety of executive roles in finance and operations with several industries ranging from commercial real estate to telecommunications.

The significant experience acquired at a senior management level led to his feature in newspaper articles, round-table discussions, as well as other trade publications highlighting his minority business leader efforts.

Outside of the office, Mr. Luchey serves as an Advisory Board Member with the Urban League of Palm Beach County. He is a business partner with the Palm Beach County Black Chamber of Commerce publishing a directory of minority owned businesses. In addition, he has served as a Board Member for the Palm Beach County Community Relations Commission.



Personnel Selection

A&A has developed a culture built around successful human capital management through the concept of "creating engaged employees." In the book called 12: The Elements of Great Managing, the author teaches that pay and benefits are certainly important factors, but there are 12 other management principles that a company and leader should adopt in order to create engaged employees. Research has shown that engaged employees are much less likely to turnover, much less likely to be late for work or call off from work and much less likely to experience a workplace accident. A Harvard Business Review Survey has uncovered that only 29% of American employees are "engaged," meaning that 71% of all employees hurt their companies as opposed to helping their companies. At A&A, we teach our managers the principles of this book, which include concepts such as praise and recognition, listening and responding to employees' opinions, placing employees in a position where they can succeed and creating career growth and opportunities. Through this management approach, we have been very successful in recruiting, attracting and retaining high quality personnel as evidenced by our high employee retention rates.

Beginning with our recruiting efforts to attract employees who are seeking careers all the way to the final background check, our selection process goes well beyond technical requirements. Every step of the way, our human resources processes are designed to ensure we employ only the best qualified individuals for your security program. Recognizing that successful personnel placement goes beyond maintaining a pool of talent, A&A accurately matches the skills, attributes and traits of the officer with the skill requirements of the post to which they are assigned. The ultimate goal of our personnel selection process is

"matching the right people to the right environment."

Recruiting and Talent Management



If our people are truly our most valuable asset, then we must pursue high quality talent through a variety of sources. Attracting quality candidates is a critical component to providing high quality security staffing services. At A&A, our diverse employee benefits packages, training and development programs and career progression opportunities allow us to garner talent that might not traditionally consider the contract security industry as a career. In order to attract qualified talent, A&A has adopted technology to enhance our recruiting and qualification efforts. Applicant Tracking, Assessments, Pre-Employment Background Screening and On-Boarding are processed through our **Talent Management System (TMS)**.

This online system automates all job requisition postings via our career at (www.AAsecurityjobs.com) as well as many online recruitment websites such as Indeed, Monster and CareerBuilder. In addition, the TMS sources candidate capabilities via a series of pre-qualification questions, tracks applicant flow and hiring trends, and documents and reports EEOC data and Affirmative Action requirements.

The Talent Management System works in concert with other traditional recruiting methods to complete our extensive recruiting plan:

- Employee and Client Referrals
- Military and Veterans Groups
- Colleges, Technical Schools and Churches
- Social Media and Newspaper Ads
- Job Fairs
- Direct Recruitment from Service Industries such as Restaurants, Retail and Hospitality

A&A's recruitment procedures have helped our Hiring Managers to be more effective, efficient and discerning in our employee selection process.



A-Star Screening Process

At A&A, we have benchmarked our employee selection process against the best in the security industry and identified the screening criteria that we believe best allows us to provide superior security personnel to our clients. Through the implementation of best practices and innovative solutions, A&A has built an unrivalled employee selection and background screening platform that has the depth and breadth to satisfy the demanding needs of our customers. A&A offers the comprehensive **A-Star Employee Screening Process**, which includes the following:

Basic Requirements, General Criteria & E-Verify

After a jobseeker searches for and reviews a detailed requisition via our Career Center, they will be required to submit their Talent Profile. Once the profile is submitted, the jobseeker will be required to respond to an online pre-screening questionnaire that includes "knock-out" questions that will automatically screen the jobseeker out of the system if he or she doesn't meet minimum At A&A, we have benchmarked our employee selection process against the best in the security industry and identified the screening criteria that we believe best allows us to provide superior security personnel to our clients. Through the implementation of best practices and innovative solutions, A&A has built an unrivalled employee selection and background screening platform that has the depth and breadth to satisfy the demanding needs of our customers. A&A offers the comprehensive **A-Star Employee Screening Process**, which includes the following:

Basic Requirements, General Criteria & E-Verify

After a jobseeker searches for and reviews a detailed requisition via our Career Center, they will be required to submit their Talent Profile. Once the profile is submitted, the jobseeker will be required to respond to an online pre-screening questionnaire that includes "knock-out" questions that will automatically screen the jobseeker out of the system if he or she doesn't meet minimum qualifications. This pre-screening questionnaire assists the Hiring Manager to be more efficient by only focusing their energy on qualified applicants.

As part of the pre-screening questionnaire, candidates must meet age and government eligibility requirements, including proper 1-9 credentials (US Citizenship). Using information reported on an employee's 1-9 when they meet with a Hiring Manager, we utilize E-Verify (managed by the Department of Homeland Security in partnership with the Social Security Administration) to determine and confirm the eligibility of our new employees to work in the U.S.

Qualified or "screened-in" jobseekers are automatically invited to take initial assessment tests electronically through our Talent Acquisition and Assessment Center to pre-determine their scoring on a future proctored assessment test.



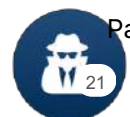


Assessment Testing (Aptitude and Behavioural)

All candidates are administered a series of assessment tests through our Talent Management System. In total, we have over 1000 assessments at our disposal for client customization opportunities, but we have selected five core assessments that address a variety of aptitude and behavioral topics. The first three core assessments are aptitude tests and a part of the pre- screening process prior to meeting with a Hiring Manager, and the last two are behavioral tests that can be taken online or proctored in the office by the Hiring Manager.

Aptitude Tests

The first three tests called "Prove-It s" are intended to evaluate applicant aptitudes in grammar and spelling, reading comprehension and customer service skills. These tests help measure general intelligence, cognitive ability and basic verbal skills. Research has proven that cognitive ability, objectively measured, is the single greatest predictor of job performance - for any position. All three tests must be passed in order to move forward in the process, after which the Hiring Manager will conduct an initial telephone interview (face-to-face if the candidate is in the office using our computer kiosks) prior to moving the candidate forward to the Behavioral Assessments.



Behavioral Assessments

Predicting the performance of applicants in future work environments can be a challenging task. Upon completion of the three core aptitude tests and the telephone interview, the candidate is provided two behavioral assessments called ("Selectors" that assist us in predicting overall job success. The first of the two behavioral assessments is called the **Counter Productivity Indicator (CPI)**. The CPI is designed to assess honesty, emotional maturity, propensity for violence, reliability and productivity. The second behavioral assessment called the **Service Associate Selector** also provides an individual profile of each candidate's likely strengths and ("soft spots" in the areas of experience, confidence, stability, agreeableness and conscientiousness. In addition to these tests, A&A can also utilize the following psychological tests depending upon contractual requirements:

Law Enforcement Applicant Inventory (LEAi) - The LEAi scores many of the same categories as the behavioral assessments addressed above, but focuses more upon skills in law enforcement.

Minnesota Multiphasic Inventory (MMPI) - This is one of the most highly regarded personality tests available in any industry and requires scoring and analysis by a licensed psychologist.

A&A's Talent Acquisition and Testing Centre has a broad range of proven performance- predicting questions designed to elicit responses that reveal candidate personality traits, biographical history and problem-solving ability. This data is then translated into a candidate profile of strengths and development needs.



Application, Interviews and Job Matching Assessment

All candidates for employment must complete a detailed application and participate in a formal interview process. Initial conversations with candidates provide an opportunity to verify that they fit basic requirements as specified online (age, education, government eligibility, local licensing requirements, proper 1-9 credentials, DD214 with honourable discharge if in U.S. military, proximity to accounts and scheduling flexibility).

Subsequent discussions including a **Structured Behavioral Interview** are extensive and include evaluations of appearance, attitude, demeanour, mental alertness, general intelligence, integrity, interpersonal communication skills, specific job -are related qualifications, job knowledge and career objectives. The Structured Behavioral Interview has been created based upon competencies required for job success as well as desired interview logistics. The competency-based items have scoring criteria to provide an objective way to rate candidates' interview responses.

The next five background checks (Steps 4-8) are completed by a licensed 3rd party employment screening background check firm to ensure consistency, completeness and validity of information

1- Education Verification

Candidates must possess a high school diploma, GED or equivalent, and certified diplomas or the equivalent proof of education prior to employment at A&A.

2- Prior Employment References

One of the most commonly falsified pieces of information is an applicant's employment history. At A&A, a thorough investigation of previous employment going back ten years or the last three employers is conducted on all candidates considered for employment. Subjects investigated include absenteeism, tardiness, conduct, job performance and reason for separation from previous employers. If an applicant has prior military experience, they are required to provide a copy of the DD214 indicating an honourable discharge.

3- Character References

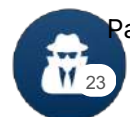
In addition, three character references are completed on each applicant to gain more knowledge of the candidate's integrity.

4- Social Security Number Trace & Validation

The social security trace is a primary step in background screening and is almost universally the first search performed on job applicants in the United States. This trace acts as a measure of applicant honesty, identifying and revealing names associated with a specific social security number as well as past and present addresses (residential history), which is essential to criminal and court record searches. The validation searches the Social Security Administration database to identify any irregularities that may exist with a social security number. The trace identifies all known addresses associated with a social security number and the validation determines if the social security number has been stolen or falsified.

5- Criminal Background Investigation & OFAC Prohibited Parties Search

Candidates with records of felony convictions or misdemeanors (or nolo contendere plea) of a job-related or moral turpitude nature for a minimum seven-year period immediately preceding application are not suitable for employment with A&A. Criminal background checks to the county level are completed on all candidates considered for employment with A&A. All of our criminal background investigations are conducted by an industry-leading,



employment screening company and all county criminal background checks are investigated in person at the county courthouse by a representative of our 3rd party background check firm.

A&A's criminal background investigation also includes an OFAC federal database search to identify "prohibited parties. If a prohibited party is defined as "specially designated nationals, terrorists, narcotics traffickers, blocked persons and vessels and parties subject to various

economic sanctioned programs who are forbidden from conducting business in the United States, as well as entities subject to license requirements because of their proliferation of weapons of mass destruction." One of the common uses of this check is for Patriot Act compliance.

Drug Test

As part of our commitment to a drug-free workplace, all candidates considered for employment must pass a chemical test and analysis for the detection of illegal use and/or abuse of controlled substances. In addition to pre-employment screening, testing is also conducted for reasonable suspicion, post accident and can be provided on an account specific basis where legally applicable as part of the company's Chemical Abuse Prevention Program.

P.E.A.K. Performer Program (Pre-Employment Assessment of Knowledge)

Prior to final selection for employment with A&A, the employee must complete the P.E .A.K. Performer Program (Pre -Employment Assessment of Knowledge). This program was developed in conjunction with a widely-respected national security training organization, and entails the completion and passing of 12 modules and tests to confirm the candidate's security aptitude and knowledge. Each test requires a passing score of 70. Please see the assessment modules below:

- Asset Protection & Security
- Human and Public Relations
- Report Writing
- Communications
- Patrols & Fixed Posts
- Physical Security & Crime Prevention
- Fire Protection & Life Safety
- Criminal Law & Criminal Liability
- Civil Law & Civil Liability
- Ethics, Deportment & Professional Conduct
- Investigations
- Emergency Situations



Once a candidate has been approved by A&A's Hiring and Training Managers as a qualified A&A employee, the final placement is not completed until the CSM, Site Supervisor, Project Manager and/or client interviews and approves the candidate for assignment, and Welcome to A&A Orientation including Customer Service, Safety and any other contractually required Specialized Site Training such as First Aid/CPR is completed.



Training and Development

A-Team Training Program

(A&A Academy of Professional Development)

A&A views training as one of the most critical elements of a successful security program and fundamental to the performance of professional security officers. Our training program is built around two key principles:

- Supporting our recruiting model of attracting career-minded individuals
- Utilizing technology to bolster our in-person training with interactive efficiency

Based on our focus upon these principles, we place a significant emphasis on employee development and progression.

Our **10-Star Training and Development Program** is provided through our **A&A Academy of Professional Development** and managed through our **Learning Management System (LMS)**, which is an automated platform used for the administration, documentation, tracking and reporting of all of our training programs listed below. The LMS manages training and educational records, distributes courses over the internet and automates record-keeping and employee registration. This technology is used to ensure that properly trained personnel are placed on jobs to meet all post-specific training requirements as well as to utilize the data as part of employee promotion decisions. Upon selection into our company, each employee is provided a unique password into the system, and can enter our eLearning Academy via www.A&Asecurity.com at any time, 24 hours a day, 365 days a year.

The 10-Star Training and Development Program provided through the A&A Academy of Professional Development includes the following essentials, all of which are offered through a combination of classroom and on-site training, as well as interactive online learning tools and self-study modules.

Welcome to A&A Orientation

All candidates who have successfully completed and passed the P.E.A.K. modules (Star 10 of Employee Selection Process) will go through Welcome to A&A Orientation prior to being sent to the job site to begin work. This orientation includes an overview of A&A's history, business philosophies and culture, Mission and Values, explains our policies, procedures and operating systems and details employee benefits. The orientation also includes the following:

- Safety Program
- First Aid/CPR/ AED Training (based upon client contract/ pre-assignment)
- Customer Service Training

Our Customer Service Training includes the Give 'em the Pickle Program, a nationally recognized customer service training video that is utilized by the Ritz-Carlton for all of their service employees. Born out of this training is the A&A Customer Service Challenge based upon the 3 Steps of Service taught by the Ritz-Carlton. This training teaches our security officers how to consistently deliver customer service in every interaction with tenants, guests, visitors and employees of our clients.

Warm and Sincere Greeting Fulfillment of Needs (including how to deliver unwelcome information based on Post Orders) Fond Farewell

The Warm and Sincere Greeting should always include a "good morning, afternoon or evening," the Fulfillment of Needs should always include a "how can I help you today?" and the Fond Farewell should always include "have a great day or evening" and the words "my pleasure." Our challenge to our security personnel is to deliver this customer service approach consistently with a smile, eye contact and confidence EVERY SINGLE TIME!

The content of this training can be delivered either through in person classroom training or interactive online technology in rural settings or stand-alone accounts.





On-the-Job Training (OJT)

Once an employee completes our Welcome to A & A Orientation, he or she begins their site-specific on-the-job training if there is on-site training required beyond post order knowledge. On the job training programs are created at applicable client locations through the combined efforts of the client, the A&A on-site manager (where applicable) and a branch staff member. This training is often administered by supervisory level personnel or a qualified training representative. Newly assigned personnel should be able to demonstrate an understanding of policies, procedures and job requirements upon their assignment at any facility or post. OJT training, where applicable, focuses on the site-specific duties to be performed by security personnel assigned to the contract including any specific security concerns - and shall additionally include the following:

- Requirements and Duties of Post Assignment
- Performance of Special Assignments
- Emergency Procedures and Contacts
- Post Order Procedures and Processes - Post Specific

Remedial training will be conducted as necessary for those security personnel who demonstrate a lack of knowledge to adequately perform their assigned duties.

Individual Quality Audits (IQA)

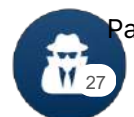
A key component of training comprehension and retention of knowledge is a continuous education process. A&A has developed 12 monthly topical training tests called IQAs which are designed to inspire ongoing understanding of critical concepts at each account. Where required and when utilized, IQAs are administered at the same time as personnel inspections are completed by A&A site or branch level management. If requested by the client, the assessments can be customized to individual site locations. Remedial training will be conducted as necessary for those security personnel who demonstrate a lack of knowledge as evidenced through IQA results.

In-Service Training/Table-Top Exercises

In-service training classes are provided on a contractual basis at client request. These classes and training programs can be delivered through traditional classroom instruction, table-top exercises or on-line coursework, and cover a variety of topics such as Emergency Preparedness, Active Shooter, Non-Violent Crisis Intervention, Advanced Customer Service, Workplace Safety, CFATS, CVI, OSHA 10 Safety Training, First Responder and Bloodborne Pathogens - to name a few. In addition to labor costs, some of these courses include additional course material costs as well.

The majority of this training can be delivered at the local level, but A&A also offers an expert corporate resource with background in the FBI and CIA Counterterrorism Units. In addition to writing terrorism and security briefings for our clients, this resource is available upon request to come onto your site and deliver Active Shooter and Emergency Planning table top training exercises.

The Advanced Customer Service module incorporates elements of customer service training from world-class service organizations such as Ritz-Carlton, Southwest Airlines, Disney, Lexus and Chick-fil-A. This course not only expands upon the concepts taught to all of our employees during the Welcome to A&A Orientation (including Give 'em the Pickle video, Ritz Guest Satisfaction Measurements and 3 Steps of Consistent Service) but also provides customer service skills training from another highly acclaimed organization called Learning International.



eLearning Basic Security Officer Learning Series

While Stars 2-4 of our 10-Star Training and Development Program are delivered as part of site-specific training at various intervals at the job site, the Basic Security Officer Learning Series is the next level of employee development training beyond the Welcome to A&A Orientation. This Learning Path consists of 10 online training modules available to our employees on a voluntary basis. Many of the topics in this series are similar to those assessed in the P.E.A.K. step of our selection process and serve to reinforce that information. All 10 modules of the Basic Series must be completed before moving onto the next stages of our A&A Academy of Professional Development.

- Patrol and Observation
- Note Taking and Report Writing
- Importance of Documentation
- Safety
- Understanding Liability and Loss Prevention
- Public Relations and Communications
- Crisis Management
- Access Control
- Terrorism
- Legal Aspects of Private Security



eLearning Intermediate Security Officer Learning Series

Upon completion of the Basic Security Officer Learning Series, our employees are invited to complete the Intermediate Security Officer Learning Series on a voluntary basis. This Learning Path consists of 9 online training modules. Many of the topics in this series are similar to those assessed in the P.E.A.K. step of our selection process and serve to reinforce that information. All nine modules of the Intermediate Series must be completed before moving onto the next stages of our A&A Academy of Professional Development

- Automated External Defibrillators
- Elevator Safety
- Facility Fire and Life Safety Systems
- Fire Life Safety and Building Evacuation
- Media Management
- Workplace Violence
- Bomb Threats
- Harassment
- Indicators of Terrorist Surveillance



Upon completion of both the Basic and Intermediate Learning Series, our employees receive access to our Advanced Continuing Education Learning Series. In addition, completion of both Basic and Intermediate Learning Paths is one of the considered qualifiers for promotion or potential assignment to a supervisory position within our company. If selected for a supervisory position, the employee will be required to complete the Supervisory Learning Path 1 that is detailed later in the program.

eLearning Advanced Continuing Education Learning Series

Once an employee has completed both the Basic and Intermediate Learning Series, he or she is eligible to begin training in our Advanced Continuing Education Learning Series. This series provides our employees with free access to over 400 different online training modules covering nearly every topic relevant to the security field. Many of these modules were developed by a well-respected and industry leading interactive training organization called Critical Information Network (CINet). We are happy to provide the titles of all 400+ online modules in this curriculum upon request, but have highlighted below the different Learning Paths that we have developed for our employees to complete. Unlike the Basic and Intermediate Series Learning Paths, these do not need to be completed in any particular order.

- **Continuing Education Learning Path I:** Advanced Customer Service
- **Continuing Education Learning Path II:** Advanced Security Procedures
- **Continuing Education Learning Path III:** Advanced Patrols and Fixed Posts
- **Continuing Education Learning Path IV:** Advanced Emergency Situations & Workplace Violence
- **Continuing Education Learning Path V:** Advanced Fire Protection and Life Safety
- **Continuing Education Learning Path VI:** Advanced Officer Safety and Survival
- **Continuing Education Learning Path VII:** Advanced Human and Public Relations
- **Continuing Education Learning Path VIII:** Advanced Investigations
- **Continuing Education Learning Paths IX-X:** Supervisory Learning Paths I and II

Upon completion of each Advanced Continuing Education Learning Path, our employees earn a Special Recognition Certificate. In addition, the completion of Learning Paths in this Advanced Continuing Education Learning Series can be tied directly to wage increases specific to a client contract.

eLearning Supervisory Learning Series

The Advanced Continuing Education Learning Series includes two Supervisory Learning Paths. All A&A employees moving into or hired for hourly Site Supervisor roles must complete the Supervisory Learning Path I online modules within the first 90 days on the job to remain in his or her supervisory role. These modules include:

Supervisory Learning Path I

- Principles of Leadership I
- Principles of Leadership II
- Effective Communications
- Employee Performance Evaluations
- Time Management
- Behaviour and Motivation
- Counselling and Sexual Harassment
- Substance Abuse
- Discrimination and Affirmative Action
- Career Development Opportunities





Prior to moving into a higher-level position of salaried Project Manager (or Account Manager), an employee must complete both the Supervisory Learning Path I Series and the Supervisory Learning Path 11 modules. CSMs, NAMs and MSSs are also required to complete this learning path. These modules include:

Supervisory Learning Path II - Supervisory Excellence

- Customer Service as a Security Function
- Emergency Preparedness and Crisis Management
- Handling Multiple Priorities
- Leadership Principles
- Professional Standards
- Security's Role in Reducing Business Risk
- Sexual Harassment
- Supervisor Communication

Management Training Operations Leadership Academy

Salaried employees who have completed the Supervisory Learning Path I and II will be given the opportunity to participate in the Operations Leadership Academy and internal certification process. This course takes a deeper dive into topics such as leadership, transactional customer service, relational customer service, employee engagement, interviewing, employee discipline, training, safety, scheduling, post order development, KPI reporting, personnel inspections and value-added services. Salaried Project Managers (Account Managers), CSMs, NAMs and MSSs are provided this training and internally certified upon completion.

GM Leadership Academy

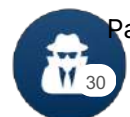
General Managers and RVPs complete an expanded version of the Operations Leadership Academy that also includes elements of sales, human resources and financial training.

Specialized Training

A&A's training curriculum offered through our A&A Academy of Professional Development provides courses and on-line modules that can be relevant to any vertical market segment that we serve, including Commercial Real Estate, Manufacturing/Industrial, Residential, Critical Infrastructure, Healthcare, Education and more. In direct alignment with our company value of "flexibility," we work with our clients to select specialized training curriculum that is most relevant to each client site and industry, as opposed to a "one-size-fits-all" vertical market program.

ASIS International Certified Protection Professional™ (CPP) Program

A&A highly encourages and supports our managers' efforts to pursue the **Certified Protection Professional (CPP)** designation from the ASIS International.





A&A Services

"Quality In Everything We Do"

Firm Experience and Capabilities

Although A&A has been around for over 20 years, A&A Security division is relatively new. The security division was created due to all the security acquisitions a few years ago and the managing partners wanted to create a security company that would make a difference and not just worry about appeasing shareholders. We care about our officers, we want to provide the highest level of security services, and we want to make our communities a safer place. When we started A&A, our goal was and will always be to make a difference. We invest in our in our team. We don't have fancy offices, we don't have glitz and glamour, but what we do have our highly trained security professionals that take care of our clients' needs. That's who we are. Security is not always glamorous. It's a job that we take seriously and if needed, our managers and even executives will hold posts to help.

A&A Has Four Partners:

1. Gail Luchey – President, Female Owner
2. Andrew Luchey, CEO, Minority Owner
3. Garrett Cizek, Partner, Senior VP of Sales and Strategic Accounts
4. Shawn Inman, Partner, Senior VP of Operations

A&A has over 1,200 employees, provide services in 17 states and offices located in:

- | | |
|-----------------------------|------------------|
| ○ West Palm Beach - HQ | ○ Tampa |
| ○ St. Louis (Union Station) | ○ Orlando |
| ○ Philadelphia | ○ Wilmington, NC |
| ○ Miami | ○ Mobile |
| ○ Charlotte | ○ Dallas |
| ○ Cleveland | ○ Denver |
| ○ Atlanta | |

A&A Security and Staffing is proud to serve as the trusted choice of government agencies and businesses for security guard services throughout the nation. With over twenty (20) years as a recognized industry leader, A&A is large enough to satisfy the needs of hundreds of security guard assignments, yet small enough to give you the tailored service you expect and deserve. We have experience working with large and small school districts, county, and city municipalities as well as federal government agencies and convention centers.

Some of A&A's major clients and businesses include Stanley Black and Decker, XPO Logistics, Save-A-Lot Grocery Stores, Viatrix, Utility and Water Treatment Plants, Several Government and City Buildings, the National Football League, the National Basketball Association, and multiple college sports events.

There are a considerable number of customers that use A & Associates as their security guard provider. The number of companies and government agencies that have put their trust in A & A Security to create and implement a program is getting longer and longer every day, but we hope this list gives you an idea of the world-class services we provide.

Corporate Headquarters

951 Sansbury's Way, West Palm Beach, FL 33411

Phone: (561) 533-5303 – Fax: (561) 533-3858

www.AAServices.Co

At A&A Security, we prioritize communication and collaboration as essential elements for the success of every security program. We advocate for consistent communication through daily reports, weekly reviews, and quarterly Key Performance Indicator (KPI) meetings. These practices allow us to gauge our performance accurately, identify areas of strength, and pinpoint areas for improvement. In instances where issues arise, we are committed to swift action. We take these challenges as opportunities to enhance our services. Our approach involves retraining our officers to prevent recurrence of issues and ensure swift resolution. Transparency and honesty are at the core of our client relationships. If we make a mistake, we believe in being forthright with our clients and proactively offering solutions to rectify any problems. This commitment to transparency, continuous improvement, and client satisfaction defines the A&A experience.

A&A utilizes advanced reporting systems to provide detailed and timely information regarding post confirmation, scheduling, attendance, operations, and more. Additionally, the management team at A&A Security remains prepared to respond promptly, thanks to our round-the-clock dispatch system, guaranteeing a heightened level of responsiveness. In emergency situations, our dispatch team is easily accessible, ensuring effective responses to urgent needs. This reflects A&A Security Services' dedication to maintaining a sophisticated reporting infrastructure, prioritizing responsiveness to Cory Lake's needs, and ensuring immediate accessibility during emergencies.

A&A ensures employee satisfaction and retention by offering a comprehensive benefits package, including free uniforms, equipment, and training, along with paid vacations and access to health insurance. Our commitment is to ensure that our security personnel are fully equipped for their assignments at their specific site. These benefits are integral to our employees' total compensation package, recognizing their value in fostering loyalty and retention within the company. By providing these essential benefits, A&A demonstrates its commitment to supporting the well-being and professional development of its workforce.

At A&A Security, outstanding performers among our security guards assigned to Cory Lake are recognized and incentivized to strive for excellence through our incentive program. Each month, we select an exceptional guard who has demonstrated superior performance and consistently exceeds standards. This guard is honored as the Employee of the Month, receiving not only recognition from the company but also a well-deserved bonus. This program not only acknowledges the dedication and hard work of our guards but also serves as a motivating factor for them to continue delivering exceptional service. By fostering a culture of recognition and reward, we encourage our guards to continually raise the bar and maintain the highest standards of performance in their roles.

Crissy Harrison will continue to oversee this site as she is our Operations Manager for the Southeast Division. Attached is her professional experience and qualifications.



A&A Services
"Quality In Everything We Do"

A&A Management

A&A Security is extremely excited about this opportunity to work with Cory Lakes Community Development District. A&A has years of experience from our management team in handling sites like this.

Garrett Cizek, Partner, VP of Sales and Strategic Accounts, will be overseeing the contract for Cory Lakes Community Development District with Crissy Harrison, Operations Manager, who will be handling the day-to-day functions. Garrett has been in the security industry for over 15 years and is a partner of A&A. Garrett worked for Securitas Security as a Vice President and for Champion National Security as a Regional Director responsible for over 30,000 hours of security.

A&A's approach to security is exactly what is labeled within the RFP. A&A operates as a team and is a big believer in communication. At times, we have clients tell us we over communicate, and we are good with this. Our daily reporting and incident reports are very important because it shows our worth to our clients. Security is a huge expense so we must show our value. Our job is to protect your people and buildings and we will do whatever it takes to get the job done. A&A is confident that we can fulfill the qualifications and requirements of Cory Lakes Community Development District.

Shawn Inman

Partner, VP of Operations
(267) 683-0529
shawn@aaaservices.co

With over 28 years of experience in law enforcement, Shawn Inman brings a wealth of expertise to his role. He has served as a Firearms Instructor/Chemical Agents Instructor, specializing in Use of Force and Verbal De-escalation instruction for both State Law Enforcement and the Special Operations Unit. A graduate of the State of New Jersey Police Training Academy with a focus on the Department of Criminal Justice, Shawn's credentials are comprehensive.

As the Senior Vice President of Operations, Shawn is responsible for ensuring the seamless implementation of client security programs and corporate training initiatives. This includes overseeing areas such as access control, loss and crime prevention, use of force continuum training, and risk management. Leveraging his extensive knowledge and experience, Shawn

Corporate Headquarters

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Phone: (561) 533-5303 – Fax: (561) 533-3858
www.AAServices.Co

plays a pivotal role in effectively managing site operations, resolving issues, and ensuring client satisfaction.

Day to Day Contact:

Crissy Harrison

Operations Manager

256-619-7476

crissy@aa.services.co

Crissy has an extensive background in security management and account management roles, showcasing a diverse range of responsibilities and achievements over the years.

At A&A (September 2023 to Present), Crissy holds the position of Account Manager for Florida, overseeing day-to-day operations. This includes recruitment, training, disciplinary actions, scheduling, payroll, conflict resolution, and ensuring compliance with state statutes. She is also involved in client and officer retention, as well as the start-up of new accounts.

Prior to her current role, Crissy spent a significant tenure at Allied Universal (March 2006 to September 2023). Notably, she served as an Assistant Security Director at the Wyndham Grand Clearwater, managing a large team and handling diverse tasks such as scheduling, training, emergency response, and client interaction. Additionally, she held roles such as Site Supervisor, Armed Account Manager for Baycare Hospital Systems, Patrol Supervisor for the Tampa FL Branch Office, and Recruiter/Hiring Manager/Trainer in various locations, showcasing adaptability and leadership skills across different responsibilities and locations.

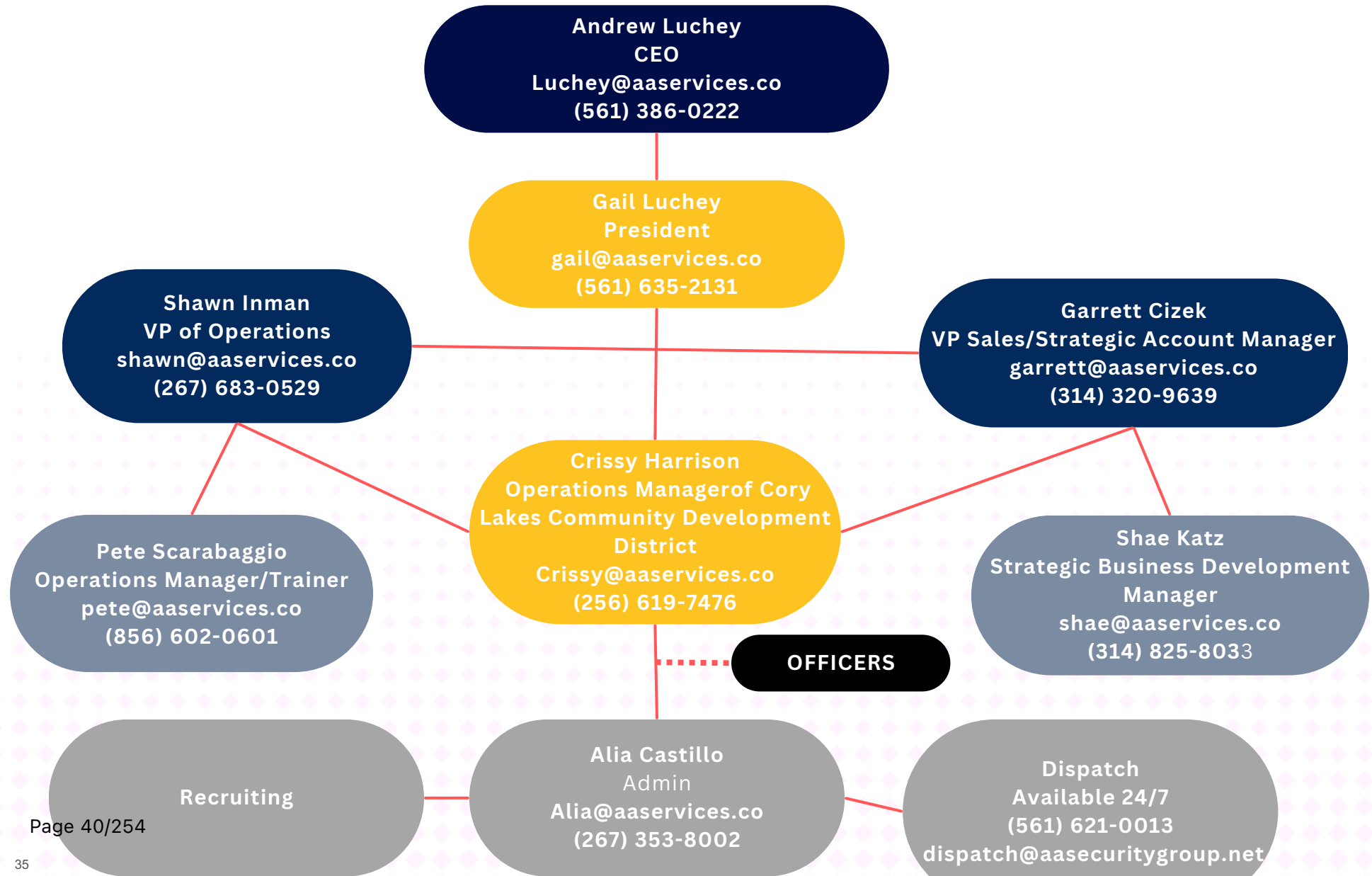
Her experience also extends to roles at U.S. Steel, where she held positions such as Pass Control Administrator and Testing Facilitator, Site Supervisor/Training Lieutenant, and Security Officer. These roles involved responsibilities such as access control, issuing identification badges, managing records, conducting drug screenings, and maintaining a positive client relationship.

Throughout her career, Crissy has demonstrated proficiency in personnel scheduling, training, emergency response, and client relations. She has also been involved in start-ups of new accounts, maintaining compliance, and successfully reducing overtime in scheduling, showcasing a strong track record in operational efficiency.



Team Organization

A&A Security Services





Sample Report Pack

This packet contains:

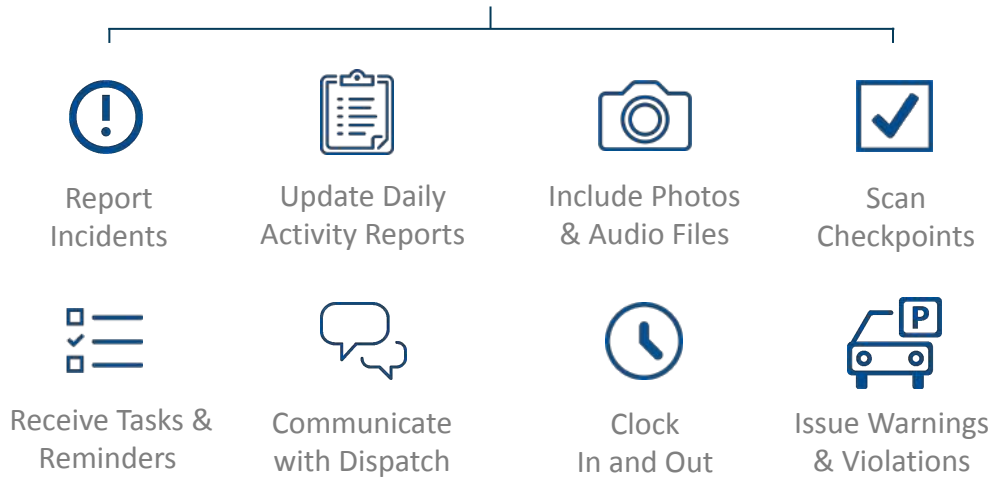
Brief Feature Overview
Daily Activity Report (With Photos)
Daily Activity Report (Compact)
Incident Report
Checkpoint Timeline Report
Issue Summary Report

Contact Us:

David: David@aasecuritygroup.net
561-315-5190

Feature Overview

While using any Android or Apple device,
Officers in the field can:



Local & Regional Facility Managers: All of this information is GPS tracked and available in real time in the Issue Monitor

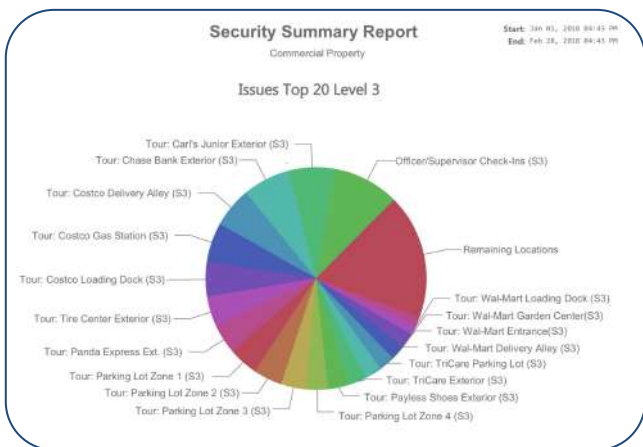


Our Reporting Process

How We Report

We use smartphones and tablets with quick and simple drop down reporting menus to streamline the reporting, maximize on site visibility, and reduce your risk and liability.

Instead of traditional hand written DARs our officers are provided varied reporting options that enable them to report easily throughout their shift.



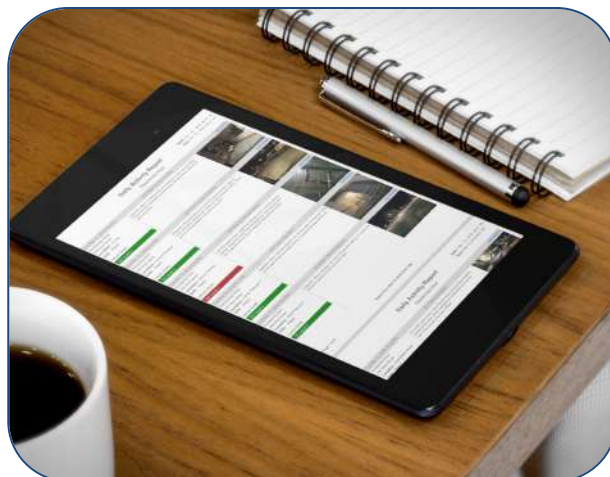
Customized For You

Our daily and monthly reports can be *completely* customized and worded for your industry and specific property.

All issues are prioritized based on the scope of service at each property and according to your needs.

Real-Time Incident Notifications

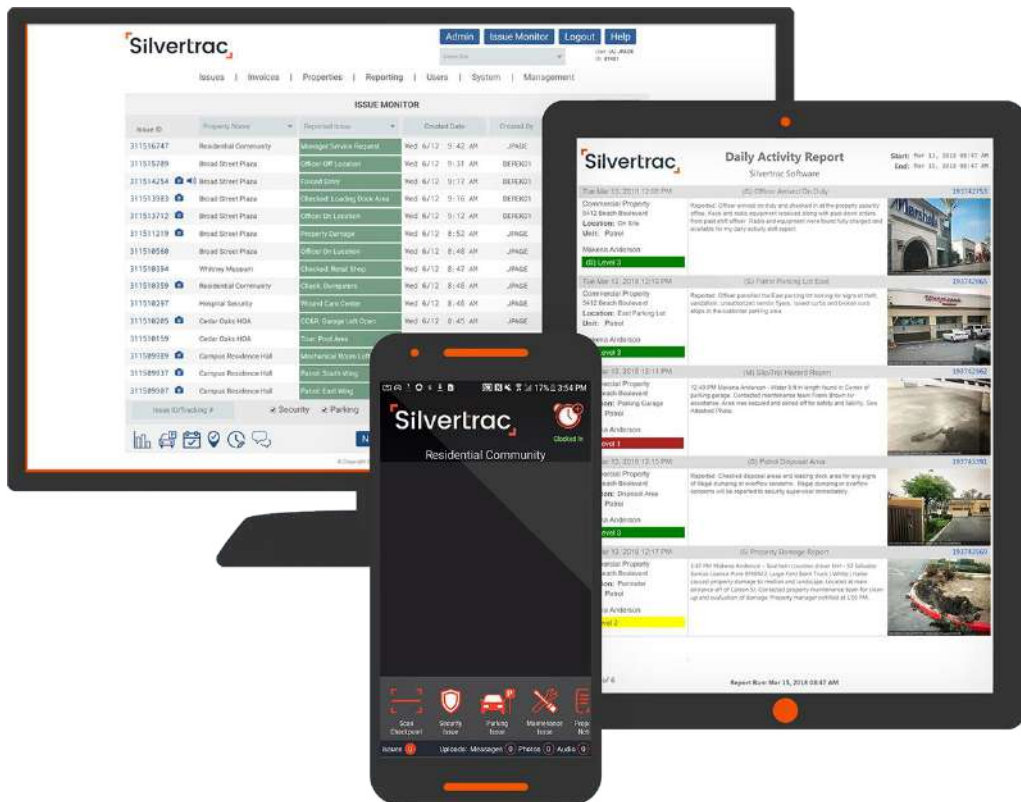
At your choosing any issues or incidents reported can trigger a notification to the necessary parties (i.e. managers, maintenance supervisors or teams, and issue specific vendors).



Guard Tour Checkpoints

When a checkpoint is scanned 4 things happen

- 1) Instructions are shown to the officer specific to that location
- 2) A pre-written note in risk and liability terms is entered into all reports including the Daily Activity Report (DAR).
- 3) A GPS pinpoint is taken to track the officers location at the time of the scan
- 4) The officer is required to include a photo with the checkpoint to verify their location (*optional*)





Daily Activity Report

Start: Mar 13, 2018 08:47 AM

End: Mar 15, 2018 08:47 AM

Tue Mar 13, 2018 12:14 PM

(S) Patrol Loading Dock Area

193743275

Commercial Property
5412 Beach Boulevard
Location: Loading Dock
Unit: Patrol

Reported: Officer patrolled the loading dock and checked the commercial vehicles parked at the ramp location. No safety or storage items found at the loading dock area. No vehicles obstructing truck access, or unauthorized trespassing.



Makena Anderson

(S) Level 3

Tue Mar 13, 2018 12:15 PM

(S) Patrol Disposal Area

193743391

Commercial Property
5412 Beach Boulevard
Location: Disposal Area
Unit: Patrol

Reported: Checked disposal areas and loading dock area for any signs of illegal dumping or overflow concerns. Illegal dumping or overflow concerns will be reported to security supervisor immediately.



Makena Anderson

(S) Level 3

Tue Mar 13, 2018 12:17 PM

(S) Property Damage Report

193743569

Commercial Property
5412 Beach Boulevard
Location: Perimeter
Unit: Patrol

1:47 PM Makena Anderson - Southern counties driver MH - 52 Salvador Santos License Plate 9F09542. Large Ford Semi Truck (White) trailer caused property damage to median and landscape. Located at main entrance off of Carson St. Contacted property maintenance team for clean up and evaluation of damage. Property manager notified at 1:50 PM.



Makena Anderson

(S) Level 2

Tue Mar 13, 2018 12:17 PM

(S) Patrol Merchant Store

193743644

Commercial Property
5412 Beach Boulevard
Location: Five Below
Unit: Patrol

Reported: Officer conducted a walk through the front area of the tenant spaces and merchant stores. No obstructions or persons loitering during the inspection tour. No visible signs of property damage or vandalism.



Makena Anderson

(S) Level 3

Tue Mar 13, 2018 12:19 PM

(S) Lighting Inspection

193743802

Commercial Property
5412 Beach Boulevard
Location: On Site
Unit: Patrol

Reported: Officer conducted a lighting inspection at the storefronts and the parking lot area to make sure lighting is in good condition and working properly. No visible signs of light damage or vandalism during this inspection.



Makena Anderson

(S) Level 2



Daily Activity Report (Compact)

Start: Mar 12, 2018 11:18 AM

End: Mar 14, 2018 11:18 AM

Commercial Property - 5412 West Boulevard

Created Date	Issue Details
Mar 13, 2018 12:08 PM 193742753 (S3)	Jeff Anderson - (S) Officer Arrived On Duty Officer arrived on duty and checked in at the property security office. Keys and radio equipment received along with past down orders from past shift officer. Radio and equipment were found fully charged and available for my daily activity shift report. Book
Mar 13, 2018 12:10 PM 193742865 (S3)	Jeff Anderson - (S) Patrol Parking Lot East - Officer patrolled the East parking lot looking for signs of theft, vandalism, unauthorized vendor flyers, raised curbs and broken curb stops in the customer parking area. Book
Mar 13, 2018 12:11 PM 193742962 (S3)	Jeff Anderson - (S) Patrol Parking Lot North - Officer patrolled the North parking lot looking for signs of theft, vandalism, unauthorized vendor flyers, raised curbs and broken curb stops in the customer parking area. Book
Mar 13, 2018 12:11 PM 193743041 (S2)	Jeff Anderson - (S) Positive Contact - Starbucks NOTE: Contacted Chris Smith, store manager of Starbucks coffee. No problems to report inside the store and patio area outside. See attached photo.
Mar 13, 2018 12:13 PM 193743158 (S3)	Jeff Anderson - (S) Patrol Parking Lot West - Officer patrolled the West parking lot looking for signs of theft, vandalism, unauthorized vendor flyers, raised curbs and broken curb stops in the customer parking area.
Mar 13, 2018 12:14 PM 193743275 (S3)	Jeff Anderson - (S) Patrol Loading Dock Area - Officer patrolled the loading dock and checked the commercial vehicles parked at the ramp location. No safety or storage items found at the loading dock area. No vehicles obstructing truck access, or unauthorized trespassing.
Mar 13, 2018 12:15 PM 193743391 (S1)	Jeff Anderson - (S) Vandalism (Graffiti) Disposal Area NOTE: Graffiti located in the rear property near the loading zone area. The large cardboard trash compactor was damaged using black spray cans found at this location. Maintenance report submitted to area supervisor and property management team.
Mar 13, 2018 12:17 PM 193743569 (S3)	Jeff Anderson - (S) Patrol Outside Perimeter Conducted a physical exterior inspection of the outside perimeter area. Checked the fences, walls, and barrier locations for any signs of obstruction or debris in pathways. No unusual activity or vandalism to report at this time.
Mar 13, 2018 12:17 PM 193743644 (S3)	Jeff Anderson - (S) Patrol Merchant Store Front - Officer conducted a walk through the front area of the tenant spaces and merchant stores. No obstructions or persons loitering during the inspection tour. No visible signs of property damage or vandalism.
Mar 13, 2018 12:19 PM 193743802 (S2)	Jeff Anderson - (S) Lighting Inspection Completed - Officer conducted a lighting inspection at the storefronts and the parking lot area to make sure lighting is in good condition and working properly. No visible signs of light damage or vandalism during this inspection.
Mar 13, 2018 12:21 PM 193744918 (S3)	Jeff Anderson - (S) Patrol Parking Lot South - Officer patrolled the South parking lot looking for signs of theft, vandalism, unauthorized vendor flyers, raised curbs and broken curb stops in the customer parking area.
Mar 13, 2018 12:36 PM 193745638 (M1)	Jeff Anderson - (M) Water Leak - Parking Garage NOTE: Water 5 ft in length found in Center of parking garage. Contacted maintenance team Frank Brown for assistance. Area was secured and coned off for safety and liability. See Attached Photo.
Mar 13, 2018 12:41 PM 193744918 (S3)	Jeff Anderson - (S) Patrol Parking Lot South - Officer patrolled the South parking lot looking for signs of theft, vandalism, unauthorized vendor flyers, raised curbs and broken curb stops in the customer parking area.

Level 1 2 3



Security Report

#193752048

Issue Type

Property Damage Report

Status

Closed

Property

Commercial Property
5412 Beach Boulevard
Long Beach, CA 90808

Location

Curb

Reported By

Officer Jake Smith
(623) 452-2323

Issue Timeline

Created	Tue 03/13/18 01:39 PM	JAKE SMITH
Assigned To	Tue 03/13/18 01:39 PM	JAKE SMITH
Acknowledged	Tue 03/13/18 01:39 PM	JAKE SMITH
Arrived At	Tue 03/13/18 01:39 PM	JAKE SMITH
Closed	Tue 03/13/18 02:17 PM	SUP. ERIKSON

Additional Details

Assigned By	JAKE SMITH
Reported Address	5412 Beach Boulevard

Notes

Tue 3/13/2018 1:47 PM - JAKE SMITH

Southern counties driver MH - 52 Salvador Santos License Plate 9F09542. Large White Ford Semi Truck caused property damage to median and landscape. Located at main entrance off of Carson St. Contacted property maintenance team for clean up and evaluation of damage. Property manager notified at 1:50 PM.

Tue 3/13/2018 1:42 PM - JAKE SMITH





Checkpoints Timeline Report

Start: Feb 24, 2018 09:53 AM

End: Feb 25, 2018 09:53 AM

Property: Commercial Property

Unique Checkpoints: 18 / 18

Avg. Interval: 0hr 6min

Total Scans: 216

Checkpoint Name	Count	Checkpoint Name	Count	Checkpoint Name	Count
Carl's Junior Exterior	12	Nail Salon Exterior	12	Pay Less Shoes Exterior	12
Chase Bank Exterior	13	Panda Express Exterior	13	TriCare Exterior	13
Costco Entrance	12	Parking Lot Zone 1	12	Wal-Mart Delivery Alley	15
Costco Gas Station	12	Parking Lot Zone 2	6	Wal-Mart Entrance	15
Costco Loading Dock	11	Parking Lot Zone 3	6	Wal-Mart Garden Center	16
Tire Center Exterior	12	Parking Lot Zone 4	8	Wal-Mart Loading Dock	16

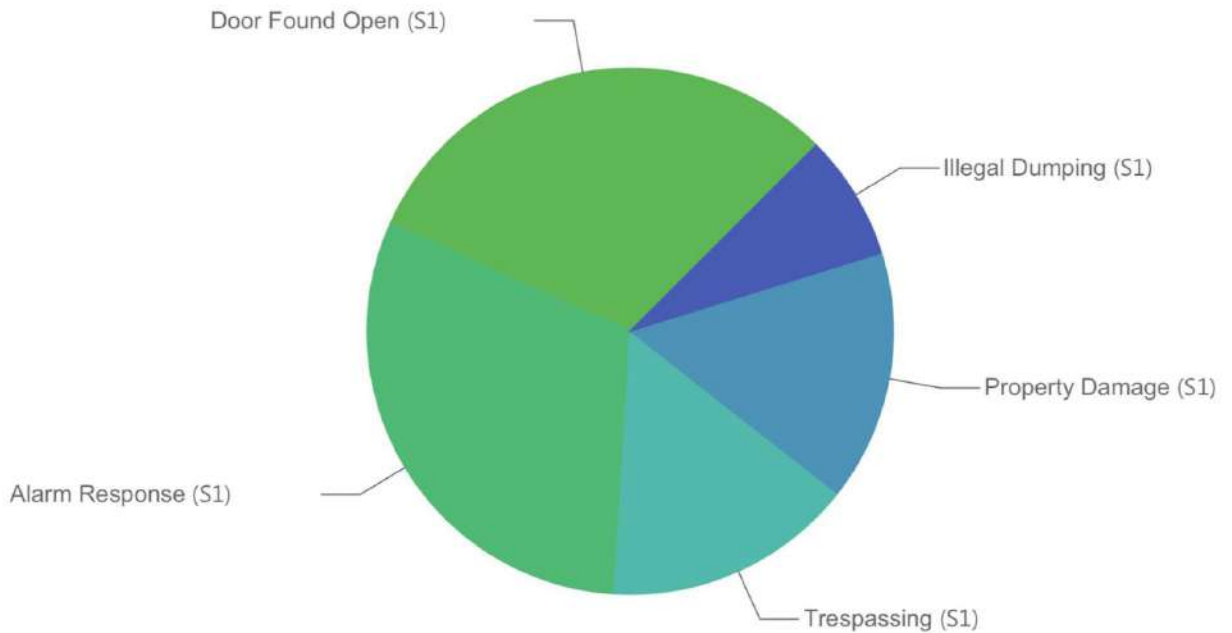
Time	Checkpoint Name	User Name	Difference
Tue Feb 24, 2018 10:03 AM	Costco Entrance	Jeff Anderson	0hr 10min
Tue Feb 24, 2018 10:11 AM	Costco Loading Dock	Jeff Anderson	0hr 8min
Tue Feb 24, 2018 10:17 AM	Costco Gas Station	Jeff Anderson	0hr 6min
Tue Feb 24, 2018 10:24 AM	Tire Center Exterior	Jeff Anderson	0hr 7min
Tue Feb 24, 2018 10:26 AM	Panda Express Exterior	Jeff Anderson	0hr 2min
Tue Feb 24, 2018 10:29 AM	Parking Lot Zone 1	Jeff Anderson	0hr 3min
Tue Feb 24, 2018 10:31 AM	Parking Lot Zone 2	Jeff Anderson	0hr 2min
Tue Feb 24, 2018 10:36 AM	Parking Lot Zone 3	Jeff Anderson	0hr 5min
Tue Feb 24, 2018 10:46 AM	TriCare Exterior	Jeff Anderson	0hr 10min
Tue Feb 24, 2018 10:47 AM	Wal-Mart Entrance	Jeff Anderson	0hr 1min
Tue Feb 24, 2018 11:04 AM	Wal-Mart Garden Center	Jeff Anderson	0hr 17min
Tue Feb 24, 2018 11:43 AM	Costco Entrance	Jeff Anderson	0hr 39min
Tue Feb 24, 2018 11:44 AM	Costco Loading Dock	Jeff Anderson	0hr 1min
Tue Feb 24, 2018 11:47 AM	Costco Gas Station	Jeff Anderson	0hr 3min
Tue Feb 24, 2018 11:49 AM	Tire Center Exterior	Jeff Anderson	0hr 2min
Tue Feb 24, 2018 11:50 AM	Panda Express Exterior	Jeff Anderson	0hr 0min
Tue Feb 24, 2018 11:51 AM	Parking Lot Zone 1	Jeff Anderson	0hr 1min
Tue Feb 24, 2018 12:08 PM	Parking Lot Zone 3	Jeff Anderson	0hr 17min
Tue Feb 24, 2018 12:10 PM	TriCare Exterior	Jeff Anderson	0hr 2min
Tue Feb 24, 2018 12:18 PM	Wal-Mart Garden Center	Jeff Anderson	0hr 8min
Tue Feb 24, 2018 12:24 PM	Wal-Mart Entrance	Jeff Anderson	0hr 6min
Tue Feb 24, 2018 12:59 PM	Costco Entrance	Jeff Anderson	0hr 35min
Tue Feb 24, 2018 01:00 PM	Costco Loading Dock	Jeff Anderson	0hr 1min
Tue Feb 24, 2018 01:03 PM	Costco Gas Station	Jeff Anderson	0hr 2min



Security Summary Report

Start: Jan 01, 2018 04:43 PM
End: Feb 28, 2018 04:43 PM

Issue Type	Total	Comp	Pend	Issue Type	Total	Comp	Pend	Issue Type	Total	Comp
Alarm Response (S1)	4	4	0	Tour: Carl's Junior Exterior (S3)	560	560	0	Officer On Site (S3)	18	18
Alarm Malfunction (S1)	3	3	0	Tour: Chase Bank Exterior (S3)	439	439	0	Officer Off Site (S3)	16	16
Disturbance (S1)	8	8	0	Tour: Costco Entrance (S3)	417	417	0	Officer On Break (S3)	15	15
Door Found Open (S1)	9	9	0	Tour: Costco Gas Station (S3)	403	403	0	Supervisor on Site (S3)	10	10
Door/Window Damage (S2)	5	5	0	Tour: Costco Loading Dock (S3)	395	395	0	Pass Down Received (S3)	8	8
Fire Extinguisher Issue (S1)	2	2	0	Tour: Tire Center Exterior (S3)	347	347	0			
Graffiti (S1)	5	5	0	Tour: Nail Salon Exterior (S3)	561	561	0			
Illegal Dumping (S1)	10	10	0	Tour: Panda Express Exterior (S3)	479	479	0			
Lighting Inspection (S2)	12	12	0	Tour: Parking Lot Zone 1 (S3)	477	477	0			
Lighting Issue (S2)	7	7	0	Tour: Parking Lot Zone 2 (S3)	403	403	0			
Positive Contact (Merchant) (S2)	23	23	0	Tour: Parking Lot Zone 3 (S3)	395	395	0			
Positive Contact (Customer) (S2)	36	36	0	Tour: Parking Lot Zone 4 (S3)	347	347	0			
Property Damage (S1)	13	13	0	Tour: Pay Less Shoes Exterior (S3)	303	303	0			
Skateboarding On Site (S2)	4	4	0	Tour: TriCare Exterior (S3)	297	297	0			
Solicitors/Flyers Warned (S2)	6	6	0	Tour: TriCare Parking Lot (S3)	295	295	0			
Slip/Trip/Fall Hazard (S2)	1	1	0	Tour: Wal-Mart Delivery Alley (S3)	291	291	0			
Stray Animals (S2)	4	4	0	Tour: Wal-Mart Entrance (S3)	250	250	0			
Theft (S1)	9	9	0	Tour: Wal-Mart Garden Center (S3)	224	224	0			
Trespassing (S2)	3	3	0	Tour: Wal-Mart Loading Dock (S3)	206	206	0			



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Report Run: Feb 28, 2018 04:44 PM



A&A Services
"Quality In Everything We Do"

**A & ASSOCIATES INC., DBA A&A SECURITY SERVICES
SECURITY GUARD SERVICES**

REFERENCE LIST

A&A is proud to serve as the trusted choice of businesses for security guard services throughout the nation. With over twenty (20) years as a recognized industry leader, A&A is large enough to satisfy the needs of hundreds of security guard assignments, yet small enough to give you the tailored service you expect and deserve. We have experience working with large and small school districts, county, and city municipalities as well as federal government agencies and convention centers.

Reference No. 1

UNFI (United Natural Foods Inc.)

Locations: Pompano Beach, Miami, Quincy, & Sarasota – coming July 1)

Sarah Meyer

Director of Asset Protection

(314) 698-1631

Sarah.E.Meyer@UNFI.com

Reference No. 2

City of Riviera

1481 West 15th Street, Riviera Beach, FL, 33404

Neimah Spence

Project Specialist Manager/Contract Administrator

(561) 889-2445

nspence@rbkra.com

Reference No. 3

Enterprise – Orlando Airport

8350 Hangar Blvd, Orlando, FL, 32827

Kellie Nesov

Admin Manager Orlando International Airport

(407) 825-1802

Kellie.A.Nesov@ehi.com



A & Associates, Inc.
"Quality In Everything We Do"

**A & ASSOCIATES INC., dba A&A SECURITY SERVICES RESPONSE TO
CORY LAKES COMMUNITY DEVELOPMENT DISTRICT REQUEST FOR PROPOSALS
FOR SECURITY SERVICES**

FINANCIAL CONSIDERATION

A&A is a thoroughly structured and financially sound corporation. Our size, financial strength and business philosophies allow us to be responsive to customer needs and to adapt quickly to the ever-changing business environment. In addition, our reputation for providing trained and capable temporary associates who possess the skills needed for our client's jobs, has afforded us numerous opportunities to expand service with existing clients or invitations to submit proposals for new service. We regularly compete against much larger, publicly held, or foreign owned staffing companies and our success is evidenced by the major companies we retain us as partners.

Narrative Financial Statement

We have included important financial notes for Cory Lakes Community Development District to review:

ORGANIZATION INFORMATION:

A & Associates was incorporated in 2003 under the laws of the State of Florida as an original for-profit C-Corporation. The company engages in temporary staffing services, executive recruitment, and vocational training. The company primarily works with educational institutions, state/local government and privately-held firms. On January 1, 2011, A & Associates International, changed its name to A & Associates, Inc. The company has no subsidiaries and has never merged or bought another firm and is solely owned by Mr. Andrew Luchey.

ACCOUNTING METHOD:

A & Associates uses the cash-basis accounting method for financial reporting purposes, whereby revenues are recognized when cash is received, and expenses are posted when they are paid. The company uses QuickBooks accounting software for invoicing and payroll purposes.

ACCOUNTS RECEIVABLE:

A & Associates sells services to clients on an open account transaction so, services are delivered before payment is due. Accounts receivable are due from customers normally within thirty (30) days and is generally uncollateralized. The Accounting Managers regularly monitor outstanding accounts receivables and charges to expense any balances that are determined to be uncollectible.

PROPERTY AND EQUIPMENT:

Property and equipment are recorded at their original cost. Depreciation of furniture, computer equipment, vehicles and other staffing equipment is computed using the straight-line method of accounting. Cost for repairs and maintenance of property and equipment are expensed as incurred.

C-CORPORATION TAX STATUS:

A & Associates is taxed as a C-Corporation under the Internal Revenue Code and applicable state statutes. The Company files income tax returns on a cash-basis, whereby revenue is recognized when received and expenses are recognized when paid.

USE OF ESTIMATES:

The preparation of A & Associates financial statements, in conformity with generally accepted accounting principles, requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

LINES OF CREDIT:

A & Associates does not utilize any lines of credits or factoring services for the delivery of temporary staffing to clients.

Our corporate financial policy plays a key role in determining how A & Associates (private company) invests funds, obtains money to purchase assets as well as outline authorized spending for customer needs. The first priority of the firm is sustainability. Without this no objectives and goals are attainable. The work being done to ensure our financial sustainability is an integral part of the long-term performance of the company and will contribute to our return on profitability.

A & Associates can attest to having sufficient funds to cover all expenses, foreseen and unforeseen, throughout the duration of this contract. This includes funding for the following:

- Wages and payroll taxes
- Background and Drug Screening
- Equipment and Uniforms
- Recruitment and Interviewing
- Recognition and motivation programs

- Management supervision and support services
- Creation and Implementation of Standard Operating Procedures
- Insurance and Bonds
- Cost of compliance with all licensing and certification requirements
- Orientation and Pre/In-Service Training
- Standard reporting forms
- And a many more...

Funding for this project will be immediately available for use upon award of contract to our firm. We understand the importance of being able to fund asset purchases and the daily operations of our firm. Our financial sustainability is based on our diligence in planning. We are honest and objective in accurately estimating cost to provide our quality services. In addition, we issue invoices promptly and follow-up on them regularly to ensure we retain a positive cash flow.

We have included a copy of our condensed Financial Statements for the Cory Lakes Community Development District to review on the following page.

A & Associates
Profit and Loss by Month
 January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
SUTA - Delaware	673.04	725.88	942.75	541.22	231.44	276.57	119.54	151.27	133.64	139.40	144.42		\$4,079.17
SUTA - Edgewell	437.34	456.06	557.30	152.12	40.31	25.21	0.00	0.00	0.00	0.00	0.00		\$1,668.34
SUTA - GA	76.46	349.30	386.90	152.74	89.46	247.30							\$1,302.16
SUTA - Howe Security	707.57	715.56	622.33	104.68	137.62	86.57	69.70	61.84	56.54	7.52	272.34		\$2,842.27
SUTA - Leever's	3,129.29	3,092.46	3,647.29	2,293.10	1,566.09	1,677.52	1,314.10	1,579.78	1,082.09	1,523.08	1,547.04		\$22,451.84
SUTA - N. Carolina	939.14	893.29	1,162.10	932.04	966.96	1,136.51	840.76	1,403.99	1,126.35	1,103.74	1,187.15		\$11,692.03
SUTA - New Jersey	1,730.98	1,816.16	1,783.82	958.49	973.73	1,045.79	697.35	887.71	664.20	634.33	826.19		\$12,018.75
SUTA - Ohio	831.14	768.61	519.33	380.88	978.86	1,106.38	488.17	421.67	249.84	314.24	714.98		\$6,774.10
SUTA - Ollies York	673.89	748.25	902.11	576.93	480.79	627.20							\$4,009.17
SUTA - Orlando	1,724.93	1,472.21	1,575.90	1,485.76	1,767.36	2,152.64	1,528.24	1,951.72	2,392.22	2,209.05	2,894.16		\$21,154.19
SUTA - Philadelphia	5,168.57	4,968.03	5,232.35	1,631.18	1,092.40	1,104.44	1,108.69	1,316.32	1,166.43	962.57	1,354.11		\$25,105.09
SUTA - Post Brothers	4,194.89	3,578.60	2,775.94	985.07	1,077.49	1,407.66	1,259.82	1,632.07	976.95	482.83	465.16		\$18,836.48
SUTA - Presidential City				855.57	1,410.09	1,751.66	1,570.48	1,564.83	959.32	538.59	418.86		\$9,069.40
SUTA - SAL Kentucky			50.09	195.42	246.25	830.14	228.72	141.72	114.29	113.66	146.03		\$2,066.32
SUTA - SAL Ohio	1,440.01	1,426.70	1,639.65	1,269.89	985.83	1,018.11	816.15	1,009.02	839.04	567.53	935.46		\$11,947.39
SUTA - SAL St. Louis				435.00	494.73	492.61	395.14	480.52	426.23	410.37	345.52		\$3,480.12
SUTA - Security Management			248.16	940.25	800.34	648.06	305.93	140.12	199.18	1,170.80	785.90		\$5,238.74
SUTA - St. Louis	3,064.50	3,106.50	3,244.04	1,844.79	995.03	1,253.87	1,796.16	2,318.54	1,552.59	1,412.74	1,905.85		\$22,494.61
SUTA - Texas	945.29	625.95	702.25	244.42									\$2,517.91
SUTA - TVS	648.12	792.22	789.93	470.98	212.28	219.12	163.98	234.61	187.08	86.84	194.69		\$3,999.85
SUTA - Undefined		16.89									122.43		\$139.32
Workers' Comp Insurance	31,970.34	33,413.20	42,147.41	34,063.01	33,674.76	43,206.99	34,349.27	43,657.17	34,798.11	35,301.15	44,892.89		\$411,474.30
Total Cost of Labor	999,196.38	1,023,722.04	1,287,020.96	1,032,085.17	1,042,326.31	1,353,661.19	1,071,498.21	1,364,862.98	1,111,151.91	1,112,918.02	1,397,464.32		\$12,795,907.49
Total Cost of Goods Sold	\$1,094,355.65	\$1,099,066.76	\$1,352,014.35	\$1,132,429.81	\$1,181,093.22	\$1,573,546.07	\$1,264,269.74	\$1,575,873.28	\$1,221,804.92	\$1,266,571.58	\$1,449,862.39	\$1,096.40	\$14,211,784.17
GROSS PROFIT	\$119,677.46	\$68,345.02	\$94,782.86	\$128,945.00	\$153,165.14	\$116,784.66	\$168,919.02	\$234,845.23	\$155,054.67	\$83,115.78	\$163,533.31	\$60,561.51	\$1,547,729.66
Expenses													
Advertising and Promotion		7,500.00											\$7,500.00
Automobile Expense					9.02								\$9.02
Fuel							500.00	500.00					\$1,000.00
Insurance			160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00			\$1,280.00
Repairs & maintenance				1,433.60									\$1,433.60
Total Automobile Expense			160.00	1,593.60	169.02	160.00	660.00	660.00	160.00	160.00			\$3,722.62
Bank Service Charges	171.50	100.50	67.00	53.00	36.00					83.00			\$511.00
Business Licenses and Permits			273.00	750.00			600.00	0.00		860.00	375.00		\$2,858.00
Business Tax			250.00										\$250.00
Computer and Internet Expenses	302.32				384.32						306.35		\$992.99
Contractor													\$0.00
Howe Security												6,142.11	\$6,142.11
Total Contractor												6,142.11	\$6,142.11
Donation				125.00									\$125.00
Expense Reports													\$0.00
Alan Berkun										410.00			\$410.00
Aleah Scott						50.00							\$50.00
Alfredo Perez					48.11								\$48.11
Amex Card Shawn	456.37	150.84	26.65	26.65	26.65			2,735.49	4,785.52	7,615.89			\$15,824.06
Amex Card- Garrett	3,658.62	5,233.41	299.09	259.78	94.75								\$9,545.65
Andrew Luchey					465.96		50.00			40.71			\$556.67
Christopher Worley							2,569.51						\$2,569.51
Crissy Harrison											240.75		\$240.75
Darion Brown Collins								700.00					\$700.00
Edward Tanner	79.46	78.53											\$157.99
Eric Fernandez		1,175.95	484.39	272.80		520.30	412.61	415.00	1,000.77	890.38			\$5,172.20
Evonne Hogue	126.48		472.38	134.93	393.51	414.43	296.94	313.08					\$2,151.75
Expense Reports- Nora Bromley			28.75										\$28.75
Garrett Cizek		2,111.18	956.68	871.55					248.86	476.24	740.30	217.15	\$5,621.96

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Profit and Loss by Month
 January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
hubert ebanks									1,186.17	246.40	418.55	124.80	\$1,975.92
Jamie Lumpkin									35.59				\$35.59
Jamie Rodgers	357.56		511.87	180.50		246.23	1,308.85	931.69	132.27	548.77			\$4,217.74
Joe Pena					309.19	668.00		161.76					\$1,138.95
Joshua Inman	367.40	442.61	203.50	320.00			175.00						\$1,508.51
Lesiel Cheng Wing					169.93								\$169.93
Mike Samuels						337.15		249.15					\$586.30
Perry Brooks									87.96				\$87.96
Pete Scarabaggio	219.16	487.08	1,179.87	431.80	11.24	156.80		205.71					\$2,691.66
Rachel Lyons									17.60	63.48	41.68		\$122.76
Rodly Madeus					143.00								\$143.00
Shae Katz										1,683.36	785.18		\$2,468.54
Shawn Inman	592.95		6,076.10	2,568.82	2,344.81		2,198.04						\$13,780.72
Shemeka Fair										172.49	359.71		\$532.20
st louis office								500.00		140.00	351.69		\$991.69
St. Louis Office Card									500.00	669.12			\$1,169.12
Stephen Smith	303.15	1,102.37	418.55	833.80	435.00	475.20	317.35						\$3,885.42
tabitha woods							397.82						\$397.82
TVS Fuel Card									300.00	340.00			\$640.00
William Zariske									310.00	500.00			\$810.00
Total Expense Reports	6,161.15	10,781.97	10,657.83	5,900.63	4,442.15	2,868.11	7,726.12	6,211.88	8,604.74	13,796.84	2,937.86	341.95	\$80,431.23
Insurance Expense	1,293.97												\$1,293.97
Janitorial Expense									750.00				\$750.00
Legal & Professional Fees									960.00				\$960.00
Liability Insurance	220.19									1,517.68			\$1,737.87
General	354.00	354.00	354.00	354.00	354.00	354.00	354.00	354.00	354.00	354.00	354.00	354.00	\$4,248.00
Total Liability Insurance	574.19	354.00	354.00	354.00	354.00	354.00	354.00	354.00	354.00	1,871.68	354.00	354.00	\$5,985.87
License and Permits		40.00			566.00	762.50	3,444.00	250.00	416.50	75.00			\$5,554.00
Office Expense		280.00	575.00										\$855.00
Shipping Fees					0.00								\$0.00
Total Office Expense		280.00	575.00		0.00								\$855.00
Office Supplies										841.97			\$841.97
Officer's Distribution/Salary	38,460.00	38,460.00	48,075.00	38,460.00	38,460.00	38,460.00	38,460.00	38,460.00	38,460.00				\$355,755.00
Officers Medical Expenses					0.00								\$0.00
Officers Medical Insurance	4,434.00	4,434.00	4,434.00	4,434.00					5,113.00	5,113.00	5,103.25	5,712.25	\$38,777.50
Total Officer's Distribution/Salary	42,894.00	42,894.00	52,509.00	42,894.00	38,460.00	38,460.00	38,460.00	38,460.00	43,573.00	5,113.00	5,103.25	5,712.25	\$394,532.50
Outside Services								1,244.00					\$1,244.00
Payroll Expenses Reimbursed	-5,657.78	-5,968.09	-6,744.85	-4,879.40	-3,624.85	-5,271.57	-5,549.08	-5,721.31	-4,224.49	-6,233.30	-6,325.93		\$ -60,200.65
Professional Fees						184.00							\$184.00
Belfry Tracking			3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00		\$31,500.00
Consulting									2,500.00				\$2,500.00
Indeed	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	\$24,000.00
Legal	10,000.00												\$10,000.00
Other Miscellaneous Service Cost									2,880.00				\$2,880.00
Track Tik	2,000.00	1,920.00											\$3,920.00
Total Professional Fees	14,000.00	3,920.00	5,500.00	5,500.00	5,500.00	5,684.00	5,500.00	5,500.00	10,880.00	5,500.00	5,500.00	2,000.00	\$74,984.00
Rent Expense	3,718.92	3,637.00											\$7,355.92
Blue Grass Plaza	6,610.20	4,158.95	3,891.35	3,891.35	3,891.35	3,891.35	3,891.35	3,891.35	3,891.35	3,891.35	3,891.35	3,891.35	\$49,682.65
Boxer Properties	932.07	1,900.30	950.15	1,143.45	1,048.65	1,048.65	1,048.65	1,048.65	948.50	1,404.15	1,248.95	1,048.65	\$13,770.82
MO	1,131.20	1,267.12	1,177.12	1,177.12	1,177.12	1,177.12	1,177.12	1,518.75	1,518.75	1,518.75	1,518.75	1,518.75	\$15,877.67
NC	3,414.76	1,073.69	1,065.24	1,065.24	1,139.24	1,065.24	1,065.24	1,313.95	1,909.85	1,335.23	1,335.23		\$15,782.91
Regus	1,217.60	1,363.75	1,308.35	1,173.14	1,322.78	1,518.75	1,885.02	1,672.23		1,518.75			\$12,980.37
Total Rent Expense	17,024.75	13,400.81	8,392.21	8,450.30	8,579.14	8,701.11	9,067.38	9,444.93	8,268.45	9,668.23	7,994.28	6,458.75	\$115,450.34
Uncategorized Expense	1,525.00												\$1,525.00
Uniforms	17,788.98	8,598.16	14,597.44	11,138.25	5,239.75	20,686.25	11,601.37	9,930.12	9,193.86	15,188.63	8,122.69		\$132,085.50

A & Associates

Profit and Loss by Month

January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
Utilities					52.18	73.30							\$125.48
AT&T (Security)	170.00	170.00	170.00	170.00	170.00	170.00	170.00	170.00	170.00	170.00	170.00		\$1,870.00
Comcast - Philly	156.80	156.80	321.67	156.80	156.80	156.80	156.80	82.57	175.72	185.99	185.99		\$1,892.74
Internet (Spectrum Cleveland)	127.97	127.97	127.97	127.97	215.53	127.97	127.97	284.89		137.97		284.89	\$1,691.10
Parking Fees Missouri Office						73.00	178.00	396.00		1,980.00	396.00	396.00	\$3,419.00
Telephone Expense (T-Mobile)	2,110.38	2,372.83	2,529.26	2,478.34	2,549.95	2,551.88	2,578.45	2,517.43	2,373.09	6,213.76	2,242.43		\$30,517.80
Total Utilities	2,565.15	2,827.60	3,148.90	2,933.11	3,144.46	3,152.95	3,211.22	3,450.89	2,718.81	8,687.72	2,994.42	680.89	\$39,516.12
Total Expenses	\$98,643.23	\$84,728.95	\$89,739.53	\$74,812.49	\$63,249.99	\$75,557.35	\$75,075.01	\$69,784.51	\$81,654.87	\$55,919.12	\$33,197.68	\$15,547.84	\$817,910.57
NET OPERATING INCOME	\$21,034.23	\$ 84,383.95	\$25,043.33	\$54,132.51	\$89,915.15	\$41,227.31	\$93,844.01	\$165,060.72	\$73,399.80	\$27,196.66	\$130,335.63	\$45,013.67	\$729,819.09
Other Expenses													
Reconciliation Discrepancies	-0.35												\$ -0.35
Total Other Expenses	\$ -0.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ -0.35
NET OTHER INCOME	\$0.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.35
NET INCOME	\$21,034.58	\$ 84,383.95	\$25,043.33	\$54,132.51	\$89,915.15	\$41,227.31	\$93,844.01	\$165,060.72	\$73,399.80	\$27,196.66	\$130,335.63	\$45,013.67	\$854,819.44

Client Name	Region
Pittsburgh Water & Sewer Treatment Plant TVS	Cleveland/Pitt Midwest
Food Lion #02182 (Wilmington) Pin # 3793	Northeast
Kroger 00355 - Paxton Ave Courtyard by Marriott	Cincinnati Cincinnati
Save a Lot Distribution Center	Cleveland/Pitt
Prosegur (Trulieve) Capital	Florida
Prosegur (Trulieve) Tennessee	Florida
Publix # 1344	Florida
Pittsburgh Water and Sewer Reservoir	Cleveland/Pitt
Publix #0028	Florida
TJ Maxx	National
Union At The Grove	Midwest
Kroger 00482- Price Hill	Cincinnati
Toscana Association	Florida
The Flats	Carolinas
Kroger - 00000 Colerain	Cleveland/Pitt
UNFI MECHANICSVILLE VA.	Virginia
UNFI HUDSON VALLEY/MONTGOMERY N.Y.	New York
UNFI - Quincy	Florida
Kroger 00968-Colerain Ave	Cincinnati
Hibbet City Gear	Midwest
Publix-0640 Northeast Park shopping Center	Florida
Publix # 0685	Florida
Protos - Parker Hannafin-Cleveland HQ	Cleveland/Pitt
Forsyth County Events	Carolinas
SAL Noble Rd	Cleveland/Pitt
SAL Euclid Rd	Cleveland/Pitt
SAL Broadway Ave	Cleveland/Pitt
SAL Warrensville Center Rd	Cleveland/Pitt
Kroger 00929 - Corry St.	Cincinnati
FCC Tampa	Florida
SAL 61379-Page/Union	Midwest
Field Supervision	Northeast
SAL 61377-Cool Valley	Midwest
PB Piazza	Northeast
SAL - Neff	Cleveland/Pitt
ChenMed	Northeast
XPO - Dayton	Northeast
SAL 61378-St. Charles Rock Rd/Hanley	Midwest
Post Brothers - HQ	Northeast
Sharswood Apt.	Northeast
Gateway Extrusions	Midwest

Lake Pineloch	Florida
PB Piazza Alta	Northeast
Home 2 Suites Hotel	Midwest
Park Place Apartments	Midwest
Protos - RTD -4906	Cleveland/Pitt
SAL 61366-Riverview Circle	Midwest
GXO-Bosch (Dayton)	Northeast
PB The Atlantic (Amenities)	Northeast
Publix # 1329	Florida
Health Advocates, Inc.	Northeast
Food Lion #02164 (Claymont) Pin# 5818	Northeast
Publix # 1394	Florida
UNFI - Pompano	Florida
Blue Grass Plaza	Northeast
SAL 61362-Jefferson/Cherokee	Midwest
SAL - Superior	Cleveland/Pitt
SAL - Fulton	Cleveland/Pitt
Food Lion #02160 (Bear) Pin#6666	Northeast
Poplar Garage	Northeast
Presidential City	Northeast
Leevers - HQ	Northeast
Protos - HQ	Northeast
PRDC - HQ	Northeast
Save-A-Lot - HQ	Northeast
FEMA - Heritage Heights Group Site	Florida
FEMA - KEVITT GROUP SITE	Florida
DSW-029212	Northeast
Paid Time Off	Cleveland/Pitt
Office	Cleveland/Pitt
SAL - Lorain	Cleveland/Pitt
Paid / Unpaid Time Off	Northeast
PUBLIX STORE #0028	Florida
Priority Wire & Cable	Northeast
Discount Drug Mart - Fulton	Cleveland/Pitt
SAL Distribution Center Plant City FL.	Florida
SAL - St.Clair	Cleveland/Pitt
SAL 61375-Jefferson/Lafayette	Midwest
Walgreens SKH (Pin:5238)	Midwest
Hampton Inn/Homewood Suites	Cincinnati
SAL - Harvard	Cleveland/Pitt
SAL - Euclid	Cleveland/Pitt
SAL - Broadway	Cleveland/Pitt
Edgewell - Playtex	Northeast
GXO-Mechanicsburg	Northeast

SAL 61370-Grand/Page	Midwest
Sephora	National
Riviera Beach - Utility District	Florida
XPO - Dayton (Warehouse)	Northeast
UNFI - Gardens (Frozen)	Florida
PB Goldtex	Northeast
SAL Cheltenham	Northeast
Hamilton Court	Northeast
Discount Drug Mart - Euclid	Cleveland/Pitt
STL Met Center	Midwest
Premier Residence - Boca Raton	Florida
Tanglewood Park	Carolinas
Triad Park	Carolinas
Publix 0511	Florida
SAL - N. Randall	Cleveland/Pitt
PB Darien Construction	Northeast
SAL - Detroit	Cleveland/Pitt
Hilton at the Airport	Midwest
Park Place Parking	Cincinnati
A&A Philadelphia Branch	Northeast
Discount Drug Mart - Puritas	Cleveland/Pitt
FPCN Family Practice	Northeast
Toll Brothers HQ	Northeast
Enterprise Home Office Orlando	Florida
Publix 1321	Florida
Embassy Suites-Downtown	Midwest
Protos - Rite Aid (Pin 1232)	Cleveland/Pitt
Office Staff	Midwest
Levi's Strauss & Co.	Cincinnati
Publix 1456	Florida
Discount Drug Mart - E.71	Cleveland/Pitt
UNFI - Miami (Doral)	Florida
Aldi # 66 (Pin# 4664)	Northeast
Discount Drug Mart - Detroit Ave	Cleveland/Pitt
Publix-1023-Broadway Promenade	Florida
The Landing At St Louis	Midwest
PB Poplar	Northeast
Marriott at the Airport	Midwest
Andy Frain	Midwest
Discount Drug Mart - 13123 Detroit	Cleveland/Pitt
SAL 61365-New Halls Ferry	Midwest
SAL 61368-North Oaks Plaza	Midwest
Citizens Park Apartments	Midwest
SAL 61374-Natural Bridge/Newstead	Midwest

SAL - Superior Lakeview	Cleveland/Pitt
Publix # 1160	Florida
SAL - Puritas	Cleveland/Pitt
PB Atlantic	Northeast
WalGreens #11020 (Wilmington) Pin# 0249	Northeast
GXO - Monroe	Northeast
PB Broad & Washington	Northeast
Cincinnatian Hotel - Curio Collection By Hilton	Cincinnati
SAL - Kinsman	Cleveland/Pitt
Enterprise - Orlando International Airport	Florida
PB Rittenhouse	Northeast
Protos - Sheetz Bakery Square	Cleveland/Pitt
Walgreens Distribution Center	Midwest
Stanley Black and Decker FortMill	Carolinas
UNFI - Howell, NJ	Northeast
SAL - Clark	Cleveland/Pitt
SAL 61367-Illinois	Midwest
Viatrix	Carolinas
Stanley Black and Decker Concord Nc	Carolinas
Aldi #30	Midwest
SAL Chambers	Colorado
El Mercado Supermarket	Colorado
BigBen	Northeast
SAL Federal Blvd	Colorado
Ohio Management	Cincinnati
GXO-Google- NJ	Northeast
Kroger 00513 - Court St.	Cincinnati
Portage County - Administration Building	Cleveland/Pitt
Portage County - Riddle Block Building	Cleveland/Pitt
Portage County - Ohio Means Jobs	Cleveland/Pitt
Palm Aire - Five Star	Florida
GXO Lacoste (Statesville Nc)	Carolinas
Healy Towers	Carolinas
Walgreens DC Anderson	Carolinas
Fountain View - Five Star	Florida
PFG Roma - Piscataway	Northeast
PFG-Ikea- Elizabeth	Northeast
Kroger 00428 - Kenard	Cincinnati
Kroger 00418 - Montgomery	Cincinnati
Kroger 00465 - Marburg	Cincinnati
Discount Drugmart - Dunham	Cleveland/Pitt
The Square	Northeast
Food Lion 01584 Cambridge Commons	Carolinas
Food Lion 00748 Tuckaseegee	Carolinas

Food Lion 00822 The Plaza	Carolinas
Food Lion 01376 South Blvd	Carolinas
Food Lion 00769 Idlewild	Carolinas
Food Lion 00971 Wendover	Carolinas
Food Lion 00106 Little Rock	Carolinas
Food Lion 02603 Mt Holly Huntersville	Carolinas
Food Lion 00276 Plaza Rd Ext	Carolinas
Food Lion 00617 Sunset Rd	Carolinas
Food Lion 00635 Beatties Ford	Carolinas
Food Lion 02647 Graham St	Carolinas
Food Lion 02862 Ashley Rd	Carolinas
Food Lion 01365 WT Harris	Carolinas
Carolina Office Staff	Carolinas
Food Lion 01057 Eastway Dr	Carolinas
SAL Woodland Ave	Northeast
SAL Frankford	Northeast
SAL Dauphin St	Northeast
SAL Castor	Northeast
SAL Broad St	Northeast
SAL 7th & Lehigh	Northeast
SAL East Lehigh	Northeast
SAL M Street	Northeast
SAL 4th & Allegheny	Northeast
SAL Rising Sun	Northeast
SAL 22nd & Lehigh	Northeast



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/07/2023

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 have ADDITIONAL INSURED provisions or 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 A & A Insurance Services Int, Inc. 951 Sansburys Way Suite 204 West Palm Beach FL 33411	CONTACT NAME: MEGAN LUCHEY PHONE (A/C No. Ext): (561) 366-9005 E-MAIL ADDRESS: MEGAN@AAINSURANCES.COM	FAX (A/C, No):
	INSURER(S) AFFORDING COVERAGE	
INSURED A & Associates, Inc. 951 Sansburys Way West Palm Beach FL 33411	INSURER A: EVEREST NATIONAL INSURANCE COMPANY	10120
	INSURER B: PROGRESSIVE EXPRESS INSURANCE COMPAN	10193
	INSURER C: EVEREST NATIONAL INSURANCE COMPANY	10120
	INSURER D: SUNZ INSURANCE COMPANY	34762
	INSURER E:	
	INSURER F:	

COVERAGES**CERTIFICATE NUMBER:****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	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> HIRED AUTO LIABILITY <input type="checkbox"/> NON-OWNED AUTO LIABILITY GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	Y	91MLN00302-231	05/12/2023	05/12/2024	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 200,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 FIRE LEGAL LIABILITY \$ 200,000
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	955674403	03/13/2023	03/13/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ PIP COVERAGE \$ 10,000
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	Y	Y	91CU001542-231	05/12/2023	05/12/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WC0044-00027-023	01/01/2023	01/01/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	PROFESSIONAL LIABILITY INSURANCE	Y	Y	91MLN00302-231	05/12/2023	05/12/2024	AGGREGATE 2,000,000 OCCURENCE 1,000,000 CRIME 500,000

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

CERTIFICATE HOLDER IS LISTED AS ADDITIONAL INSURED.

CERTIFICATE HOLDER**CANCELLATION**

Proof Of Insurance

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

State of Florida

Department of State

I certify from the records of this office that A & ASSOCIATES, INC is a corporation organized under the laws of the State of Florida, filed on December 14, 2010, effective January 1, 2011.

The document number of this corporation is P10000100835.

I further certify that said corporation has paid all fees due this office through December 31, 2024, that its most recent annual report/uniform business report was filed on February 12, 2024, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Twelfth day of February, 2024*




Secretary of State

Tracking Number: 1913315468CC

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

**WILTON SIMPSON
COMMISSIONER**

DIVISION OF LICENSING

10/03/23
DATE ISSUED

06/19/24
DATE OF EXPIRATION

B 2300065
LICENSE NUMBER

A & ASSOCIATES

951 SANSBURY'S WAY
SUITE 203
WEST PALM BEACH, FL 33411

LUCHEY, GAIL D, PRESIDENT
LUCHEY, ANDREW III, TREASURER
LUCHEY, ANDREW, DIRECTOR

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



**WILTON SIMPSON
COMMISSIONER**

A handwritten signature in black ink, appearing to read "W. Simpson", written over the printed name of the Commissioner.

1.13 Pricing Instructions

Applicants shall submit their price information in their Proposal.

All proposals must include the below chart, filled in completely, in order to be considered:

LOCATION	WEEKLY TOTAL HOURS	HOURLY GUARD RATE	WEEKLY RATE	PROJECTED ANNUAL RATE
Cross Creek Gate	168	\$22.84	\$3,837.12	\$199,530.24
Morris Bridge Gate	144	\$22.84	\$3,288.96	\$171,025.92
Patrol (Rover)	84 (1800-0600)	\$22.84	\$1,918.56	\$99,765.12
Total	396		\$9,044.64	\$470,321.28

Cory Lakes

Community Development District

EXHIBIT

2

AGENDA



AEGIS
PROTECTIVE SERVICES

GUARD SERVICE PROPOSAL

Proudly serving Ohio, Indiana,
Kentucky, Tennessee, and Florida.



Prepared For

Cory Lakes Community Development District

10441 Cory Lake Dr.

Tampa, FL 34647

1-866-209-8878



www.aegis-ps.com



3033 Robertson Ave. Cincinnati, OH 45209



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Cover Letter

May 20, 2024

Larry Krause
District Manager
813.565.4663
Larry@breezehome.com

Enclosed is our proposal for Security Guard Services for Cory Lakes Community Development District.

With over 30 years of experience in the security industry, Aegis Protective Services specializes in providing tailored security solutions to meet the unique needs of our clients. Our team comprises seasoned professionals dedicated to safeguarding assets, personnel, and premises with the highest level of expertise and professionalism – the true “Aegis Difference.”

Recognizing the importance of proactive security measures, we are extending this competitive, no-cost proposal for security services tailored specifically for your community. We believe this partnership could significantly enhance your community’s security strength and mitigate potential risks effectively.

We have been fortunate enough as a company to grow into the largest security provider within the Cincinnati, Ohio area, but have been equally as fortunate that our clients and service model have allowed us to grow here in Florida along with multiple operations in Tennessee, Indiana, and Kentucky. We take nothing for granted and strive each day to exceed the expectations of every client we serve, resulting in a near-100% client retention rate.

In putting this proposal together, we are providing you with our recommendations based upon your specific site requirements listed on the bid document and from the site visit. After you and your team’s review, we would welcome the opportunity to discuss this proposal in more detail and are also happy to make any modifications you would like to see.

Thank you for considering Aegis Protective Services as your trusted security partner. We look forward to the possibility of working together to ensure the safety and security of your organization.



Rod Hale

Vice President of Business Development
513-253-5192
Rod.Hale@aegis-ps.com
3033 Robertson Ave., Cincinnati, OH 45209

Why Choose Aegis Protective Services?

“It’s easier to keep a client than get a new one.” This has been our mantra since our founding in 1993, and it still rings true today. Our Company has operated with a simple premise: to provide unparalleled customer service based on building relationships between our clients, Security Officers, and support staff.

Additionally, we believe the below demonstrates why Aegis Protective Services is the ideal choice for your full-service security needs:

- *Unparalleled Knowledge:* With over 30 years of experience in the security industry, our team consists of highly trained professionals who are adept at handling a wide range of security challenges. We continuously invest in training and development to ensure that our guards are equipped with the latest knowledge and skills to keep your premises safe and secure.
- *Customized Security Solutions:* We understand that every client has unique security requirements. That’s why we take a personalized approach to design tailored security solutions that address your specific needs and concerns. Whether you require static guards, mobile patrols, or specialized security services, we have the expertise to deliver effective solutions tailored to your business. Our services range from Class A office spaces to condominiums to schools and everything commercial and industrial that is in-between.
- *Cutting-Edge Technology:* We leverage the latest technology to enhance the effectiveness of our security services. From state-of-the-art surveillance systems to real-time reporting and monitoring tools, we utilize advanced technology to provide proactive security solutions that give you peace of mind.
- *Exceptional Customer Service:* We prioritize customer satisfaction above all else. Our dedicated field team is committed to providing responsive and reliable service, ensuring that your security needs are met promptly and efficiently. We pride ourselves on building long-lasting relationships with our clients based on trust, integrity, and professionalism.
- *Cost-Effective Solutions:* While we offer top-notch full-service security services, we also understand the importance of cost-effectiveness. We strive to deliver high-quality security solutions at competitive rates, maximizing the value you receive for your investment in security.
- *Proven Track Record:* Over the last 30 years, we have built a solid reputation for delivering results and exceeding our clients’ expectations. Our track record of success speaks for itself, with numerous satisfied clients who trust us to safeguard their assets and properties.

We believe that by choosing Aegis Protective Services, you are making the smart choice for your security needs. We are confident that our expertise, personalized approach, and commitment to excellence will ensure the safety and security of your premises – after all, our name means “protection”.

Our Expertise

Guard Services

The Contract Security business is a people business. Our Security Officers are our product. We expend every effort to help our clients achieve their security goals by providing qualified, properly trained, and attentive security personnel. Can't afford to have Officers come on site? Our monitored remote guarding and video verification services can replicate many features that a guard service provides at a much lower cost.

We have the ability to live-monitor sites 24/7/365 with three levels of local support.

We also invest in year-long employee improvement programs and have thorough recruiting practices in place to find top-tier talent.

Consultation

Need a security plan but are unsure where to start? We will work alongside you to create a holistic security plan curated to your organization's needs. We are factory trained and certified on a wide variety of systems and applications. From design to installation to ongoing maintenance, we will be with you from start to finish. That's our guarantee.

AI Robotics

Aegis Protective Services is proud to partner with Silicon Valley-based Autonomous Security Robot company Knightscope to provide alternative security solutions that can fit within your security budget. Whether mobile or stationary (K5 and Hemisphere, respectively), the Autonomous Security Robots can function 24/7/365 and in numerous adverse weather conditions, including heatwaves, rain, and snow.

Access Control

We are factory trained and certified to provide and support a wide range of industry-leading cloud-based and site-based access control systems. Do you need the security of access control but don't want the hassle of managing and maintaining the system? We have you covered with remote system management and administrative services to keep you up and running. If you prefer to manage and maintain your own system, we will install an intuitive system and provide training and technical support to assist you.

Alarm Systems

We install and maintain many types of alarm and monitoring systems to keep your organization secure. Intrusion detection, weapon detection, video-motion detection, tenant entry systems, and security intercoms are all options to keep your people and property safe from intruders.

Video Surveillance

We offer industry-leading, cutting-edge cloud recording and viewing solutions. We are capable in using *Camera-to-Cloud* (CtC) technology, eliminating the need for an expensive recorder or network gateway device. We also offer traditional and familiar locally recorded video systems. We will help you achieve a comprehensive surveillance solution that will fulfill your organization's needs.

Our video surveillance cameras have maximum clarity with hi-definition recording and utilizes the minimum amount of bandwidth possible. Our video surveillance cameras are user-friendly, can be monitored remotely with using any Apple or Android device, and are compatible with other IP manufacturer cameras.

Managed Service Provider (MSP)

Along with our full-service commercial security services, we also offer IT-based solutions for your growing organization. We will safely and securely manage your IT infrastructure and end-user systems remotely. This allows you to focus on improving your own services without worrying about extended system downtimes or service interruptions.

Our Partnership Promise

Security companies often promise to be a reliable partner in protecting their clients' assets and information, many of which fall far below what they promise. Part of our "Aegis Difference" is that we abide by the promises we make. Aegis Protective Services is dedicated to providing top-notch, industry-leading security solutions and services, as well as working closely with you to understand your unique needs and concerns, on a day-to-day basis.

A security company focused on building long-lasting partnerships will be transparent about its processes and practices and is committed to delivering exceptional customer service at every level. Ultimately, the goal of Aegis Protective Services' partnership with you is ensuring peace of mind, knowing that your security needs are being handled by experts who have your best interests at heart.

If we are falling short in any regard, we will own up to our mistakes and rectify any situations that may arise.

With over 30 years of experience in the security industry, our team comprises of seasoned professionals dedicated to safeguarding your assets, personnel, and premises with the highest level of expertise and professionalism – the true "Aegis Difference."

Our Operational Excellence

Talent Acquisition

We understand that the quality of our team is paramount to delivering exceptional security services. That's why we have developed an in-depth recruiting process that ensures we hire only the most qualified and capable individuals.

Screening

Our full life-cycle recruiting combines rigorous screening, background checks, and drug testing to verify each candidate's credentials and suitability for their role. We then conduct comprehensive phone interviews and assessments to evaluate their skills, experience, and professionalism. Throughout this initial process, we prioritize integrity, reliability, and a commitment to excellence, ensuring that every member of our team is well-equipped to meet the diverse needs of our clients. By investing in our recruiting process, we can confidently provide you with security personnel who are not only highly skilled but also dedicated to safeguarding your premises with the utmost care.

Our screening checklist includes:

- 18 years of age (some sites and positions require being over the age of 21).
- 25 years of age if the Security Officer is to be driving any company vehicle (with a clean driving record).
- Thorough criminal record check, including the NSO.
- Pre-employment drug test and follow-up drug testing.
- Confirmation on each applicant's ability to read, write, and perform physical duties.
- Licensing per state requirements.
- Military preference given to suitable candidates.
- Disqualifying examples include, but are not limited to: No High School Diploma or GED; a failed drug test; any arrest or conviction of a felony within the last 20 years; any arrest or conviction of fraud or theft within the last 20 years; any arrest or conviction for a crime of violence; any arrest or conviction of alcohol and its related offenses within the last 10 years; any arrest or conviction of domestic violence; any arrest or conviction related to a weapons violation; any arrest or conviction of making false statements; etc.

Training and Safety

Designed to give our Officers the information they need to meet the demands of their assigned posts, our training combines a four-step process:

1. *Pre-Assignment*: Customized orientation process (Customer Service, Expectations of Security Officers, Public Relations, Reporting, Use of Technology, etc.).
 - a. Supervisors (Additional Training Required): PSTN-Leadership Principles, Supervisor Communications, Customer Service, Handling Multiple Priorities, Security's Role in Reducing Business Risk, Emergency Preparedness, Sexual Harassment, and Professional Standards.

2. *Site-Specific Overview/Briefing:* We provide every employee with a review of the facility to which they will be assigned. Included is a Site-specific review of relevant information provided by the client, an overview of the duties required, and possibly even a tour of the facility before their first day.
3. *On-Site:* On-site training will involve the application of the principles covered in the pre-assignment training.
 - a. Your expectations and The Post Orders will form the basis of this training. Training Checklists are generated and used for training each Officer to ensure that all critical areas of this site-specific training are covered.
 - b. Unannounced Post Inspections: A member of our Field Operations Team quizzes the Officers, ensures they are in correct uniform (if applicable), and performs any remedial training that is required.
4. *Specialized and Ongoing Training:* We work closely with our clients to develop specialized training that addresses specific concerns and requirements of the site (CPR, Active Shooter/ Emergency Procedures Armed Response, Life Safety and Crisis Control, etc.).

Site Management

Our competitors typically manage accounts by hiring someone to work directly on-site, or, having to rely upon a single point of contact when there is an issue or concern. At Aegis Protective Services, we have always used a better approach. Every client is assigned a Regional Support Team. This team is responsible for ensuring that the delivery of our services exceeds your expectations. If, on the rare occasion it doesn't, you have access to several team members who will assist you in getting the concern resolved.

Provided to each client are the following resources:

- *Field Operations Support:* Along with the Territory Managers, these individuals are responsible for the overall delivery of services to your account, starting the moment you sign the contract for services.
- *Territory Managers:* Individuals who oversee the Field Operations Support, they also assist the Field Operations Supervisors with more complex situations and scenarios.
- *Regional/Area Managers:* Individuals who oversee the Territory Managers and have regional responsibility for all of their accounts. They assist behind the scenes with contracts, negotiations, and other higher-level responsibilities.
- *Human Resources Representative:* Assists the client with staffing based on contractual agreements. Also assists the Officers with payroll, benefits, and other personnel matters.

- *Operations Support:* This internal team is responsible to ensure that your schedule is completed accurately every week, and that all Officers assigned are paid correctly, and our clients are billed accurately for the Officer's services.

We provide the above support to your facility, which allows your site leadership and Security Officers the ability to perform the duties you need them to perform, not having to make calls or work on getting open shifts filled each week.

For accounts with a Site Supervisor or Manager, we understand that you do not want them spending their day doing Human Resources tasks and scheduling. Having a strong leader that understands your needs, as well as being a great resource to us, provides a successful partnership; also, it helps retain valuable security officers who are happy with their assignments.

We believe this is a significant difference from our competitors and have a proven track record of success in managing accounts of any size.

24/7 Management

We provide the following levels of support 24/7/365 to help our Security Officers and clients:

- *Managers On Duty (MOD):* Each region has a dedicated after-hours support team to ensure quality control and appropriate escalation of any incidents or issues that may occur.
- *Field Operations Support:* Performing spot audits, post inspections, and responding in-person to issues surrounding personnel.

To keep site staff focused, we conduct all scheduling in-house. We are available 24/7 to take care of coverage changes, call-offs, and regular scheduling.

Track-Tik Integration



www.tracktik.com

TrackTik is helping our Company realize our vision of value-driven security services that are fully aligned to our customers' needs. Connectivity, data insight, and automation enables us to do security differently and deliver greater impact for your investment.

Mobile security can be fast-moving and unpredictable. Track-Tik allows us to use real-time information and automation to deliver tailored and dependable mobile patrol and dispatch services. With the TrackTik platform, our Company can deliver a mobile security service that's perfectly aligned to your goals. This service enables us to take a data-driven approach to mobile security, which means we can take proactive action to meet your security needs.

This service designs controlled workflows that are made to measure for your specific security requirements. This includes defining site-specific instructions by job type as well as setting up tailored

reporting requirements per task. These features combine the best of automation with tailoring to deliver a personalized service.

TrackTik allows us to assign the right resources to the tasks that need completing in the most efficient way possible, thus delivering maximum value. We can optimize your patrols to increase efficiency, but also design in unpredictability to make sure we're providing an effective service.

We can report on patrols by route position; status; user; date; month; year; day of the week; job type; runsheet; and location. Not only does this give peace of mind over quality, but it also delivers precious insight over your operations and helps support compliance with regulatory protocols for patrol incident management.

Our company's security services expertise and TrackTik's leading security workforce management technology is a winning combination for you. Here's an overview of some of the key features that make this possible:

- Route optimization means we can assign resources more efficiently.
- Customizable dispatch and mobile patrol forms capture your specific requirements.
- Customizable job types enable us to include specific instructions per site.
- Enforce guard tours at specific sites.
- Detailed operational data analytics means robust reporting and accurate invoicing.

If you would like to know more about Track-Tik, please let us know so we can re-work your proposal documentation.

Transition and Start-Up

Once we receive the signed Service Agreement, we quickly get to work on your account start-up and guard transition:

- *30 Days Prior to Launch Date*
 - Review current post orders; Revise Post Orders; Meet with client to review and approve updated Post Orders; Begin recruiting and staffing post assignments.
 - Officers currently assigned to the site who wish to transition to Aegis can meet with us or apply to our Company.
 - Develop training plan and training checklist for site; Client and Aegis Protective Services approval of training plan and training checklist; Continue recruiting and staffing; Begin pre-assignment training.

- Complete staffing and post assignments; Complete pre-assignment training; Issue uniforms and equipment.
- *Start Date and Continuance*
 - On the day we start services, Aegis Protective Services' Field Support Team will be there to help with any last-minute set-up and to make sure your start date expectations are being met.
 - Daily review with security staff; Evaluate personnel, procedures, and implementation.
 - Meet with client representative(s) to review progress and resolve any issues.
 - Meet with client representative(s) to review staffing, scheduling, and finalize the transition.

Aegis Protective Services' Values

Company values are crucial as they serve as guiding principles that shape organizational culture, decision-making processes, and employee behavior, ultimately influencing the company's reputation, relationships with stakeholders, and long-term success.

At Aegis Protective Services, our core values include:

- *Diligence:* We provide well-trained personnel and are committed to the continuing education of our staff in every level.
- *Integrity:* We are transparent to our customers and have honest conversations regarding our operations.
- *Communication:* We will listen and work with our client, responding to needs while keeping a continued open line of communication.
- *Expertise:* We will be a strategic partner in attaining security objectives, offering additional peace of mind to any organization.

Apparel

Option	Apparel Items	Option	Apparel Items
1	Broadcloth Professional in Navy <ul style="list-style-type: none"> • LS White Broadcloth • Navy Dress Pants • Navy Suit Coat Blazer • Tie 	6	Polo Informal <ul style="list-style-type: none"> • High Visibility Polo • Black Cargo Pants
2	Broadcloth Professional in Gray <ul style="list-style-type: none"> • LS White Broadcloth • Gray Dress Pants • Navy Suit Coat Blazer • Tie 	7	High Visibility Formal <ul style="list-style-type: none"> • High Visibility Polo • Navy Dress Pants
3	Broadcloth Office Casual in Gray <ul style="list-style-type: none"> • SS White Broadcloth • Gray Dress Pants 	8	Professional Paramilitary in Navy <ul style="list-style-type: none"> • White Military Shirt • Navy Dress Pants
4	Polo Formal <ul style="list-style-type: none"> • Gray Golf Polo • Navy Dress Pants 	9	Professional Paramilitary in Gray <ul style="list-style-type: none"> • White Military Shirt • Gray Dress Pants
5	Polo Informal <ul style="list-style-type: none"> • Gray Polo • Black Cargo Pants 	10	Casual Paramilitary in Navy <ul style="list-style-type: none"> • White Military Shirt • BDU
11	Long Sleeve Paramilitary in Navy <ul style="list-style-type: none"> • Navy Military Shirt • Gray Polo • Navy Dress Pants 	12	Polo Formal in Bright Blue <ul style="list-style-type: none"> • Bright Blue Polo • Black Dress Pants
13	Other: Black Shoes, Black Socks, Black Belt, Badge, Badge Holder		



Additional Product Offerings



Security Products, Services, and Solutions

Access Control

- Card Readers
- Badging & Credentials
- Electronic Locks
- Turnstiles
- Cloud-Based Options

Video Surveillance

- Cameras
- Encoders
- Systems Integration
- Network Video Recording
- Cloud Recording Options

Intrusion

- Alarm Devices
- IP/Wireless Communicators
- Keypads/Panels
- Zone Expansion
- Programming

Tenant Entry

- Door Stations
- Software
- Phone Integration
- Cloud-Based Options

Visitor Management

- Kiosks
- Software and Accessories
- Active Directory Integration
- Cloud-Based Options

Mass Notification

- Emergency Communication
- Travel Risk Management
- Threat Assessment Services
- Cloud-Based Systems

IT Management Solutions

- Desktop Support
- Server Management
- Network Management
- Support & Consulting
- Hardware Procurement

Cabling and Data

- Conduit
- Cabling
- Fiber Equipment
- PCs and PC Accessories
- Networking

Physical Security Services

- Security Consultation
- Vulnerability Assessments
- Security Officers
- Armed Security Professionals
- School Safety Officers

Additional Services

- Robot Surveillance
- Intercom
- A/V
- Area of Refuge
- Fire Alarm
- Power Supplies
- Emergency Phones

Support

- Maintenance
- Monitoring
- Video Verification
- Inspections
- UL Certification
- Cloud-Based Support

AVIGILON

LENEL S2

BOSCH

CHEKT

PRO
The Power of Truth

KNIGHTSCOPE

pdk

SALTO
inspired access

splan

TELEPORTIVITY
WHEREVER YOU ARE SO ARE WE

TRITON

VERKADA

AlertMedia

HALO

GET IN TOUCH WITH US!

1-866-209-8878

sales@aegis-ps.com
www.aegis-ps.com

3033 Robertson Ave.
Cincinnati, OH 45209



What Our Proposal Includes in Your Bill Rate

- New Hire Training as approved by client.
- Uniforms – as selected by client.
- Time Off benefit plan per Company policy.
- Guard Healthcare Plan for FT and PT employees.
- 3 Smart Phone(s) with data plan.
- State requirement for Backgrounds/ Licensing.
- Onboarding and Orientation Process.
- Paid Holidays per Company schedule.
- Recognition Program.
- TrackTik Tour & Reporting License(s).

Additional Options Available

- Officer Body Cameras
- CPR/AED, BBP, and Basic First Aid

Managing Office Location

280 S State Route 434
Altamonte Springs, FL 32714

Company Resume

- Founded in 1993 by Dan and Sondra Dutro in Cincinnati, Ohio.
- Justin Dutro joined his parents in 2003 and started the Electronics Division.
- Justin purchased the company in 2008 and remains the Company's President and CEO.
- Over the last 15 years, we have grown both sides of our company through building strong partnerships with our clients.
- Aegis Protective Services remains a family-owned business with over 125 guard accounts and over 200 electronic clients in Ohio, Kentucky, Tennessee, Indiana, and Florida.
- While we do not disclose specific financial information, our total revenue in 2022 was \$22.4M, 2023 was \$24.8M and revenue forecasting for 2024 shows we will close the year at \$28M – willing to share this information during negotiation phase, if required.
- While we do not disclose specific clients, we can share that we do business with some of the following client groups:
 - Retail Mall and Entertainment Districts
 - High Rise Residential properties
 - Air Freight
 - Property Management Companies
 - Healthcare Providers
 - Residential Rehabilitation complexes
 - Education Providers
 - Hotels
 - Class A properties
 - Shipping and Distribution
- Client References
 - Paulette Hare, Executive Director of Operations / Oakmont Education Partners
 - phare@oakmontedu.com
 - Roy Harness, Senior Director of Security / Washington Prime Group
 - rharness@wpgus.com
 - Tom Baker, General Manager / Cushman & Wakefield
 - Tom.baker@aegis-ps.com
 - Jeremy Heard, Director, Airports & Facility Maintenance / LGSTX Services
 - Jeremy.Heard@lgstx.com

Scope of Proposed Work

Location and Proposed Work				
Location of Services	Cory Lakes Community Development District			
Proposed Work	Security Services			
Detailed Scope Information				
Position	Scope	Wage	Hourly Price	Extra Coverage Price
Site Supervisor	<p>Requirements 3+ years of supervisory experience, or, 1-3 years of security management experience, or, a combination of experience commensurate with the position requirement. Ability to lead a security team including the training and implementation of processes and plans. Proficient in Technology at the user level. Excellent communication skills in both written and verbal form.</p> <p>Training 8 – 16 hours of paid on-the-job training prior to working the assignment.</p> <p>Benefits All full-time employees receive 40 hours of PTO after their first year, and 80 hours of PTO after their second year (all employees have the option to submit Unpaid Time Off requests). Minimum essential Healthcare coverage is available at no cost.</p> <p>Holidays 1.5 times normal pay for working on the following holidays: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas Eve, Christmas, New Year's Eve.</p> <p>Compliance Security guard licensing per state requirements.</p> <p>Uniforms Paramilitary uniforms based on site clientele.</p>	\$19.00	\$27.05	\$40.58

Position	Scope	Wage	Hourly Price	Extra Coverage Price
Security Officer	<p>Requirements Professional appearance and presents themselves well. Articulate communication skills and is able to demonstrate a solid work history and progression in knowledge and skills. Experience in using computers and/or technical equipment.</p> <p>Training 8 – 16 hours of paid on the job training prior to working the assignment.</p> <p>Benefits All full-time employees receive 40 hours of PTO after 1st year and 80 hours of PTO after second year (all employees have the option to submit Unpaid Time Off requests). Minimum essential healthcare coverage at no cost to them.</p> <p>Holidays 1.5 times normal pay for working on the following holidays - New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas Eve, Christmas, New Year's Eve.</p> <p>Compliance Security guard licensing per state requirements.</p> <p>Uniforms Paramilitary uniforms based on site clientele.</p>	<u>\$16.00</u>	<u>22.82</u>	<u>\$34.23</u>

Proposal Cost Breakdown

Cory Lakes Community Development District						
Security Officer Services Proposal Cost Layout						
Coverage Period	Division	Position	Hours		Price	
			Per Week	Total	Per Hour	Total
July 1, 2024 – June 30, 2025 (Estimated)	Security	Site Supervisor / Morris Gate	40	2080	\$27.05	\$56,264.00
		Morris Gate Officers	104	5408	\$22.82	\$123,410.56
		Cross Creek Gate	168	8736	\$22.82	\$199,355.52
		Roving Patrol Officer	84	4368	\$22.82	\$99,677.76
		Totals			20,592	
Subtotal			\$478,707.84			
Holiday Estimate			\$4,746.56			
Grand Proposal Total			\$483,454.40			

Appendix Document A – License to Operate

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
NICOLE "NIKKI" FRIED
COMMISSIONER
DIVISION OF LICENSING

12/13/22
DATE ISSUED


12/13/25
DATE OF EXPIRATION

B 3200496
LICENSE NUMBER

DANSON, INC
5211 GULF OF MEXICO DRIVE,
UNIT 101
LONGBOAT KEY, FL 34228

DUTRO, JUSTIN, OTHER
HALE, RODNEY D, OTHER

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



Nicole Fried
NICOLE "NIKKI" FRIED
COMMISSIONER

Security Officer Services Contract

This Security Guard Services Contract (“the Agreement”), made and entered into on the last date executed below by and between DanSon, Inc. d/b/a Aegis Protective Services (“Aegis”) and Cory Lakes Community Development District (“Client”).

Client and Aegis (together, “the Parties”) agree as follows:

1. **SERVICES.** Aegis agrees to provide Client the Services described in the attached Statement of Work (“SOW”) which is incorporated by reference. For purposes of this Agreement, the term “Services” shall include guard services, patrol services, and other services identified in the SOW. In addition to any other provision in the SOW, the SOW shall set forth the coverage schedule for the guards provided under this Agreement (“the Coverage Schedule”); the rates, fees, or other amounts charged by Aegis for the Services (“Bill Rates”); and the location(s) for the Services (“the Sites”).

2. **TERM.** Unless terminated as set forth in this Agreement, the initial term of this Agreement (“the Initial Term”) shall commence on the date any Services first begin under this Agreement (“the Start Date”) and shall continue for a period of one year from the Start Date. Thereafter, this Agreement shall renew automatically for successive one-year periods (each such year a “Renewal Term”) unless terminated by either Party by written notice to the other Party not less than 90 days prior to the end of the then-expiring term. In no event shall the SOW’s term (if any) ever exceed the term of this Agreement. In the event of a termination of this Agreement, the SOW shall terminate in conjunction with the Agreement’s termination. This Agreement’s termination, whether by Aegis or Client, shall not affect, in any way, Client’s obligation to pay Aegis through the date of termination for all amounts due under this Agreement.

3. **PAYMENT.** Client shall pay Aegis for the Services. The Bill Rates and Coverage Schedule shall remain in effect except as otherwise provided in this Agreement or unless modified by the Parties’ subsequent written agreement. If Client seeks to modify or reduce the Coverage Schedule, Aegis may, at its sole option, terminate the Agreement or adjust the Bill Rates if Client agrees to that adjustment in writing. Aegis shall bill Client for the Services at least every two weeks, and Aegis reserves the right to bill Client with more or less frequency. Client shall pay Aegis invoices in full (without deductions of any kind) within 30 days of the invoice date unless the Parties otherwise agree in writing. Client acknowledges and agrees that all amounts that remain unpaid 30 days from invoice shall bear interest at the monthly rate of 1.5%. For purposes of payment, time is of the essence. If Client fails to pay Aegis as set forth in this Agreement, Client shall be responsible for and shall pay to Aegis all of Aegis’ collection costs and expenses including, but not limited to, Aegis’ reasonable attorney’s fees and litigation costs. Notwithstanding anything to the contrary in this section, all Bill Rates shall automatically increase by 3% annually at the start of each Renewal Term unless the SOW indicates otherwise.

4. **INDEPENDENT CONTRACTOR.** Aegis is an independent contractor of Client. The Parties acknowledge and agree that the Parties’ relationship is not employer-employee, principal-agent, master-servant, partners, joint venturers, or otherwise. Aegis is not a fiduciary. All persons provided by Aegis to perform any Services at the Site shall be employees and/or subcontractors of Aegis and not the Client. With respect to Aegis’ employees, Aegis shall be responsible for the payment of their wages, salaries, benefits, and other employment costs; and in connection with the Services hereunder, Aegis shall maintain insurance coverage for commercial general liability, automobile liability, worker’s

compensation and employers' liability, and fidelity crime. Aegis' certificate of insurance is available upon Client's request. If the Client alters any instructions or directions given by Aegis to its employees or subcontractors or if the Client assumes any supervision of those employees or subcontractors, the Client shall be solely responsible and liable for any and all consequences thereof and shall indemnify, defend, and hold Aegis harmless from and against any and all losses, claims, expenses, litigation costs or fees, or damages arising from or relating to the actions or omissions of such Aegis employees or subcontractors. Neither Party shall hold itself out as the other Party's agent. Client shall give immediate notice to Aegis in writing of any complaints or deficiencies with respect to Aegis' employees, its subcontractors, or any of the Services provided under this Agreement.

5. PENDING GUARD APPLICATIONS – OHIO SITES ONLY. Client understands and agrees that certain Aegis employees and subcontractors may work as security guards while their application for an identification card with the Ohio Department of Public Safety is pending, and, as a result, Client hereby knowingly accepts and acknowledges such Aegis employees as providers of security services as permitted under Ohio Revised Code Section 4749.06(C) and agrees to the employment of these individuals – including at the Sites. This Section applies to Services at Ohio Sites only.

6. TERMINATION BY AEGIS. Notwithstanding anything to the contrary in this Agreement, Aegis may immediately terminate this Agreement (and the Services provided for hereunder) for any of the following reasons: Client's failure to pay Aegis if Aegis first gives Client four-day written notice of its intent to terminate this Agreement for non-payment; Client's voluntary or involuntary bankruptcy or insolvency, the filing by or against Client of a motion to appoint a receiver or trustee, any assignment for the benefit of creditors, any reorganization of Client or the sale of all or substantially all of Client's assets; Client's abandonment of the Site(s) or temporary or permanent cessation of business; Client, by act or omission, interferes with Aegis or the Services or permits such interference; Client's assignment or attempted assignment of any rights, duties, or obligations arising under this Agreement; Any strike, lock-out, civil or labor unrest, emergency, or any other occurrence which, in Aegis sole judgment, threatens the safety of Aegis personnel; Client's modification or reduction of the Coverage Schedule; h. i. a. b. c. Client's breach of this Agreement (for any reason not already addressed in this section) if Aegis first gives Client thirty days written notice and an opportunity to cure said breach within that thirty-day period; or For any other reason if Aegis first gives Client thirty days written notice.

7. TERMINATION BY CLIENT. Notwithstanding anything to the contrary in this Agreement, Client may immediately terminate this Agreement (and the Services provided for hereunder) for any of the following reasons: Aegis' voluntary or involuntary bankruptcy or insolvency, the filing by or against Aegis of a motion to appoint a receiver or trustee, or any assignment for the benefit of creditors; Aegis' breach of this Agreement if Client first gives Aegis thirty days written notice and an opportunity to cure said breach within that thirty-day period; or For any other reason if Client first gives Aegis thirty days written notice.

8. NON-SOLICITATION. Client agrees that during the Initial Term or any Renewal Term and for a period of one year after this Agreement terminates, Client shall not, directly or indirectly, whether alone or with any other business, individual, or entity of any kind, recruit, solicit, hire, or employ (or induce or cooperate with others, including other businesses that provide security systems or services, to recruit, solicit, hire or employ) any current or former Aegis employee or subcontractor assigned to the Site(s), ever assigned to the Site(s) at any time, or whoever performed any of the Services or other work for Client at or from any location. This prohibition shall not apply with respect to persons whose employment with Aegis has been terminated for more than one year at the time the Client seeks to

solicit, hire, recruit, or employ that person. In the event Client breaches this provision in any way, including by hiring any current or former Aegis employee or subcontractor, all rights shall be reserved to Aegis, and Aegis shall be able to pursue any and all of its legal and equitable remedies which remedies shall include, but not be limited to, Client's immediate payment to Aegis of an amount equal to 25% of either the employee's annual estimated gross wages with Client or the employee's actual annual gross wages with Client, whichever is greater. This amount shall be paid to Aegis upon its demand.

9. NO THIRD-PARTY BENEFICIARIES. The Parties acknowledge and agree that this Agreement is between Client and Aegis only and that there are no and shall be no intended third-party beneficiaries with respect to this Agreement and that any benefits to third parties in connection with the Parties' performance under this Agreement are merely incidental and not intended by the Parties.

10. NOT AN INSURER/LIMITATION OF LIABILITY. Client understands that Aegis is not an insurer; that insurance, if any, shall be obtained by the Client; and that the amounts payable to Aegis for the Services are based upon the value of the Services and Aegis's scope of liability as set forth herein; and are unrelated to the value of the Client's property or the property of others, whether that property is located at the Site, at another location, or otherwise. As between Aegis and Client, Client is in the best position to determine the value of its property and Client's risk tolerance, and Client agrees to secure insurance and to look exclusively to Client's insurer to recover for injuries or damage in the event of any loss or injury of any kind. Client releases and waives all right of recovery against Aegis, its agents, officers, and employees, arising by way of subrogation or otherwise and further covenants and agrees not to assert any claim against Aegis, its officers, agents, and employees, file any lawsuit, and/or otherwise sue Aegis, its officers, agents, and employees, in connection with any losses, damages, and/or injuries; and Client agrees not to assign any claims that Client may have against Aegis in connection with such losses, damages, and/or injuries, the Services, or the Agreement. AEGIS MAKES NO GUARANTY OR EXPRESS OR IMPLIED WARRANTY, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, THAT THE SERVICES OF AEGIS WILL AVERT OR PREVENT OCCURRENCES (OR THE CONSEQUENCES THEREFROM) THAT THE SERVICES ARE DESIGNED TO DETER OR DETECT. The Parties agree that it is impractical and extremely difficult, if not impossible, to fix the actual damages, if any, which may proximately result from any Aegis failure to perform or to otherwise function, in whole or in part. Client does not desire this contract to provide for full liability of Aegis and agrees that Aegis shall be exempt from liability for loss, damage, or injury due directly or indirectly to occurrences or consequences therefrom, which the Services (or other services and products of Aegis) are designed to deter, detect, or avert; that if Aegis, its officers, agents, or employees, should somehow be found liable for loss, damage, or injury due to a failure of the Services, any other service, and/or equipment, in any respect, their liability shall be limited to a sum not to exceed \$1,000 or to no more than 10% of the contract price under this Agreement, whichever amount is greater, as the agreed upon damages and not as a penalty, as the exclusive remedy of Client; and that the provisions of this paragraph shall apply if loss, damage or injury, irrespective of cause or origin, results, directly or indirectly to persons or property from performance or nonperformance of obligations imposed by this Agreement or from negligence, active or otherwise, failure of Aegis or the Services, strict liability, violation of any applicable statute, or any other alleged fault on the part of Aegis, its agents, officers, or employees. If Client desires Aegis to assume a greater liability, the Parties shall amend this Agreement setting forth the amount of the additional liability and the additional amount payable by the Client for the assumption by Aegis of such greater liability, provided, however, that such amendment

and additional obligation shall in no way be interpreted to hold Aegis as an insurer. Client acknowledges that Aegis has offered or has available additional and more sophisticated equipment and services at additional cost to Client but that Client elected to acquire or contract for the Services as set forth in this Agreement.

11. **NO WARRANTIES.** Client acknowledges that Aegis made no representations to Client or any other person or entity and that Client has not relied upon any representation of Aegis or any other person or entity concerning the quality, suitability, or function of any of the Services. Client acknowledges that any affirmation of fact or promise made by Aegis shall not be deemed to create an express warranty; and that Aegis does not make any representation or warranty, including any implied warranty of merchantability or fitness, or that the Services or other products or services supplied may not be compromised or circumvented, or serve any other purpose for which they were intended. Client is not relying on Aegis's skill or judgment in selecting, furnishing, or configuring Services suitable for any particular purpose. In no event shall Aegis, its officers, agents, employees, or subcontractors be liable to Client or any other person or entity – including for any direct, indirect, special, consequential, incidental, or other damages (including, without limitation, any lost profits or business interruption) for any reason, regardless of whether the claim is based on breach of warranty, contract, tort, or otherwise.

12. **NO MAINTENANCE SERVICES.** Aegis is not responsible for performing any maintenance or cleaning services at the Site(s) including, but not limited to, building upkeep, snow removal, garbage or debris removal, landscaping, and/or water clean-up or removal. Further, Aegis is not required or requested to report any cleaning or maintenance needs or failures to Client. Notwithstanding the termination of this Agreement Client shall defend, indemnify, and hold Aegis harmless from any slip and fall or other premises liability claim asserted against Aegis.

13. **USE OF CLIENT VEHICLE.** In the event an Aegis employee or contractor uses or operates any Client vehicles (including but not limited to Client's cars, trucks, or carts) (all such vehicles referred to as "Client Vehicles") in the performance of the Services, such vehicles shall be insured at no less than policy limits of \$100,000/\$300,000; Client assumes any and all liability for any injury to person or damage to property resulting from the use or operation of Client Vehicles; and notwithstanding the termination of this Agreement, Client agrees to indemnify, defend (with counsel approved by Aegis), and hold Aegis harmless against any and all claims, losses, damages, or liability of any nature whatsoever arising from Client Vehicles, their use, or operation.

14. **AEGIS PROPERTY.** Any and all property, equipment, supplies and materials furnished by Aegis in connection with its Services and placed at or on any of the Site(s) shall remain Aegis property, and Aegis shall at all times during and after the term of this Agreement have the sole and exclusive right to install, maintain, possess, replace, remove, and repossess such property, equipment, supplies, and materials. Unless explicitly stated in the SOW, no equipment (including computers, printers, cell phones, tablets, radios, office supplies, etc.) is provided as part of this contract.

15. **INSURANCE.** Client agrees to maintain adequate liability insurance coverage in amounts acceptable to Aegis and name Aegis as an additional insured. Client shall provide certificates of insurance and proof of coverage to Aegis upon Aegis' request.

16. **SURVIVAL.** The rights, duties, limits of liability, and obligations set forth in Sections 8-16 of this Agreement, inclusive, shall survive any termination of this Agreement.

17. **NOTICES.** All written notices required to be given under this Agreement shall be sent via email and deemed to have been given on the date that said notice is sent and that date shall be counted in calculating any notice period provided for in this Agreement. All notices to Client shall be sent to the email address identified on the SOW or this Agreement unless Client provides Aegis with another address in writing. All notices to Aegis shall be sent to 3033 Robertson Avenue, Cincinnati, Ohio 45209 unless Aegis provides Client with another address in writing.

18. **EQUAL OPPORTUNITY EMPLOYER.** Aegis is an Equal Opportunity Employer and does not discriminate in the hiring, promotion or enforcement of its policies and procedures based on race, color, creed, sex, age, marital status or national origin.

19. **SEVERABILITY.** If any terms or provisions of this Agreement are determined to be unenforceable, that determination shall not affect the validity or enforceability of this Agreement with respect to its other provisions, and all the remaining terms and provisions of this Agreement shall remain in full force and effect. Furthermore, if a court should determine that any portion of this Agreement is overbroad, unreasonable, or against public policy, such provision shall be given effect to the maximum extent possible by narrowing or enforcing in part that aspect of the provision found to be overbroad or unreasonable.

20. **INTEGRATION.** This Agreement (including the SOW) supersedes all prior and other agreements, oral or written, between the Parties, and represents the Parties' entire agreement concerning the provision of the Services at the Sites identified in the SOW. The Parties acknowledge and agree that no other agreement or representations, oral or written, have been made by them with respect to this Agreement and that the Parties are entering into this Agreement based solely upon its terms and conditions. This Agreement may not be altered, amended, supplemented, changed, or modified except by another written agreement signed by the Parties.

21. **HEADINGS.** Paragraph headings in this Agreement have been inserted for reference only and shall not be deemed to limit or otherwise affect in any manner or be deemed to interpret, in whole or in part, any of the terms or provisions of this Agreement.

22. **ASSIGNMENT.** Client shall not voluntarily or involuntarily assign any rights or obligations under this Agreement, whether by merger, consolidation, dissolution, contract, or otherwise, without Aegis' prior written consent.

23. **VENUE AND JURISDICTION.** The Parties acknowledge and agree that the state and federal courts sitting in Hamilton County, Ohio, shall be the exclusive venue for and shall have exclusive jurisdiction over all actions, proceedings, or disputes arising out of or relating, in any way, to this Agreement or the Services including any disputes arising after this Agreement's termination. Each of the Parties accepts for itself the venue and jurisdiction of the aforesaid courts and waives any defense to that venue and jurisdiction including on forum non-conveniens grounds. This Agreement shall be interpreted under Ohio law without regard to conflict of laws principles. The Parties voluntarily and intentionally waive all rights to argue that the law of any other jurisdiction should be applied under any principle including, but not limited to, conflicts of law, comity, or any other legal or equitable theory.

24. **WAIVER.** Aegis' failure to insist upon strict compliance with any of the terms, conditions, representations, or warranties of this Agreement shall not be deemed a waiver of such terms, conditions, representations, or warranties, nor shall any waiver or relinquishment by Aegis of any right

or power under this Agreement at any one time or more times be deemed a waiver or relinquishment of such right or power at any other time or times, absent written notice to such effect.

25. **TAXES.** Client shall be responsible for all sales, use and excise taxes, and any other similar taxes, duties and charges of any kind imposed by any federal, state, or local governmental entity on any amounts payable by Client under this Agreement.

26. **COUNTERPARTS.** This Agreement may be executed in any number of counterparts and all such counterparts taken together shall be deemed to constitute one and the same agreement. When this Agreement is executed in counterparts, each counterpart when so executed and delivered shall be treated in all respects as an original.

Thank You



We look forward to the opportunity to serve you!

Cory Lakes

Community Development District

EXHIBIT

3

AGENDA

JCS Security Service Security Guard & Roving Proposal





JCS Security Service

Security Proposal

JCS Investigations and Security Services

Address:

611 Sandy Creek Dr., Brandon, FL, 33511

Contact Info:

Office: (813) 616-1405

Cell: (718) 787-7064

JCSProtection@gmail.com

Meet the Team Lead

For the Past 29 years John Scanlon, the owner of JCS Investigations has worked in the Private Investigative and Security Industry, upholding a dedication to protecting the Tampa Bay Area successfully with the help of his team.

Our expertise lies in Personal Security, Crime Prevention, Police Science as well as mobile surveillance and site surveillance.

John grew up in New York, but has made a home in Brandon, Florida and wants to help you protect your community and business from vandalism, burglaries and trespassers.

We look forward to serving you and are grateful for the opportunity to build a safer atmosphere for your business or community. Together through the communication, dedication and cooperation of your Team and ours, we are sure this will be a productive and rewarding relationship.

The following proposal is for you to review to become better acquainted with our teams' policies and training, along with an overview of our competitive pricing and the top-notch services we are happy to provide.



Sincerely,
John Scanlon

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OUR TEAM



Lead security and Owner John Scanlon has always held firm to the belief that every member of a team contributes to its success and has applied this to your prospective security personnel as well.

Since our business also houses a team of private investigators, we vet each of our candidates to ensure the integrity of each of our officers.

We meet each of our employees in house before examining them in the field before hire.

JCS is at heart a small security organization with a wide reach. Having served many establishments, communities, hosted events, and Conventions in Central Florida. We have a close-knit team and are very exclusive in choosing our employees. Not only are we searching for hard working, highly motivated staff members, but also individuals with an interest in working well together, encouraging open communication and above all trust.

These Security Guards are diligent, reliable and ready to represent and defend your Business or Home. Trained and Licensed, Insured, Prepared and above all else, the guarantee of a job well done by team members eager to do their work to the best of their ability.

LICENSING & TRAINING

Each of our security officers are required to have a valid Security License issued by the state of Florida in Accordance with the requirements set by the Department of Agriculture which includes licensing required for our Armed guards (Florida G License).

A minimum of 40 hours of professional training provided by a security officer school or training facility licensed by the Florida Department of Agriculture and Consumer Services. (Taken directly from the Department of Agriculture website)

The guards we hire go above and beyond the usual 2-year renewal process as required by Chapter 493, as our company requires an annual assessment of our team members mental and physical fortitude, and their compliance with our companies' standards.

JCS Security Services also conducts regular tactical training to ensure we have the experience and skills to protect you effectively and de-escalate conflict.

Not only that, but we also participate in communication workshops to strengthen our ability to defuse difficult or tense situations, encourage problem solving and build up a welcoming repour with community members; willing to hear out complaints or concerns to serve and protect their homes more efficiently; for our client's patrons, not just our contracted partners to feel at ease and satisfied with our service.

Employee Practices

Security Officers should always be:

1. Dressed in uniform.
2. Healthy.
3. Carrying ID.
4. Ready to work.



1. Uniform

JCS uniforms vary (2) in favor of the regulations of our clients' facilities, as we are not only representing our company but yours as well. Regardless of our uniform they both need to be worn clean and well maintained (no stains, excessive wrinkles) and are to be worn with the corresponding uniform bottoms. Closed toed shoes, unencumbered and uncluttered with any personal items (Jewelry that may hinder their work or misrepresent the company or client).

2. Health Safety

Considering the recent Covid-19 Pandemic causing social and biological repercussions, we are strict about the health safety of both your customers or community and our employees, all employees undergo rapid testing for the virus if there are any discernable symptoms or concerns. We are prepared to handle any consequential schedule changes and have been very successful in handling any arising issue with our flexible team and 24-hour response system.

3. Identification

In accordance "With Chapter 493 and the Department of Agriculture as well as our own Company Policy; all Security Guards must have their JCS ID visible and their Florida State Issued Security or "D" License on their person at all times while on duty at any post or patrol. Not only does this protect our guards and Business but it also promotes an image of authority and aids our guards in their efforts to deter criminal activity.

4. Attitude

Each Security Guard at JCS Security Services is pledged to uphold a standard of excellence that requires motivation to accomplish. These Individuals are prepared and, in a positive mindset, fit to fulfill their assigned posts. From being cordial and welcoming to residents and guests at a guard booth, while detaining trespassers, to conducting late night surveillance on foot or participating in roving patrol; JCS is ready to complete each task to the best of their ability each day.



Equipment & Additional services

ALPR:

When you partner with JCS Security services we offer progressive Security solutions, such as our ALPR instant license recognition system that we have successfully employed at several of our existing posts. This helps us identify and isolate repeat trespassers or identify perpetrators such as Thieves or Vandals. This service is included in any security package that you secure.

Armed Guards:

We offer licensed and trained armed guards at our clients request for no additional charge. Each armed Guard has undergone rigorous firearm safety courses and open carry their firearm while on duty.



Patrol:

JCS Security also offers a roving patrol for mobile security purposes as an additional option for our clients. The Patrol vehicle is a tool we utilize to further deter any civil malfeasance. It is outfitted with warning lights and sirens inside the regulations of a private security vehicle. This option is ideal for neighborhoods and shopping plazas.



Mobile command Center

The primary function of an MCC is to provide help in an active situation, whether it's a crime, or crime prevention, a natural disaster, or a rescue operation.



ALPR Camera Systems

ALPR is an acronym that stands for “**Automatic License Plate Recognition.**” This technology is commonly used to detect license plates on vehicles for various monitoring purposes, deterring and even disrupting crime as well.

WHAT WE USE OUR DRONES FOR:

Perform searches for lost persons.

Carry out automated rounds to look for trespassers.

Use thermal optics to help identify and locate heat signatures of people during both day and night operations.

— We Own The Sky!



Radar Speed Indicator

The radar speed indicator sign displays in real time the speed at which the motorist is driving. It is therefore easy for the driver to be aware of any possible speeding. Unlike a static traffic sign, the speed measuring radar allows the motorist to be aware of his behavior. Drivers exceeding the speed limit will be more likely to slow down with a preventive radar than with a static sign. To support these claims, some studies have shown that a motorist reduces her speed by 20 to 30 % when encountering a radar speed indicator sign. The LPR "license plate, reader portion of the speed indicator allows us to identify the speeders via plate number."

Annual - \$411,840

Location	Hourly Guard Rate	Weekly Total Hours	Weekly Rate	Projected Annual Rate
Morris Bridge	\$20	144 Hours	\$2880	\$149,760
Cross Creek	\$20	168 Hours	\$3,360	\$174,720
Patrol Hours	\$20	84 Hours	\$7,920	\$87,360

The Chart above reflects the requested hours for each site along with the services offered.

- Holiday/Overtime rates stay the same at \$20/Hour.
- Services include Security Armed personnel.

Roving Only	Hourly Rate	Weekly Rate	Projected Annual Rate
Saturday and Sunday 48 Hours	\$20	\$960	\$49,920
One Day Rover 10 PM. - 6 AM.	\$20	\$160	\$8,320

The Chart above indicates the Roving Patrol schedule.

- Roving entire weekend (Saturday & Sunday)
- Roving one day throughout the week (10 PM. - 6AM tour)

Financials & Insurance will be provided at presentation



Thank you for your consideration.

Cory Lakes

Community Development District

EXHIBIT

4

AGENDA



NATION SECURITY

Security Services Proposal for Cory Lakes CDD

SUBMITTED TO:

**Larry Krause
Cory Lakes CDD
10441 Cory Lake Drive
Tampa, FL 33647
305-224-1968**

PRESENTED BY:

**Scott Guilbert
Nation Security Services, LLC
16703 Early Riser Ave, Suite 230
Tampa, FL 34638
813-385-2330**

Dear Larry,

05-22-2024

On behalf of Nation Security, we thank Cory Lakes CDD for this opportunity to propose a customized security solution that will address your main concerns and challenges we will deliver a tailored, customer service, and safety-focused program to Cory Lakes CDD, your residents, employees, and visitors. Our mission is to consistently deliver the highest-quality, most reliable, cost-effective, and friendly services. We will achieve this by fully leveraging the best talent, restrictive practices, and exclusive technology to achieve full transparency while meeting program goals and reducing your overall business risk. As a company, we pride ourselves on always remaining a step ahead of the competition in everything we do.

Since 2004, our company's top priority starts with a custom safety program for Cory Lakes CDD. With proven best practices and advanced technology, we seek to understand better the underlying patterns that create risk. Using our Tracktik Technology platform and leveraging extensive data sources, we can analyze and optimize your security program's performance in real-time.

To achieve the best customer service experience and outcomes, we commit to providing Cory Lakes CDD with the most extensive and ongoing Officer training and development. Without question, we have the most professional, polished, responsible, and courteous security officers in the business. Clients tell us that our officers feel like their very own employees. Nation Security understands that this is a very critical decision. Hence, we see a tremendous opportunity to establish a deep partnership focused on achieving the best outcomes for Cory Lakes CDD. Working together and with a clear sense of what is required and possible, we can confidently say we are best positioned to meet and exceed your expectations from top to bottom.

This proposal includes a brief synopsis of our corporate structure and capabilities. These Security Service, including all of the services listed in this proposal have been consistent the past 5 years, since our inception, and should satisfy the request to list all security services provided the last 5 years.

I am confident that you will find this information useful in your decision-making process. In the meantime, please do not hesitate to call me directly should you have any questions or require any additional information.

Once again, thank you for the opportunity to earn your business.

Sincerely,

Ardel Vazquez
President / CEO

Corporate Headquarters:
Nation Security Services, LLC
12750 NW 17th St, Suite 207
Miami, Florida 33182
305-302-2000

Federal Tax ID: 93-4172997
Dun & Bradstreet: 03-822-2763
State Security License: B1500101

We provide innovative contract security service solutions, including uncompromising values, cost-effectiveness, and measurable results to our clients. Our business model is based on creating and delivering operational excellence to each and every customer by selecting the right people, training them to exceed our customer's requirements, and providing a culture that is focused on 100% customer and employee satisfaction. This model has earned us the respect of the security industry, fueled robust growth, and resulted in high annual employee and customer retention rates that serve as industry benchmarks.

Vision

To be the leader in client satisfaction, by providing the most innovative safety and security solutions, and the employer of choice within the communities we serve.

Operating Principles

Upholding the safety of individuals and assets through optimal practices that enhance operational effectiveness, we steadfastly safeguard our client's brands and reputations. We fulfill every pledge to our clients, our colleagues, and the communities in which we operate, aiming to consistently diminish risks and ensure a secure setting.

Above and Beyond

Grounded in our vision, operating principles, value proposition, code of conduct, and Pledge of Service, this well-defined foundation ensures that our associates stay engaged and concentrated on offering clients, such as Nation Security Services, consistent services that mirror our esteemed reputation.

Brief History to Present

Founded in 2001 in Miami, FL, Nation Security Services, LLC, started as a provider of uniformed security services. By 2006, the company had grown to earn recognition from large and prestigious clients. More than a decade later, Nation Security Services is recognized as a robust regional company throughout Florida.

Safety

Safety is our top priority across all aspects of our security protocols, encompassing our comprehensive Officer training courses on protective and preventative measures, contingency plans, and routine compliance verifications. By strictly following best practices in safety, we enhance operational efficiency and cost-effectiveness.

Recognition & Awards

We nurture, challenge, and celebrate our Security Officers by recognizing and rewarding high-performing results. By acknowledging and communicating to our officers that we recognize their success, we are promoting a working environment of loyalty and continuous performance. Nations Security has received numerous awards and recognition for our innovative approach and best-in-class processes and practices as the leading quality safety and security provider.

Continuous Improvement

We are a quality and process-oriented company, utilizing data, operational metrics, and feedback from our clients so we can continuously improve. It is through this continuous quality improvement that we can innovate new products and services that meet client needs more effectively, delivering the best overall value.

Business Continuity Planning

Understanding that emergency response to disasters might be required at any time, we are prepared to minimize disruption through extensively resourced and practiced Business Continuity Planning. By implementing comprehensive, detailed action plans and trained personnel for any type of interruption that could disrupt your business, Nation Security promotes the most timely protection and restoration of critical systems and networks.

Quality Testing and Validation

Every new challenge represents a chance for Nation Security to improve our service to the Nation Security and increase the value you receive. To realize the full potential of these opportunities, we follow strict quality assurance rules established by the International Organization for Standardization (ISO) and regularly validate our processes with internal and external audits.

Licenses

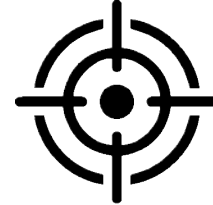
We are fully licensed to operate across all 50 states in the United States.



"Our Mission is to Provide Customer Service Beyond Expectations"

MISSION VISION & VALUES

The company stands out by nurturing outstanding relationships with customers, delivering proactive solutions, utilizing cutting-edge smart technology, and providing personalized services, all of which empower customers to focus on their core business functions.



OUR MISSION

Our goal is to offer a customized service dedicated to safeguarding our clients by addressing their unique requirements. Ensuring the SAFETY and security of our clients' personnel, facilities, assets, and the public remains our utmost concern.



OUR VISION

We dedicate ourselves to continuously enhancing the services we offer to our clients. By focusing on the growth and development of our most valuable resource—our staff—we strive to meet and surpass our clients' expectations. Our commitment to excellence guides our mission to gain our clients' trust by providing top-tier security services.



OUR VALUES

Our attributes of being AGILE, RELIABLE, and INNOVATIVE define us. At the heart of our approach is a CARING culture that prioritizes people and SAFETY. Our success is driven by TEAMWORK, and we consistently conduct ourselves with INTEGRITY.

As a company, we cherish values such as honesty, integrity, unselfishness, professionalism, and mutual respect. We provide our staff with an environment that is both challenging and rewarding, fostering personal growth. We are committed to being accountable to our clients, staff, and partners, honoring our promises, delivering outcomes, and constantly aiming to offer the finest quality in security services.

Staffing and Reserve Strategy

Once awarded, we will enact our Transition Plan to fully staff the job site within 30 days. During this phase, the Transition Team will oversee all deliverables until the Area Manager and supervisory team are chosen and adequately trained. Our primary focus will be on attracting and hiring the most qualified individuals who meet the specific requirements of the position.

We utilize local resources, online job boards, and sector-specific platforms to source candidates for security officer positions. Our recruitment strategy includes not only full-time staff but also a contingent team of part-time employees. We often find success in hiring local law enforcement personnel or military reservists for these part-time roles. This approach enables us to create a versatile and proficient security team, allowing Nation Security to seamlessly manage coverage for vacations, leaves, additional service requests, or unforeseen staffing necessities without compromising service quality.



Nation Security employs a stringent background screening procedure for all officers, encompassing an extensive criminal check reflecting ten years of residential history, a social security trace, a 10-panel drug test, and verifications of identity, work authorization, employment history, and the highest educational degree attained.

The following steps are included in our officer background screening:

Identity Verification: Social Security Trace Report

Criminal Check (7–10 years)

National Criminal, Sex Offender, and Global Sanctions Check

7 Years of Activity (Employment, Unemployment, Education)

Military Service (DD214)

Driver's License (DMV) Check

I-9 Verification

Drug Screen

Optional and Program-Specific Screenings

Our recruitment process starts by assessing the job to identify the required education, licenses, skills, and experience essential for success in each position. These criteria establish our basic qualifications, which are the minimum requirements an applicant must meet to be eligible for consideration for the role.

RECRUITING



Nation Security takes its hiring process very seriously. We believe that our continued success is owed to **the exceptional quality of the personnel** we employ, and our officers exceed expectations because **we only hire the most qualified applicants**. Nation Security aggressively recruits individuals who demonstrate the skills and characteristics that are important in this industry, including good communication skills and the ability to perform well in stressful situations.

We recruit individuals by not only using traditional far-reaching recruitment methods such as news papers and online job listings, but also by going to veteran's centers, local colleges and religious institutions, to find the most qualified people. We always stress the need for previous security experience when hiring and many of our officers have an extensive background in the industry. Our most reliable source of quality applicants comes from internal referrals from existing officers.



At the property manager's convenience, appointments for meeting with proposed staff may be set up. These meetings will take approximately ten minutes per candidate. All candidates are fully vetted and screened by Nation Security prior to presenting to the property manager. There are fifteen applicants to one officer hired ratio (state wide average).

Our online application process is followed by in person interviews and testing by our HR Department.



Applicants must pass initial and ongoing background checks and unlimited random drug screenings

Integrity/Honesty Testing	As always, it starts with our people. Our company was founded on the tenets of providing great service to our clients by offering great career opportunities to our employees. We look forward to becoming your security service partner and delivering security solutions that get results.
The Little Things	Outstanding performance is a direct result of outstanding leadership. Managers who exhibit strong leadership qualities instill confidence in the minds of their customers. In Nation Security, has a partner that will instill service leadership.
Hiring Staff	Your Security Team quality begins even before we identify a candidate for a position. In fact, Nation Security has developed a proprietary program that guides every step of our recruiting process. Our recruiters identify only top-quality candidates.
Recruiters	Recruiting for you is focused on quality versus quantity hiring, ensuring new hires meet our rigorous security officer standards, determining the right fit placement, meeting contractual requirements, and improving employee retention.
Pre-employment Drug Testing	All Nation Security candidates, as permitted by law, undergo a five-panel drug test prior to hire to screen for marijuana, cocaine, amphetamines, morphine, and PCP. Preferred five-panel testing is either on-site urine or oral fluid (depending on state and contractual requirements).
Screening	Background screening is an essential component in our process for selecting high caliber employees. Initial conversations with applicants provide an opportunity to evaluate demeanor, attitude, and communication skills. Qualified candidates formally interview with our recruiters and attend our orientation program. Only those candidates who pass our Security Officer Basic Course will measure up...level of employee at Nation Security deserving of our customers.
Background Checks	Our stringent pre-hire standards include no felony convictions, no major misdemeanors, no arrests with prosecution pending, and no dishonorable discharge (where permitted by state law).
Application and Assessment	The application includes a questionnaire utilized to assess writing skills and determine whether an applicant's personal character is in-line with the company's values.
Interviews	Nation Security verifies high school diplomas or GED or highest degrees obtained, a minimum of two previous employers including military DD214, and current employer (after an offer is extended).
Education & Employment Verification	The initial in-person interview assesses punctuality and appearance and clarifies points of the candidate's application. Multiple interviews may be conducted, and candidates progressing beyond this level will attend our orientation and training program.
Electronic I-9	Employment verification must be completed for all Nation Security employees to verify proof of citizenship or authorized alien status.
Social Security Check	As an additional measure of precaution, we run Social Security checks on each candidate to verify their identity.



We firmly believe that the old adage remains true: First impressions are everything!



Active Senior Management

No matter which services are entrusted to Nation Security; you will enjoy active supervision from senior management since we operate from the top down. Also, a visible commitment from management drives the daily commitment of your onsite staff.



Customized, Value-based Solutions

We focus on developing the most cost-effective and efficient solutions tailored to your needs. Whether it's selecting the right services and products, outfitting our team in appropriate uniforms, or providing any specialized equipment or training you may require, Nation Security is committed to crafting a customized plan for you and ensuring its successful implementation.



Unequaled Training

Nation Security Academy trains our security personnel with the military, law enforcement, and anti-terrorism expertise in order to be friendly, yet formidable. All Nation Security personnel receive training and continuing education in customer service, leadership, professional presentation, situation management, policies, and procedures. In addition, they also receive CPR/AED training certified by the American Heart Association.



Precise Talent Acquisition

We are meticulous about the personnel we bring you. All Nation Security staff are screened, drug tested, closely monitored and supervised, and regularly evaluated for performance.



Fully Transparent Reporting

Nation Security will prepare and provide you with regular reports in all service areas. This includes cleanliness inspections, cost analysis.



Monitoring/Accountability

At no extra charge we will install technology to monitor our personnel. This may include IP cameras, GPS tracking, Quality Control System, and our state-of-the-art 24/7 dispatch command center. We hold our company and our staff accountable for the proper care and protection of your property.

TRACKTIK GUARDING



GPS TRACKING

Allows the location of the device to be recorded in real-time while patrols and complete movement history is available to the you.



GUARD TOUR

Together, we'll pinpoint your critical assets to customize your guard tour, ensuring all priorities are addressed, and specific actions at each checkpoint are determined. TrackTik facilitates a customizable approach to each checkpoint, offering functionalities such as logging incidents, displaying messages, initiating report forms, posing questions, or activating incident alerts.



OFFICE CHECK-IN / OUT

Enables instant check-in through the Check-In/Out module. Any discrepancies trigger an immediate alert to the relevant staff, ensuring swift and appropriate action.



EVENTS

Events are documented as they happen, detailing the location and category, with notifications dispatched to you.



GEO-FENCING

TrackTik enables the creation of tailored, balanced, and effective guard tour procedures suited to your site's needs. Geofencing can be used to define authorized and restricted areas and set location-specific protocols. Integrated with live GPS tracking from your security team's devices, this feature offers a comprehensive map overview of your guard tours, supplemented by SMS and email alerts.



DAILY ACTIVITY REPORTS

Every action during shifts, from aiding visitors and conducting patrols to both scheduled and impromptu activities, as well as responses to incidents, is meticulously recorded. These logs are then consolidated into a comprehensive daily activity report.



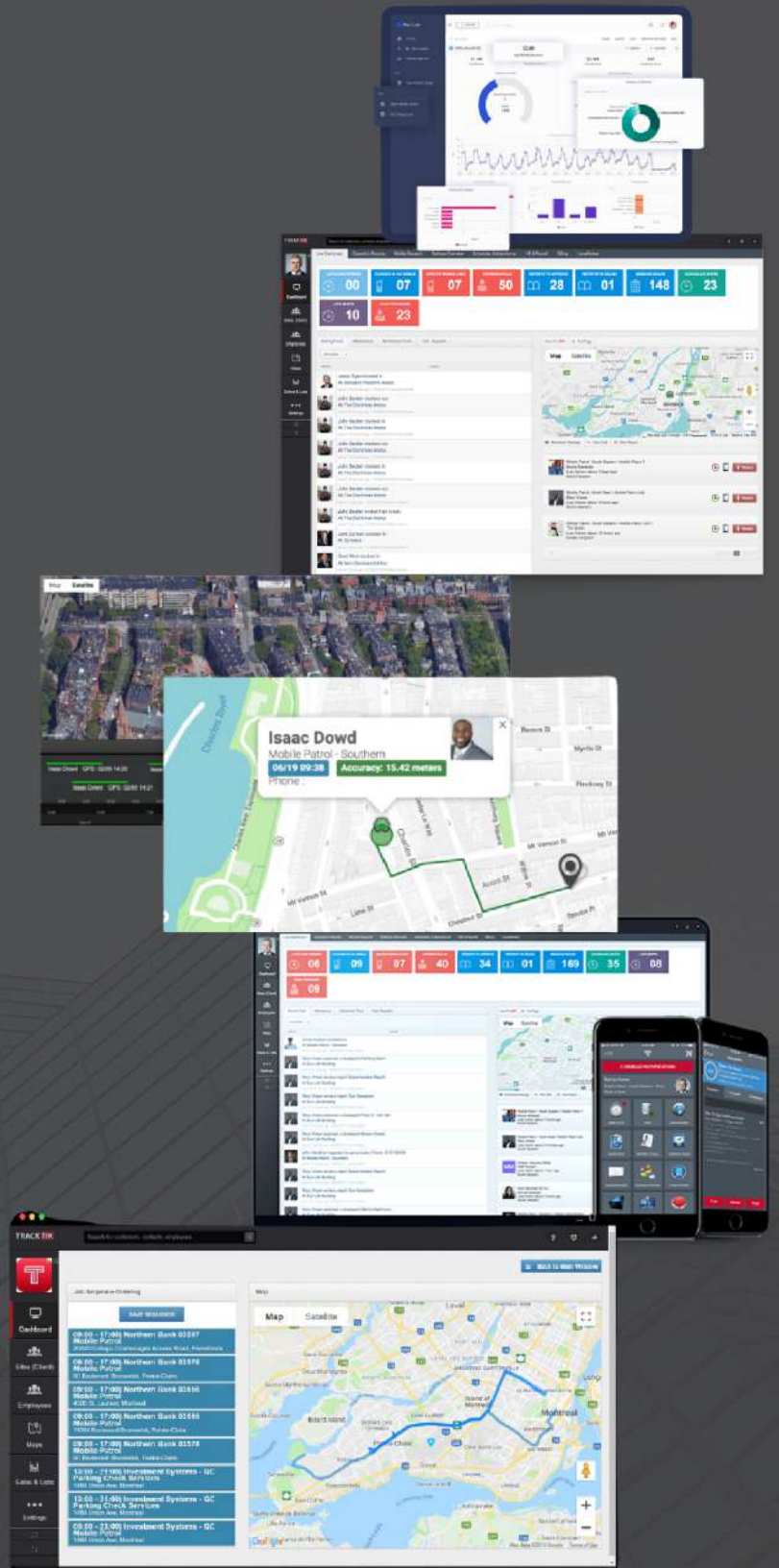
INSPECTIONS

National Security Officers can gather important data in accordance with customer requirements using the inspections module.

LIVE DASHBOARD FOR SECURITY PERSONNEL MANAGEMENT

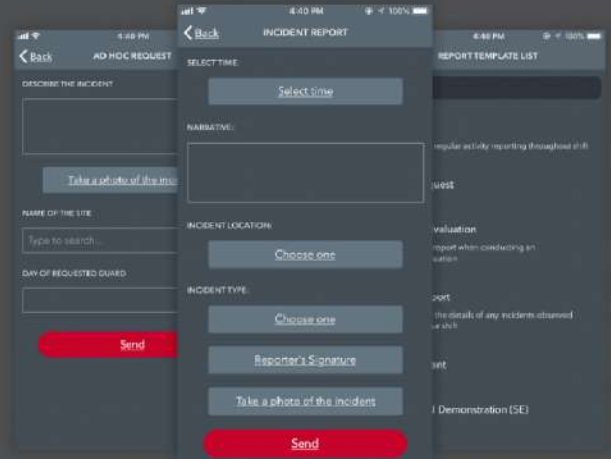
TrackTik live dashboard gives you an immediate view of what's happening in the field right now, allowing you to assign unscheduled tasks to officers and also communicate via live messaging.

With GPS and geocoded checkpoints, together with real-time security officer tracking, you can present a live picture of your guard tour operations that takes transparency and accountability to the next level.



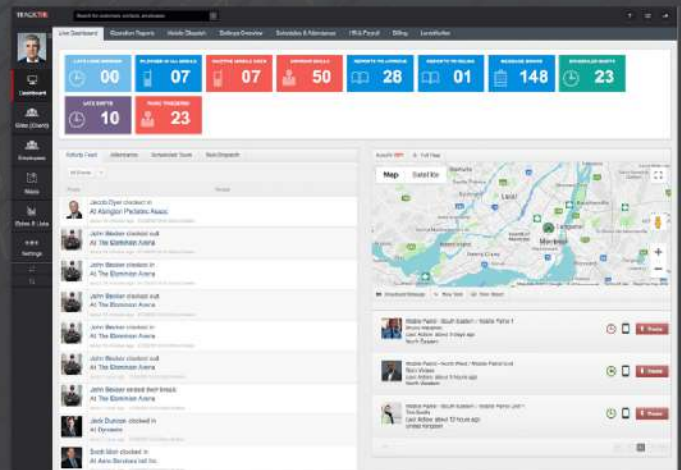
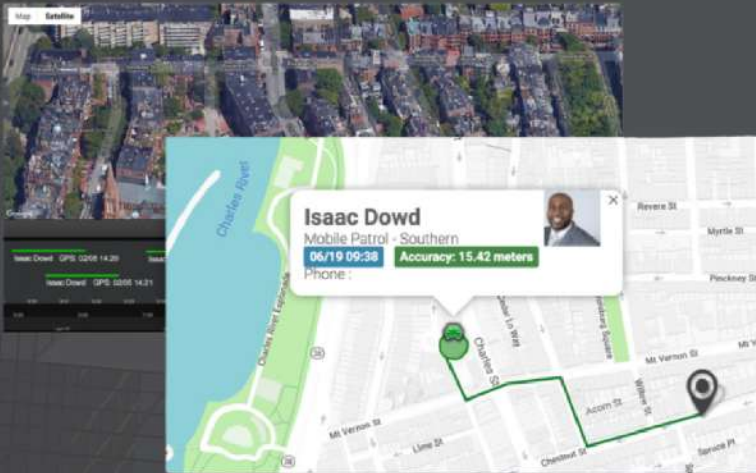
INCIDENT REPORTING MODULE

TrackTik streamlines incident reporting for security guards by offering customizable reporting forms and subforms linked to specific incident severity levels and types, facilitating accurate documentation. With a flexible reporting template supporting timestamps, GPS locations, and images, the platform caters to diverse security operation needs, enabling prompt reporting via mobile devices to ensure real-time data access for informed decision-making. Furthermore, customizable reports, different approval levels, and email alerts facilitate direct communication between security teams and management, ensuring swift response to incidents and efficient management of operations, ultimately enhancing overall security readiness and effectiveness.



GUARD TOUR MODULE

The Guard Tour Module streamlines site management by establishing checkpoints for efficient action prioritization. Utilizing NFC technology allows incident logging, message display, report access, and alerts at each checkpoint. Customizable guard tours are tailored to address critical assets, offering incident logging and message display functionalities. The real-time security management dashboard provides oversight through GPS tracking and geocoded checkpoints, promoting transparency and accountability. Enhanced security service insights are generated through real-time data analysis, aiding operational evaluation and strategy refinement. GPS tracking and geofencing capabilities further optimize guard tour procedures, ensuring balanced and effective security measures.



MOBILE PATROL INSPECTIONS HELP MITIGATE RISK AND SECURE PROPERTY

Mobile patrol inspections mitigate risks and safeguard properties by taking proactive measures against theft, vandalism, and other criminal activities. Operating in clearly marked Nation Security vehicles, our mobile security officers conduct patrols across multiple customer sites within a defined geographic range. This approach offers an effective and cost-efficient solution for facilities requiring physical security presence without continuous round-the-clock payroll.

Nation Security management collaborates with clients on-site to develop tailored inspection procedures and determine optimal patrol schedules and frequencies for their properties. Mobile officers conduct regular visits and can monitor specific areas of concern, check on employees, or adjust equipment as needed. Real-time alerts about any issues are available through secure online reporting.

Mobile Guarding revolutionizes security by making it more affordable. It allows even budget-conscious clients to utilize Nation Security's extensive resources and industry expertise fully. Mobile clients receive access to the same high-quality officers, advanced technology, and dedicated customer service, paying only for the services they require.

Advantages of Mobile Guarding Patrol Inspections

Nation Security Mobile Guarding provides real-time, web-based reporting for patrol inspections. After each inspection, all the data is accessible through a secure online portal. The reporting can be customized to include specific information requested by individual clients. Additionally, service synchronization across multiple locations, regardless of distance, is supported by our National Communications Center, which operates 24/7.



How Mobile Guarding Patrol Inspections Work

At Nation Security, our professionals conduct a thorough security analysis and collaborate with you to develop a customized security patrol protocol tailored to your specific requirements. Our uniformed mobile officers, operating marked patrol vehicles, conduct regular visits to inspect your premises, covering exterior and interior inspections, locking and unlocking of premises, and lone worker checks. Additionally, they perform specialty duties such as Amenity inspections, temperature checks, lighting inspections, and equipment adjustments. In the event of a security breach or threat, our officers are equipped to summon local law enforcement or emergency personnel promptly. Moreover, our real-time computerized reporting system ensures instant alerts to any security issues, keeping you informed at all times.



KW PROPERTY MANAGEMENT & CONSULTING



Gables Professional Management Co.





15 MINUTE EXECUTIVE TEAM RESPONSE GUARANTEE:

At Nation Security, we offer a pioneering service guarantee to demonstrate our dedication as a leading provider of security services and solutions. This commitment is our way of ensuring professionalism, responsiveness, and devotion to the protection of our clients, their workforce, and the communities we serve.

In emergencies, our clients have the assurance of reaching the executive team promptly. We promise immediate availability or a response within 15 minutes. To underscore our commitment, we provide a \$100 credit if we fail to meet this standard. Recognizing the importance of swift, effective responses to minimize liability risks, we emphasize the importance of direct and effective communication.

Our organizational structure ensures that clients always have direct access to our executive team. While we value every interaction with our clients, it's important to clarify that not all communications are classified as emergency responses. Requests for additional services, invoice inquiries, or meeting invitations are examples of non-emergency interactions.

However, this does not imply any laxity on our part in non-emergency situations. We pride ourselves on our availability, especially during critical times. Below, we outline scenarios considered emergencies on a client's property, providing a reference to help distinguish between emergency and non-emergency communications.

For more details on our 15-Minute Executive Team Response Guarantee or any other queries, we encourage you to contact Nation Security directly.

Why Should You Choose Nation Security?

Nation Security Services is a leading security services and training company operating nationwide. We provide high-quality security services to our clients without a high price tag. We also offer training courses in many areas such as Threat Detection and First Aid, for more details please see Training.



PROFESSIONAL

Our team of security officers are fully trained and has a wealth of knowledge and experience.



RELIABLE

We have a dedicated workforce and a proven track record. We are there for our clients 24/7 365 days a year.



AFFORDABLE

We have a very competitive pricing structure



FULLY LICENSED

Our Security Officers are fully licensed with and regular checks are made to ensure licenses remain valid.



HIGH-QUALITY SERVICE

We are keen to shake off the stereotypes of the Security Industry so our concept is simple. Quality Staff + Quality Management = Quality Service.



SCREENING & VETTING

Security screening of individuals employed in a security environment. This ensures we are recruiting the right people.



EXCELLENT CUSTOMER SERVICE

Any queries and problems are handled professionally and rectified in a timely manner.



FULLY INSURED

We hold Liability Insurance which gives our clients peace of mind for us to carry our services.



TRAINING & DEVELOPMENT

We continually aim to develop our staff to ensure they are kept up to date with the latest industry qualifications.



LOW STAFF TURN OVER RATES

We invest a lot of time ensuring we recruit the right staff as they are at the forefront of our business together with unrivaled employee benefits this ensures low staff turnover rates.



DEDICATED CONTRACT MANAGERS

All Clients will be assigned a dedicated Contract Manager and Supervisor who will be on hand to ensure the contract runs smoothly.



SMART & PRESENTABLE

We help create a good first impression for your business. Our security officers are friendly, polite, and helpful. We supply our Security officers with high-quality smart uniforms.

Benefits and Incentive Programs

Our retention rate is one of the highest in the industry and we employ several measures to maintain this standard. Nation Security, Inc offers all full-time security officers a benefits program that includes health and dental insurance, anniversary and vacation pay, holiday pay, referral bonuses, direct deposit employee payroll or debit card option, and in each instance wages and benefits will meet or exceed the applicable wage determination or collectively bargained wages.

Performance Rewards

Nation Security, Inc rewards a variety of performance initiatives. The Officer of the Month Award is a certificate of acknowledgment, publication in a company-wide newsletter, and a cash stipend for exceptional performance. Excellent attendance and outstanding performance are rewarded with incentives, hourly rate increases, and promotions.

Grievances and Discipline

Nation Security employees may develop concerns about corporate procedures, supervision, payroll, discipline, or other matters. The chain of command structure provides an opportunity for employees to address their concerns first with their immediate supervisor, then to higher levels through the chain of command. The Organization Chart defines the chain of command from the first level of supervision to the CEO. We also use my safe workplace as an employee communication and complaint resolution tool.

Support

Your Security Team will report directly to an on-site Supervisor who reports to an Operations Manager and District Manager, who ensures that he/she has the necessary tools, material, and assistance to accomplish their jobs, correct errors, train, and ensures standards are in place.

Succession Planning Model

We identify necessary competencies and work to assess, develop, and retain a talent pool of employees in order to ensure a continuity of leadership for security officer positions. Planning to remedy personnel issues/problems.

Measuring Results

We offer the best security programs available. But there is room for improvement in every organization. In order to provide you with the best possible service, we regularly review and measure our performance.

Quality Assurance

Nation Security strives to provide the highest quality security personnel and service to every customer. Our quality assurance efforts are proactive and ongoing. We want to ensure every security program exceeds our customers', and our own, high expectations.

Customer Connection

You represent an important voice, a critical contributor to the overall development of the security program. Tracktik enhances client communication and provides proactive measurements of customer satisfaction. The program's email and online Portal are all dedicated strictly to clients and staffed 24 hours a day by highly-trained service assurance specialists

Local Response 24-Hour Support

Our trainers serve as an important resource for our managers and our clients. This group, based in your area, understands your security needs. They work with your team to administer training, track compliance, and identify new training needs and opportunities.

Survey Process

New Client Survey: One week following contract award to determine key factors influencing the sales decision, evaluate our recruiting process and tools, and identify additional service offerings. Transition Assessment - 90 days after new account start to review the startup and transition process and identify strengths as well as improvement opportunities.

BODY CAMERA



More expansive images and video

Increased visibility with 4:3 aspect ratio and 160-degree field of view.

Extended life for maximum uptime

Don't let a dead battery leave you exposed. With a larger 4300 mAh battery, Axon Body 4 lasts a full shift.

Robust bi-directional communications

Enhance collaboration with our two-way communication feature, enabling field personnel to share live streams of body cameras with support teams.

Clearer, more detailed recordings

Secure clearer, more detailed images for improved evidence collection with an upgraded 5MP camera sensor.

Streamlined operations

Easily manage cameras and track recording status with simplified registration, programmable buttons, mute reminders, and confirmation prompts.

Real-time support

Axon Respond offers real-time support with live maps, instant alerts, and live streams. You can also upload critical recordings on the go.

Faster, more convenient charging

Get back to work quickly with the new magnetic disconnect fast charge cable, which delivers a 20% charge to your device in 30 minutes.

Improved security and storage

Capture secure footage with XTS-AES 256 encryption and store more with a 128GB solid-state hard drive.

Capture scenes from any angle

Expand Axon Body 4 camera's perspective with the Flex POV accessory, which is IP67 waterproof, durable, and wearable without needing charging. Please note: the body-worn camera itself is IP68 waterproof.



Axon Respond-compatible



LTE-Connected Multiple



Microphones Full-shift battery



Configurable pre-event buffer



Axon Signal-compatible



Rapid recharge and offload



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

3/21/2024

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 have **ADDITIONAL INSURED** provisions or 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 Venture Pacific Insurance Services 111 Corporate Drive #200 Ladera Ranch CA 92694 License#: OM63276 NATISEC-09	CONTACT NAME: Tracy Mullins PHONE (A/C No. Ext): 949-421-3540 E-MAIL ADDRESS: tmullins@vpisrisk.com	FAX (A/C, No): 949-297-4911	
	INSURER(S) AFFORDING COVERAGE		NAIC #
INSURED Nation Security Services, LLC 12750 NW 17th Street Suite207 Miami FL 33182	INSURER A: Summit Specialty Insurance Company		16889
	INSURER B: Milford Casualty Insurance Company		
	INSURER C: Wesco Insurance Company		25011
	INSURER D:		
	INSURER E:		
INSURER F:			

COVERAGES

CERTIFICATE NUMBER: 307353929

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	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Prof Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			SCGL005000126700	11/9/2023	11/9/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
C	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			WPP203748800	3/4/2024	3/4/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			SXCS005000043400	11/16/2023	11/16/2024	EACH OCCURRENCE \$ 4,000,000 AGGREGATE \$ 4,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> Y <input type="checkbox"/> N	N/A	MWC1035894	11/14/2023	11/14/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

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

Proof of Coverage Only

CERTIFICATE HOLDER**CANCELLATION**

Proof of Coverage Only

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

Corey Lakes CDD - Year 1

Current	SITE SECURITY				
2024 Nation Security Services	HRS	HRLY	SUB-TOTAL	SUB-TOTAL	SUB-TOTAL
	PER	GUARD	WEEKLY	MONTHLY	ANNUAL
PERSONNEL & POST LABOR	WK	RATE	COST	COST	COST
Cross Creek Gate	168	\$20.95	\$3,519.60	\$15,251.60	\$183,019.20
Morris Bridge Creek Gate	144	\$20.95	\$3,016.80	\$13,072.80	\$156,873.60
Patrolling Officer	84	\$20.95	\$1,759.80	\$7,625.80	\$91,509.60
NON-LABOR ITEMS					
Property Site Phone			\$15.00		\$0.00
Workforce Management			\$0.00		\$0.00
Mobile On Call Supervisor/Management			\$0.00		\$0.00
24 Hour Dispatch/Support			\$0.00		\$0.00
TOTAL HOURS PER WEEK	396				
PRE-TAX ANNUAL COST					\$431,402.40
7.0% SALES TAX					\$30,198.17
TOTAL ANNUAL COST					\$461,600.57

Corey Lakes CDD - Year 2

Current	SITE SECURITY				
2025 Nation Security Services	HRS	HRLY	SUB-TOTAL	SUB-TOTAL	SUB-TOTAL
	PER	GUARD	WEEKLY	MONTHLY	ANNUAL
PERSONNEL & POST LABOR	WK	RATE	COST	COST	COST
Cross Creek Gate	168	\$20.95	\$3,519.60	\$15,251.60	\$183,019.20
Morris Bridge Creek Gate	144	\$20.95	\$3,016.80	\$13,072.80	\$156,873.60
Patrolling Officer	84	\$20.95	\$1,759.80	\$7,625.80	\$91,509.60
NON-LABOR ITEMS					
Property Site Phone			\$15.00		\$0.00
Workforce Management			\$0.00		\$0.00
Mobile On Call Supervisor/Management			\$0.00		\$0.00
24 Hour Dispatch/Support			\$0.00		\$0.00
TOTAL HOURS PER WEEK	396				
ANNUAL INCREASE (3%)					\$12,942.07
YEAR 1 ANNUAL COST)					\$431,402.40
7.0% SALES TAX					\$30,198.17
TOTAL ANNUAL COST					\$474,542.64

Corey Lakes CDD - Year 3

Current	SITE SECURITY				
2026 Nation Security Services	HRS	HRLY	SUB-TOTAL	SUB-TOTAL	SUB-TOTAL
	PER	GUARD	WEEKLY	MONTHLY	ANNUAL
PERSONNEL & POST LABOR	WK	RATE	COST	COST	COST
Cross Creek Gate	168	\$20.95	\$3,519.60	\$15,251.60	\$183,019.20
Morris Bridge Creek Gate	144	\$20.95	\$3,016.80	\$13,072.80	\$156,873.60
Patrolling Officer	84	\$20.95	\$1,759.80	\$7,625.80	\$91,509.60
NON-LABOR ITEMS					
Property Site Phone			\$15.00		\$0.00
Workforce Management			\$0.00		\$0.00
Mobile On Call Supervisor/Management			\$0.00		\$0.00
24 Hour Dispatch/Support			\$0.00		\$0.00
TOTAL HOURS PER WEEK	396				
ANNUAL INCREASE (3%)					\$13,330.33
YEAR 2 ANNUAL COST)					\$444,344.47
7.0% SALES TAX					\$32,037.24
TOTAL ANNUAL COST					\$489,712.04

SERVICE AGREEMENT AND TERMS AND CONDITIONS

This agreement, effective 05-22-2024, is made between Cory Lakes CDD ("Client"), situated at 10441 Cory Lake Drive Tampa, FL 33647 and Nation Security Services, LLC ("Nation Security"), a Florida Limited Company with its office at 12750 NW 17th St, Suite 207, Miami, FL 33182. Hereafter, Nation Security and the Client are referred to individually as a "Party" and collectively as the "Parties." In acknowledgment of the mutual promises and agreements contained herein, and for other valuable considerations, the receipt and sufficiency of which are hereby acknowledged, the Parties agree to the terms outlined in this Agreement.

1. SERVICES: As outlined in the attached specifications and forming an integral part of this agreement, Nation Security commits to supplying uniformed security staff, fully licensed by the Florida Department of State as per Chapter 493, and to providing necessary equipment for operations at the Client's location. It is understood by both parties that while these services aim to reduce the risk of injury or property loss, they do not guarantee total elimination of such risks. All individuals performing services under this agreement will be direct employees of Nation Security, under its supervision and control. At any point, the Client can request the replacement of any Nation Security personnel, which, unless illegal, will be honored within two days of the request or immediately if the situation demands. Nation Security ensures that all its employees adhere to relevant federal, state, and local laws and regulations and will conduct mandatory criminal background checks. Throughout this agreement's duration, including any extensions or renewals, the Client commits to using Nation Security's services exclusively, as detailed herein. The Client agrees to compensate Nation Security for the provided services and equipment at the agreed rates, plus any applicable taxes.

2. OPTIONAL SERVICES: Nation Security offers the provision of disaster or emergency services at predefined rates for such situations, contingent upon both parties agreeing to a specific disaster or emergency services agreement. Emergency services encompass responses to governmental actions, riots, strikes, acts of terrorism, and similar events. Disaster services address natural and other catastrophic events, such as floods, fires, earthquakes, hurricanes, and other acts of God. Moreover, should the Client require services not detailed in the agreed Schedule of Security Services, Nation Security is prepared to provide these additional services, subject to an agreement, at the established national short-term rates set by Nation Security.

3. HIRING: Nation Security is recognized not as an employment agency but as a provider of security services, a role supported by significant investments in advertising, recruiting, screening, testing, and training of personnel for effective deployment at the Client's sites. Given the resources expended on these employees, it is agreed that should the Client hire any Nation Security personnel, either directly or via another vendor, for any security-related role or tasks associated with it, during this Agreement or within one year following the termination of Nation Security's services, the Client shall compensate Nation Security with a fee of three thousand dollars (\$3,000.00) per hired individual. This stipulation does not apply to employees who were already working at the Client's location before being employed by Nation Security.

4. RATE CHANGE: The Client agrees to compensate Nation Security at the hourly rates provided in this agreement, including all relevant sales taxes. These rates are calculated based on a 40-hour workweek. Overtime rates will apply for hours worked beyond 40 per week, in compliance with collective bargaining agreements or when extra hours are requested by the Client at their premises beyond the regular schedule. The rates specified in the Security Services Schedule will remain stable for one year from the signing of this Agreement or each respective Schedule, whichever date is later. However, rates will be adjusted automatically following a written notification from Nation Security to reflect any legally mandated cost increases, including changes in licensing fees, contributions and taxes under FICA, FUTA, SUI, worker's compensation, costs arising from collective bargaining agreements, union activities, compliance costs related to the PPACA, and adjustments due to changes in federal or state minimum wage laws. Should any authoritative body enact a law or regulation that increases the mandatory minimum wage, the hourly rate paid by the Client will be adjusted accordingly to match the rise in minimum wage, along with associated tax and payroll liabilities.

5. TERM: This Agreement is set for an initial duration of one year, beginning from the Effective Date (referred to as the "Initial Term"). The Agreement will automatically renew unless terminated by either party with thirty (30) days' written notice to the other. The Agreement becomes effective on the date mentioned earlier and will continue until terminated by either party with at least thirty (30) days' advance written notice, indicating the termination date. Furthermore, either party can end this Agreement with ten (10) days' prior written notice if they have informed the other party of a significant breach that has not been resolved promptly. Nation Security reserves the right to terminate this Agreement with twenty-four (24) hours' notice in the event of non-payment. Immediate termination is permissible by either party if the other becomes bankrupt, seeks bankruptcy protection, makes an assignment for the benefit of creditors, or enters into receivership. However, the terms for each separate Schedule of Security Services are determined by the specific agreements within each respective Schedule.

6. HOLIDAYS AND ADDITIONAL SERVICES: The Client shall inform the Contractor via fax or email when additional services are required. Overtime rates will be applied to all extra employee hours worked on designated holidays, which include New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day, where employees will receive 1.5 times their standard hourly wage. For any overtime requested by the Client with less than 72 hours' notice, a premium rate of 1.5 times the regular hourly rate will be charged. This premium rate also applies when requesting additional officers with less than 72 hours' notice. However, if the Contractor is given more than 72 hours' notice, additional officers will be provided at the regular straight-time rate, allowing for schedule adjustments that avoid the necessity for overtime.

7. INVOICING AND PAYMENT: Nation Security will issue weekly invoices to the Client. These invoices must be settled within thirty (30) days from the date they are received. Payments can be made via check or EFT. If paying by check, it should be sent to Nation Security Inc., 12750 NW 17 St Suite 207 Miami, FL 33182. A late fee of 5% per month applies to any outstanding balances not paid within thirty (30) days of the invoice date. The Client agrees to cover any reasonable attorney fees and collection costs incurred by the Contractor in the event of late payment. Any disputes concerning invoice charges must be communicated in writing to the Contractor within thirty (30) days from the invoice date, specifying the disputed items. Failure to dispute within this timeframe will result in waiver of any disputes or defenses. Invoices should be paid in full within thirty (30) days, and prices do not include applicable taxes. After the first year, the Client agrees to an annual rate increase of 3% plus any applicable sales tax per hour. Nation Security will provide at least 30 days' notice before any rate increases. If payment is not received, the Contractor reserves the right to terminate or suspend services with seventy-two (72) hours' notice. In cases of service termination or suspension due to non-payment or bankruptcy, the Contractor is not liable for any resulting losses, which will be the Client's responsibility.

8. MODIFICATION: Changes to this Agreement can be made at any time with the written consent of both parties. The Client is allowed to request changes in the number of security personnel, their working hours, or modifications to their shifts or posts, given reasonable advance notice is provided. The Contractor agrees to accommodate these changes as long as they are feasible without causing unreasonable scheduling conflicts. Any cost adjustments resulting from these changes will be reflected in the payments or credits due in alignment with the Schedule of Security Services. Additionally, if the Client wishes to extend security services to additional locations, a corresponding Schedule of Security Services for those location(s) will be integrated into this Agreement.

9. LIABILITY: The parties acknowledge that the Contractor is not an insurer; the fees paid to the Contractor are for services rendered, not insurance premiums, and do not reflect the value of the Client's property or interests. The Contractor does not guarantee that its services will prevent incidents or the consequences thereof that might result in loss or damage. The Contractor is not liable for any losses or damages incurred by the Client, whether to persons or property, due to the Contractor's service provision or failure thereof, except in cases of gross negligence or intentional misconduct by the Contractor. Should the Client require security personnel to operate vehicles other than their own or those provided by the Contractor, the Client will indemnify and defend the Contractor against any resulting claims or expenses. The services under this Agreement are exclusively for the Client's benefit, not creating third-party beneficiary rights. Obligations under this Agreement may be suspended during events beyond the parties' control, such as natural disasters, conflicts, or government directives. However, Nation Security is expected to exert commercially reasonable best efforts in fulfilling its obligations. The Client must indemnify and hold the Contractor harmless against any claims resulting from the Client's negligence or willful misconduct. The Client is required to notify the Contractor within thirty (30) days of an incident or ten (10) days upon learning of a claim, with the Contractor not being liable for claims without proper and timely notification.

10. INSURANCE: The Contractor will provide the Client with proof of insurance, listing the Client as an additional insured party. This includes Commercial General Liability insurance on an occurrence basis with a minimum coverage of \$1,000,000.00, achievable through a combination of primary and excess umbrella policies; Workers' Compensation insurance meeting or exceeding state-mandated limits; and Employers' Liability insurance with a minimum of \$1,000,000.00 per occurrence. Before the Contractor begins any services on the Client's premises, they must submit a valid certificate of insurance covering all required policies to the Client. The insurance coverage must ensure the Client as an additional insured and cannot be altered or canceled without at least thirty (30) days' advance notice to the Client. If there's a termination or modification of the insurance without the Client's agreement, the Client reserves the right to end this Agreement with 24 hours' notice. Such termination doesn't affect the accrued rights or responsibilities of either party prior to the termination.

11. LEGAL COMPLIANCE: Nation Security certifies that the services it provides will be performed in compliance with and subject to all state and federal statutes, municipal and local ordinances, and the rules and regulations of any governmental agency or department which has jurisdiction over the performance of these services.

12. CONFIDENTIALITY: Both parties commit not to use, reveal, sell, license, publish, duplicate, or distribute the other party's Confidential Information except as necessary to fulfill this Agreement's obligations. Each party must safeguard the other's Confidential Information with the same degree of care as it would its own confidential and proprietary details, ensuring at least reasonable protection. Measures will be taken to ensure employees, consultants, or agents with access to Confidential Information uphold these confidentiality obligations. "Confidential Information" refers to knowledge specific to a party, not publicly known, and includes internal data related to personnel, finances, marketing, business operations, strategic planning, and any proprietary methods of conducting business, as well as information about employees, clients, contractors, and partners, regardless of whether it is written or marked as confidential.

13. FORCE MAJEURE: Nation Security will not be held responsible for any inability or delay in fulfilling its obligations under this Agreement, in whole or part, when such inability or delay arises from events outside the reasonable control of the Contractor. This includes, but is not limited to, natural disasters, extreme weather conditions, fires, acts of terrorism, vandalism or civil unrest, warfare, disturbances, labor strikes or actions, judicial orders, or any other circumstances beyond the direct and exclusive control of Nation Security.

14. SEVERABILITY: The clauses within this Agreement are independent of one another, and should any clause be deemed invalid or unenforceable, it will not impact the validity or enforceability of the rest of the Agreement's provisions.

15. ATTORNEYS' FEES/EXPENSES: In the event that either party initiates legal action to enforce any terms of this Agreement, the prevailing party is entitled to recover reasonable attorneys' fees and expenses, in addition to any other awarded relief.

16. DISPUTE RESOLUTION: The Parties commit to a process where any dispute arising under this Agreement will first be discussed in a meeting between authorized management representatives tasked with negotiating a mutually satisfactory resolution. This step must occur within thirty (30) days after the dispute is identified. If these discussions do not lead to a resolution, either Party is then free to pursue legal or equitable remedies. This clause does not prevent either Party from seeking urgent or permanent injunctions from courts with the proper authority.

17. NOTICES: All communications required or permitted under this Agreement must be in writing and are considered adequately delivered if done so through one of the following methods: (i) in-person delivery; (ii) facsimile; (iii) email; (iv) first-class, registered, or certified mail, with prepaid postage; or (v) overnight courier, directed to the receiving party's specified address in this Agreement or another address specified through a prior notice under this Agreement. Such notices are deemed effective when received by the intended party or on the third day after mailing, whichever comes first.

18. COMPLIANCE WITH LAW: The Parties commit to adhering to all relevant Federal and State laws while fulfilling their respective duties under this Agreement.

19. ENTIRE AGREEMENT: This Agreement, along with the Schedules of Security Services, constitutes the full and complete understanding between Nation Security and the Client, replacing any prior agreements or understandings, whether verbal or written. No additional agreements or representations beyond those contained in this document have been made. Terms preprinted on any Client purchase orders will defer to the terms of this Agreement, and in the event of any discrepancies between this Agreement and any preprinted terms on commercial documents, the terms of this Agreement shall prevail.

20. GOVERNING LAW: The laws of the State of Florida shall dictate the interpretation and enforcement of this Agreement. The undersigned individual attests and guarantees through their signature that they have the proper authority to sign and enact this Agreement on behalf of the entity they represent, ensuring that this Agreement is legally binding on said entity.

21. NOTICES: Any notice required or permitted under this Agreement must be in writing. Such notice is considered duly given when delivered via (1) in-person delivery; (2) electronic mail; (3) first-class, registered, or certified mail, with postage prepaid; or (4) overnight courier, sent to the recipient's address specified in this Agreement or to another address specified by the recipient in a subsequent notice. A notice becomes effective when it is received by the intended party or three days after it is mailed, whichever happens first.

TO CONTRACTOR:

**Nation Security Services, LLC
12750 NW 17th ST Suite 207
Miami, FL 33182
305-302-2000**

TO CLIENT:

**Cory Lakes CDD
10441 Cory Lake Drive
Tampa, FL 33647
305-224-1968**

22. ENTIRE AGREEMENT: This Agreement, along with the Schedules of Security Services, overrides any prior agreements, whether verbal or written, between Nation Security and the Client at any Client site, and constitutes the sole understanding between the parties. No additional agreements or representations, whether verbal or written, have been made. Any pre-printed terms found on a Client purchase order are subordinate to this Agreement, and any discrepancies between this Agreement and pre-printed terms on commercial documents will be settled in favor of this Agreement.

IN WITNESS WHEREOF, the undersigned Parties have affixed their signatures as of the Effective Date. By signing below, the signatory confirms that they are duly authorized to execute and deliver this Agreement on behalf of the entity they represent, and further attest that this Agreement is legally binding upon said entity.

Scott Guilbert

Vice President

05-22-2024



Once we receive confirmation of your acceptance, we will sign the agreement and an email with the signed document will be sent to you automatically for your records.

Cory Lakes

Community Development District

EXHIBIT

5

AGENDA



“What Matters to You, Matters to Us”

A PROPOSAL FOR SECURITY SERVICE



CORY LAKES COMMUNITY DEVELOPMENT DISTRICT

10441 CORY LAKE DR., TAMPA FL 34647

Presented by: Jay Dunlevy, Business Development Manager
Security Solutions of America
550 N Reo Street
Tampa FL 33609
E: Jay.Dunlevy@ss-oa.com C: 980-413-0302



May 22, 2024

Att: Larry Krause
District Manager
Cory Lakes Community Development District c/o Breeze Home
10441 Cory Lake Dr., Tampa FL 34647

Dear Larry,

Thank you for allowing Security Solutions of America (SSOA) the opportunity to present a proposal addressing your security needs at Cory Lakes Community Development District (Cory Lakes CDD). Our goal is to establish a Long-term Business Partnership to provide a consistent, effective, and efficient security program.

We accomplish this by starting with an open and honest line of communication to fully understand your security needs, discuss the challenges you have faced, and what is important to you in molding your security program, and work together to achieve those goals throughout our long-term partnership.

Through this presentation, we hope to demonstrate to you how teaming with Security Solutions of America can make a difference in your perception of contract security providers.

SSOA will provide the highest quality personnel to support the Cory Lakes CDD security program. To accomplish this, we have developed a comprehensive process to locate, train, supervise, and support our officers throughout their assignments. From the beginning of the contract period, we will look to build on our commitment to a long-term business partnership. We will develop a true partnership through regular communications between our teams and you, our customer. This will help to ensure that the procedures and guidelines in place are working properly, and are updated as needed, as well as allowing us to identify potential opportunities for improvement and discovering efficiencies via the introduction of technology to augment the current security program.

All with your review and approval first.

Our commitment to upholding the highest standards of ethics is what sets us apart from the competition. All of our employees, from senior executives to front-line employees, are expected to observe the highest standards of integrity in how we conduct our business. Our Code of Business Ethics provides our team with a framework within which all business practices involving SSOA are conducted, managed, and regulated.

Our team appreciates the opportunity to prove what Security Solutions of America's effort and service can mean to Cory Lakes CDD. If we can provide additional details or be of help in any way, please do not hesitate to let us know. We look forward to speaking to you again soon.

Sincerely,

A handwritten signature in blue ink that reads "Jay Dunlevy".

Jay Dunlevy
Business Development Manager
Security Solutions of America

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Executive Summary

Security Solutions of America is a premier security services provider because of our fundamentally unique business concepts. Since 2012, Security Solutions of America has been a comprehensive security services organization, with national service coverage and a local advantage. Our security professionals are supported by industry-leading technology integration, a state-of-the-art command center, along with remote video monitoring with audio intervention. These services maximize the security and surveillance quality we provide to our client's facilities and properties. We live in the communities where we work, therefore our clients trust and rely on our relationship and personal attention.

With over a cumulative 150 years of security experience, our Senior Management Team is dedicated to one principle, *supporting quality security officers, leads to satisfied clients*. When we take diligent care and provide the necessary support and tools for our officers, they in turn will take ownership of their positions and instill pride in their work ethic, resulting in delivering the quality of services desired at Cory Lakes CDD.

Here at SSOA, we develop individual security plans specific for each property and site as each location has their own individual needs and requires them to be addressed to ensure a solid, proactive security program is in place. SSOA has performed a detailed site assessment, taking into consideration the current processes, reviewing and updating as needed the post orders, emergency contact information, and procedures, as well as suggesting any technology solutions that can enhance the security program while discovering efficiencies to help reduce the billable man hours while maintaining the integrity of the security program. This, in turn, can provide cost savings that can be reinvested in the officer's wages to help maintain the quality of personnel required to continue delivering the expected service levels and invest in security upgrades and other related initiatives, while helping to maintain the current budget guidelines.

By developing a comprehensive transition strategy detailing every element of succession from a prior provider or developing an Emergency Management Plan providing peace of mind should disaster strike, our depth of planning is vital to our security mission's success. And involving you, our customer, every step along the way will instill peace of mind and allow you, our customer, to be part of a value-added partnership.

SSOA has invested heavily to ensure that we recruit, train, and retain the right officer for each individual facility. We begin by understanding the culture at Cory Lakes CDD, so the officers selected exhibit the desired first impression, appearance, and professionalism to properly represent Cory Lakes CDD. By utilizing intensive pre-employment screening followed by our training we prepare our people to meet our customer's expectations at the highest levels.

Our state-of-the-art comprehensive security training utilizes a customizable LMS program. We provide our officers with the finest security education in the following five stages: Pre-Assignment, Security Orientation, On-site Immersion Training, Ongoing Site-Specific Training, Security Distance Learning, and Post Specific Accreditation. SSOA also offers advanced training modules to meet the specific needs of our customers to ensure that a fully trained and competent staff is always onsite.

SSOA sets the bar in the security industry by offering our clients world-class service, innovative leadership, and cutting-edge technology solutions.

Mission Statement

Security Solutions of America is expanding our business by concentrating on growth partnered with quality. We are focused on providing **quality services** and **taking care of our team**. We believe when we treat our employees as our most important asset, they in turn take care of our clients ensuring our goal **to be the best service provider in our industry** is achieved. As a service-driven company, we go beyond expectations to provide esteemed personal services to our clients. Our overall reputation for quality in security operations, patrol, and investigations translates into value creation for both our company and our customers' businesses.

Our Senior Management team has established a strong infrastructure of internal growth with proven leaders in sales, operations, and management. Our acquisition program focuses on companies with solid reputations for service. We rely on our philosophy that former owners can be good team members and operators. We instill an attitude of family in all our operations.

Our management team is formed from a network of business development personnel with proven histories in government and commercial sales that deliver consistent growth that does not sacrifice quality for revenue. We take pride in giving our work our best effort by adhering to the highest ethical standards.

"Excellence is a process, not just an outcome" Price Pritchett

Business Philosophy

Our company's proven policy is consistently and continuously affirmed: "Do it right and fully in accord with each client's specific need and purpose." Our approach to each assignment is to form a close professional team relationship with our clients and to maintain such a relationship throughout the term of each contract. Relationships of this nature help to keep us fully apprised of our effectiveness, thus allowing us to make any required course corrections, if and when needed, in the most timely and effective manner.



Relationships are Everything.



Experience / Qualifications:





Schalamar Creek Golf & Country Club

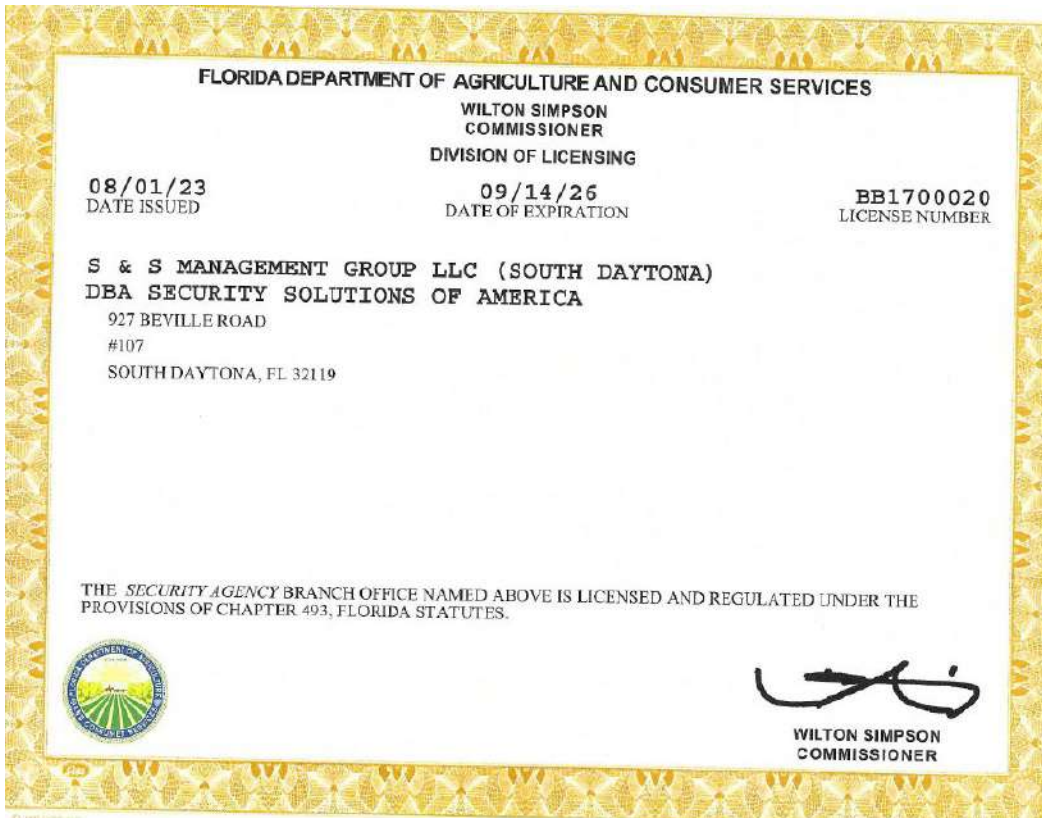
4500 US Highway 92 E Lakeland, FL 33801
Access control/Gatehouse
Process authorized Guest/Vendors, Patrol Property
POC: Eric Zimmerman – LCAM
Murex Properties
O: 813-951-7592
E: Ezimmerman@murexproperties.com
Tenure:10+ Years

The Founder Club

3001 Founders Club Dr., Sarasota, FL. 34240
Access Control/Gatehouse, Process authorized Guest/Vendors
POC: Delia Collins – Senior LCAM
ICON Management Services Florida, LLC
O:352-973-3600
E: Dcollins@theiconteam.com
Tenure: 7+ years

Southshore Falls HOA

5831 Cascade Falls Ln., Apollo Beach, Fl. 33572
Access Control Gatehouse, Process authorized Guest/Vendors
POC: Denise Shreaves, LCAM, CMCA, AMS
Artemis Lifestyle Services, Inc.
O: 813-641-3616 ext 101
E: dshreaves@artemislifestyles.com
Tenure: 10+ years





Client#: 2031843 SSMAN3
ACORD CERTIFICATE OF LIABILITY INSURANCE DATE (MM/DD/YYYY) 5/07/2024

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 have ADDITIONAL INSURED provisions or 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 any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER USI Insurance Services, LLC 1 Concourse Pkwy NE Suite 700 Atlanta, GA 30328	CONTACT NAME: Tina Currie PHONE (A/C, No, Ext): 404-923-3700 TAX (A/C, No): E-MAIL ADDRESS: tina.currie@usi.com														
INSURED S&S Management Group, LLC Security Solutions of America 1165 Sanctuary Parkway, Suite 270 Alpharetta, GA 30009	<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A : Lexington Insurance Company</td> <td>19437</td> </tr> <tr> <td>INSURER B : Aroh Specialty Insurance Company</td> <td>21199</td> </tr> <tr> <td>INSURER C : AXIS Surplus Insurance Company</td> <td>26620</td> </tr> <tr> <td>INSURER D : Westcoaster Surplus Lines Insurance Co.</td> <td>10172</td> </tr> <tr> <td>INSURER E : Berkshire Hathaway Homestate Ins. Co.</td> <td>20044</td> </tr> <tr> <td>INSURER F : Travelers Indemnity Company of CT</td> <td>25682</td> </tr> </tbody> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Lexington Insurance Company	19437	INSURER B : Aroh Specialty Insurance Company	21199	INSURER C : AXIS Surplus Insurance Company	26620	INSURER D : Westcoaster Surplus Lines Insurance Co.	10172	INSURER E : Berkshire Hathaway Homestate Ins. Co.	20044	INSURER F : Travelers Indemnity Company of CT	25682
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COVERAGES CERTIFICATE NUMBER: 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 LTH	TYPE OF INSURANCE	ADDITIONAL INSURER (N/A)	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Professional Liab. <input checked="" type="checkbox"/> \$25,000 Deductible GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER	X X	011170516	01/01/2024	01/01/2025	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000 MED EXP (Any one person) \$0 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMPOS AGG \$2,000,000
F	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		8105X0696062443G	01/01/2024	01/01/2025	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR		UXP104769802	01/01/2024	01/01/2025	EACH OCCURRENCE \$9,000,000
C	<input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE		P00100076952403			AGGREGATE \$9,000,000
D	<input type="checkbox"/> DEF <input checked="" type="checkbox"/> RETENTION \$0		G72558947003			\$
E	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N N/A	X	SSWC560968	01/01/2024	01/01/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
	Crime - Employee Theft / Carrier: Federal Insurance		J06508923	01/01/2024	01/01/2025	Limit: \$1,000,000 NAIC #20281

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

CERTIFICATE HOLDER 	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 <i>Paula B. Belmont</i>
-----------------------------------	---

Security Solutions of America	
Condensed Income Statement	
Cumulative year through fiscal period ending March 31, 2024	
(In whole dollars)	
Revenues	\$ 15,695,070
Less:	
Payroll & Contractor Costs	\$ 11,568,152
Payroll taxes, insurance, fuel	\$ 1,513,166
Gross Margin	<u>\$ 2,613,752</u>
Operating Expenses:	
Guard healthcare, training, uniforms, licenses, & payroll processing	\$ 62,562
Guard equipment & communications	\$ 72,565
Office costs, including supervision, scheduling, billing, human resources and other	\$ 1,289,810
Total Expenses	<u>\$ 1,424,937</u>
Operating EBITDA	<u>\$ 1,188,815</u>



Scope of Work

GENERAL SECURITY SERVICES AND OVERSIGHT

The Contractor will provide security staffing as follows:

- The Contractor will provide Security Guard and Security Staff that possess a Security Guard License, as required by the State of Florida. The Contractor will be responsible for providing security guards who are properly licensed.
- The District consists of a two (2) gate/guard houses, recreation facilities, including, but not limited to a clubhouse and swimming pool, playgrounds, tennis courts, basketball court, and roller hockey rink, lakes, and roads.
- The Contractor shall provide unarmed uniformed security services in and around the District during the hours specified below. Contractor will provide a variety of services, implementing security objectives according to policies and procedures which may include, but are not limited to the following general tasks: Entry and egress access control, (*recording of pertinent visitor information including, but not limited to, license plate number and time of entry*), guard house stationed during operating hours as determined by the District, roving patrols of the District, incident and daily operating reports, and responding as necessary to support other life safety duties as identified in post orders and standard operating procedures.
- 168 hours per week at the main Cross Creek Gate - A gatehouse attendant staffs the Cory Lakes gatehouse 24 hours a day, 7 days a week.
- 144 hours per week at the Morris Bridge Gate.
- 84 hours per week patrolling the community.
Post orders will be furnished to the company that is awarded the contract.

Staffing Outline:

Dedicated Site Supervisor: 40 hours per week, 8 hours, 5 days per week.

*This position will be a working position and solely dedicated to managing the security team, with responsibilities to include, but not limited to recruitment, training, supervision, updating post-orders, reviewing of reports, assist with the management of the day -to-day activities and the main point of contact for Cory Lakes CDD management.

Security Officers: 356 hours per week, 7 days per week.

*These positions will man the gatehouse, back gate, patrols, and additional access points as needed. All staff will be cross-trained on all posts and rotated regularly to ensure familiarity with all duties associated with the property.

Equipment:

Cell Phones: (1) Site Supervisor, (1) Rover Patrol

Lighthouse Tour Software: (1) Site Supervisor, (1) Rover Patrol

(Additional lighthouse programs are available and can be direct-billed)



Pricing

Security is the first interaction people encounter upon entering your property, and we want to make that impression a pleasurable experience while adhering to the processes and procedures put in place to safeguard the community and the people within the community. Security is also the gatekeeper to ensure that your liability to incidents are limited, rules are followed and policies are enforced with a firm but gentle approach. Detailed reports are generated and provided in a timely manner, and most of all, SSOA represents the Cory Lakes CDD with a Professional Appearance, Demeanor, and at a High Level of Customer Service.

SSOA realizes the ever-changing environment concerning wages and has made the investment to not only be ahead of the changes but to also educate our current and future clients. SSOA subscribes to ERI – Economic Research Institute. ERI compiles the most robust salary, cost of living, and executive compensation survey data available, with updated market data for more than 1,100 industry sectors. ERI collects salary survey data from internal surveys, third-party salary surveys, and public sources to calculate geographic salary differentials and assist with compensation planning. We also research your local market for up-to-date wage postings in the security industry, as well as outside sources such as fast-food restaurants, local retail, hospitality, and other employment opportunities that affect the recruiting and retention of personnel.

We have provided this data here, so you can fully understand how we arrived at our costing, which we provide the wage and bill rate for full transparency and have highlighted the current wage market. Should the board feel that they would like to be above the average market trend and be that community that everyone wants to work at, SSOA will maintain the respective markup accordingly.

ERI's Salary Assessor ®															
Salaries By Years of Experience															
Today's Date: 5/16/2024															
Data as of: 4/1/2024															

Security Guard

eDOT: 372667011
 SOC:339032
 Pay Period: Hourly

Years of Experience	Base Salaries					Incentive					Total Cash				
	10th Percenti	25th Percenti	Mean	75th Percenti	90th Percenti	10th Percenti	25th Percenti	Mean	75th Percenti	90th Percenti	10th Percenti	25th Percenti	Mean	75th Percenti	90th Percenti
8	18.30	19.42	20.95	22.28	23.74	0.28	0.30	0.32	0.34	0.36	18.58	19.71	21.27	22.62	24.11
6	17.40	18.50	19.98	21.22	22.59	0.26	0.28	0.30	0.32	0.34	17.66	18.78	20.28	21.54	22.93
3	15.74	16.79	18.23	19.37	20.59	0.24	0.25	0.27	0.29	0.31	15.98	17.04	18.50	19.66	20.90
1	14.56	15.48	16.86	17.97	19.13	0.22	0.23	0.25	0.27	0.29	14.78	15.71	17.11	18.24	19.42

All Values in United States Dollars

Organization Data:
Area: Wesley Chapel, Florida
Industry: All Industries - Diversified
Codes: eSIC: 0000, NAICS: 000000, usSEC: 0000
Revenue: (Data reported by years of experience)
Education Adjustment:
Skill Adjustment:
Certification Adjustment:
Shift Work Adjustment:
Planning Date: 5/16/2024
Annualized Salary Trend: 3.1% (Adjustment: 0.26%)

Wage Minimums	Position	Location	Wage	Average Wage
Minimum Wage- Sept 2024	All	Florida		\$ 13.00
MIT Living Wage (Single)	All	Florida		\$ 17.24
MIT Living Wage (+1)	All	Florida		\$ 33.90
DoL Wage Determination	All	Florida		\$ 15.00

Wage Report	Position	Industry	Years of Experience	25th Percentile
ERI	Officer	Security	1	\$ 15.48
ERI			3	\$ 16.69
ERI			6	\$ 18.50

Wage Report	Position	Industry	Years of Experience	50th Percentile
ERI	Officer	Security	1	\$ 16.86
ERI			3	\$ 18.23
ERI			6	\$ 19.98

Wage Report	Position	Industry	Years of Experience	75th Percentile
ERI	Supervisor	Security	1	\$ 17.97
ERI			3	\$ 19.37
ERI			6	\$ 21.22

Florida

Minimum wage: **\$10.00** | Tipped wage: **\$6.98**

Governmental Average
\$ 19.79

Officer Average
\$ 16.89

Officer Average
\$ 18.36

Supervisor Average
\$ 19.52

Most recent increase
\$8.56 to \$10.00, effective September 30, 2021

Most recent major change to minimum wage law
2020, by ballot measure

Upcoming increases
\$11.00, effective September 30, 2022
\$12.00, effective September 30, 2023
\$13.00, effective September 30, 2024
\$14.00, effective September 30, 2025
\$15.00, effective September 30, 2026
Annual indexing beginning January 1, 2027

Indexing
Annual increases based on the annual percentage change in the CPI-W for the South census region.

Direct industry Competitors	Position	Wage Range		Average Wage
DSI	FT	\$ 18.00		\$ 18.00
IGAS USA	FT	\$ 16.00		\$ 16.00
Signal	FT	\$ 15.50	\$ 18.00	\$ 16.75
Nation Security Services	FT	\$ 13.00	\$ 17.00	\$ 15.00
Keys Platinum	FT	\$ 15.00	\$ 19.00	\$ 17.00
Securitas	FT	\$ 15.00	\$ 17.00	\$ 16.00
Marksman	FT	\$ 17.00	\$ 18.00	\$ 17.50
Ramco Protective	FT	\$ 17.00		\$ 17.00
				0

Direct Industry Average:
\$ 16.66

Other salary sources	Position	Wage Range		Average Wage
Moes Southwest Grill	Counter	\$ 12.00	\$ 18.00	\$ 15.00
Amazon	Driver	\$ 18.50		\$ 18.50
Climatic Home Products	Warehouse	\$ 15.00	\$ 18.00	\$ 16.50
Morrow Steel	Truck Loader	\$ 15.00	\$ 18.00	\$ 16.50
Two Maids	House Cleaner	\$ 15.00	\$ 20.00	\$ 17.50
Brightview Landscaping	Driver / Lead	\$ 16.00	\$ 22.00	\$ 19.00

Direct Industry Average:
\$ 17.17



Physical Guarding Pricing:
YEAR 1

LOCATION	WEEKLY TOTAL HOURS	HOURLY SUPERVISOR PAY RATE	HOURLY SECURITY GUARD PAY RATE	BLENDED HOURLY GUARDING BILL RATE	PROJECTED WEEKLY RATE	PROJECTED ANNUAL RATE
Cross Creek Gate	168	\$19.00	\$17.00	\$24.06	\$4,042.08	\$210,188.16
Morris Bridge Gate	144	\$19.00	\$17.00	\$24.06	\$3,464.64	\$180,161.28
Patrol (Rover)	84 (1800-0600)	\$19.00	\$17.00	\$24.06	\$2,021.04	\$105,094.08
Total	396				\$9,527.76	\$495,443.52

YEAR 2

LOCATION	WEEKLY TOTAL HOURS	HOURLY SUPERVISOR PAY RATE	HOURLY SECURITY GUARD PAY RATE	BLENDED HOURLY GUARDING BILL RATE	PROJECTED WEEKLY RATE	PROJECTED ANNUAL RATE
Cross Creek Gate	168	\$19.00	\$17.00	\$24.06	\$4,042.08	\$210,188.16
Morris Bridge Gate	144	\$19.00	\$17.00	\$24.06	\$3,464.64	\$180,161.28
Patrol (Rover)	84 (1800-0600)	\$19.00	\$17.00	\$24.06	\$2,021.04	\$105,094.08
Total	396				\$9,527.76	\$495,443.52

YEAR 3

LOCATION	WEEKLY TOTAL HOURS	HOURLY SUPERVISOR PAY RATE	HOURLY SECURITY GUARD PAY RATE	BLENDED HOURLY GUARDING BILL RATE	PROJECTED WEEKLY RATE	PROJECTED ANNUAL RATE
Cross Creek Gate	168	\$20.00	\$18.00	\$25.41	\$4,268.88	\$221,981.76
Morris Bridge Gate	144	\$20.00	\$18.00	\$25.41	\$3,659.04	\$190,270.08
Patrol (Rover)	84 (1800-0600)	\$20.00	\$18.00	\$25.41	\$2,134.44	\$110,990.88
Total	396				\$10,062.36	\$523,242.72

Billing Specifics:

Taxes:

- Bill rates are excluded of any required state and local taxes

Invoicing:

- Billing is scheduled on a weekly basis
- Net 30 Days

Holidays:

- Billed at 1.5x the straight rate as used

Emergency Coverage:

- We require a minimum four-hour shift to any of our officers who are called in to work an unscheduled / emergency shift at a premium rate within a 48-hour notice period.

Equipment:

- (2) Cell phones, (2) equipped with the Lighthouse Software
- (4) Flashlights

Vacations:

- 1 week (40 hours) vacation is included in the rate.

Medical Benefits:

- Included in the rate.

Uniforms:

- 3-Shirts (Standard collared shirts or Polo's), 3- Pants, 1-Jacket, 1- Baseball Cap, 1- Rain Coat

Bonus / Incentives, Site Specific:

- Officer of the Quarter - \$50.00
- Officer of the Year - \$200.00



Management Team and Qualifications

High standards and consistency are our guiding forces. This places even more demand on our senior management team to set the example and lead a branch staff that can recruit with effectiveness and retain customer and employee loyalty. The experience cultivated through the years by our senior management team has uniquely prepared them to lead one of the finest security firms assembled.



With full support from an experienced senior management team, SSOA has a solid foundation of excellent service to build upon. We have outlined the responsibilities of our team members who, when awarded, would be responsible for the operation and administration of Cory Lakes CDD contract.

Site Supervisor: Will be the first line of communication for all aspects of the Cory Lakes CDD portfolio. This position will also be responsible for the direct oversight of all operations under this contract, including site visits and inspections. The Site Supervisor (SS) will report directly to the RVP and be supported by the local Operations Manager (OM) to assist with these duties.

Qualifications:

Education:

- High School Diploma or equivalent.

Experience:

- Minimum two (2) years of residential security supervisory and management experience.
- OR a minimum of five (5) years of security supervisory or management experience.
- Law Enforcement/Military experience is a plus.
- Experience 3 - 4 years as Security Officer - Level I with at least 2 years in a supervisory role.
- Experience in investigative techniques, problem resolution, conflict management, and evidence handling.
- Familiarity with Microsoft Office computer applications, i.e. Word, Excel.
- Familiarity with Security Software computer applications
- Excellent verbal and written communication skills in English
- Current CPR and First Aid training certificate

Knowledge and Skills:

- Ability to cope with emergencies and uncertainties.
- Ability to adhere to operational planning and procedures.
- Surveillance skills.
- Ability to exercise sound judgment and objectivity.
- Must be dependable and possess a professional appearance.
- Ability to sustain emotional control; honesty and integrity; professionalism.
- Reporting skills.
- Computer and Electronic software communication skills; Microsoft Word and Excel, etc..
- Ability to read, write, and interpret documents.
- Ability to communicate effectively.

Licenses, Certifications:

- Local compliance with Security Officer certification.

Physical Requirements:

- Ability to work in a residential community setting.
- Ability to hear, talk, walk, stand, bend, and stretch.
- Ability to sit for long periods of time at a desk to perform job functions.
- Ability to stand for long periods of time as required.
- May be required to handle reasonably heavy weights across distances.

Experience / Duties shall include, but are not limited to, the following:

- Enforce and direct the uniform standard to provide and maintain a uniform appearance. Ensure that all employees are properly and safely equipped.
- Maintain local area awareness with particular emphasis on Crime trends and advisements.
- Administer the Department Payroll
- Direct strategic planning, ensuring effective organization and implementation for site operations.
- Make daily and unannounced facility inspections, inclusive of late evenings, weekends, and holidays, to ensure total compliance of site guidelines, post orders, employee job performance, etc. Will administer on-the-spot corrective action to any employee under his/her command as necessary.
- Review the security program on a continual basis, assist in training and selection of personnel, their evaluation, and make recommendations for promotions and awards.
- Ensure the operation is fully staffed with skilled and competent personnel and that all security personnel are properly trained and such training is documented in personnel files.
- Maintain schedules and 24-hour efficiency and assist lead officers on a 24-hour basis for any special emergency conditions that may arise.
- Guide the continuous improvement process and report progress to the client security representative on a monthly or as required basis.
- Act as liaison between SSOA and client by maintaining good communications with local site representatives and assisting with special problems, emergencies, extra staffing requirements, etc., as they arise.
- Conducts and/ or supervises investigations of crimes or violations of rules and regulations; prepares incident reports as required.
- Creates and maintains case folders relative to foregoing.
- Act as liaison and collaborate with local, state, or federal agencies as required.

- Determines immediate actions to be taken in emergency situations and facilitates immediate notifications and lockdown procedures when necessary.
- Available to work all hours and weekends. Be on-call and respond to emergency incidents.
- Other related duties as assigned.

Lead Officers: This established onsite position will be a direct report to the SM and OM with a dotted line to RVP Operations. Most all duties as previously stated for Site Manager.

Experience:

- Law Enforcement/Military experience is a plus.
- Experience 3 - 4 years as Security Officer - Level I with at least 1 year in a supervisory role
- Experience in investigative techniques, problem resolution, conflict management, and evidence handling.
- Familiarity with Microsoft Office computer applications, i.e. Word, Excel.
- Familiarity with Security Software computer applications.
- Knowledge of Passage Point Access System.
- Excellent verbal and written communication skills in English.
- Current CPR and First Aid training certificate.

Experience / Duties shall include, but are not limited to, the following:

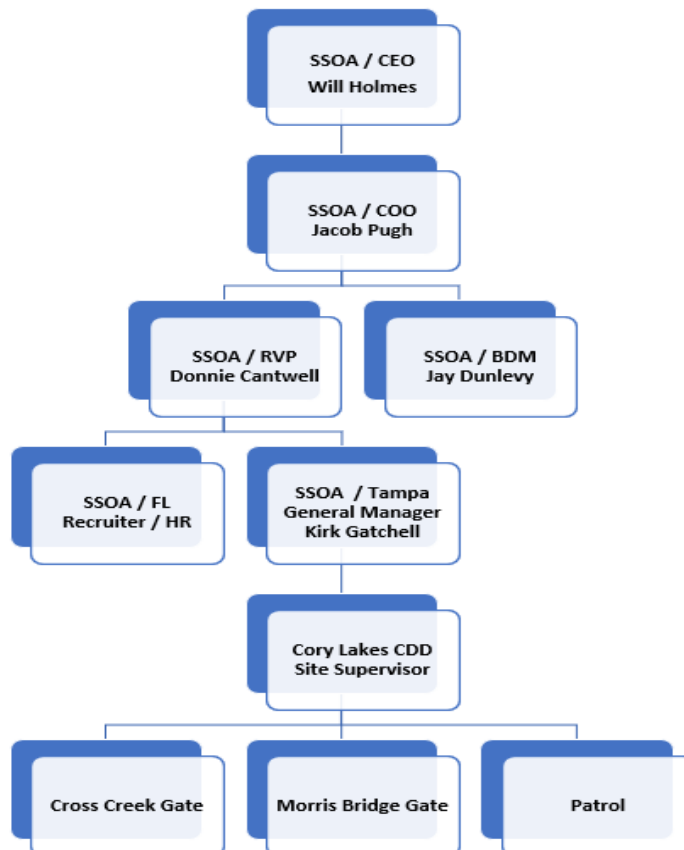
- Conduct shift briefings.
- Conduct unannounced post-inspections (as required)
- Ensure shift personnel are effectively trained and skills match assigned duties.
- Administer on-the-spot corrective action to any employee under his/her command.
- Schedule officers when required and keep time reports for assigned shifts.
- Issue security equipment and maintain an accountability system for it.
- Orient SSOA's newly assigned personnel to Cory Lakes CDD.
- Fulfill on-the-job training requirements for shift security personnel.
- Write/review reports and maintain logs/forms as required.
- Collect/review and evaluate all reports submitted by security personnel.
- Respond to problem situations as they occur, notifying SM / RVP and client of any escalation of issues.
- Respond to medical emergencies on assigned shifts, notifying appropriate municipal agencies as necessary.
- Analyze security and recommend improvements to SM / RVP.

- 1.) **Site Supervisor (SS):** Reports directly to the GM with a dotted line to the RVP. Will have oversight of the day-to-day operations, maintain a direct line of communication with Cory Lakes CDD management, and support the staff with all aspects of operational needs. Conduct review meetings to ensure training and procedural compliance are being correctly followed and enforced. Attend meetings regularly with the Cory Lakes CDD management.
- 2.) **General Manager (GM):** Reports directly to the RVP with a dotted line to the COO. Will provide support to the SS support with all aspects of operational needs as requested by the SS / RVP. Responsible for direct oversight for the day-to-day operations. Assist with recruitment and HR needs. Direct and assist with review meetings to ensure training and procedural compliance are being correctly followed and enforced.
- 3.) **RVP Security Operations:** Reports directly to the COO and CEO. Will have direct oversight and communication to the SS / GM regarding the day-to-day operations of the Cory Lakes CDD portfolio and direct any

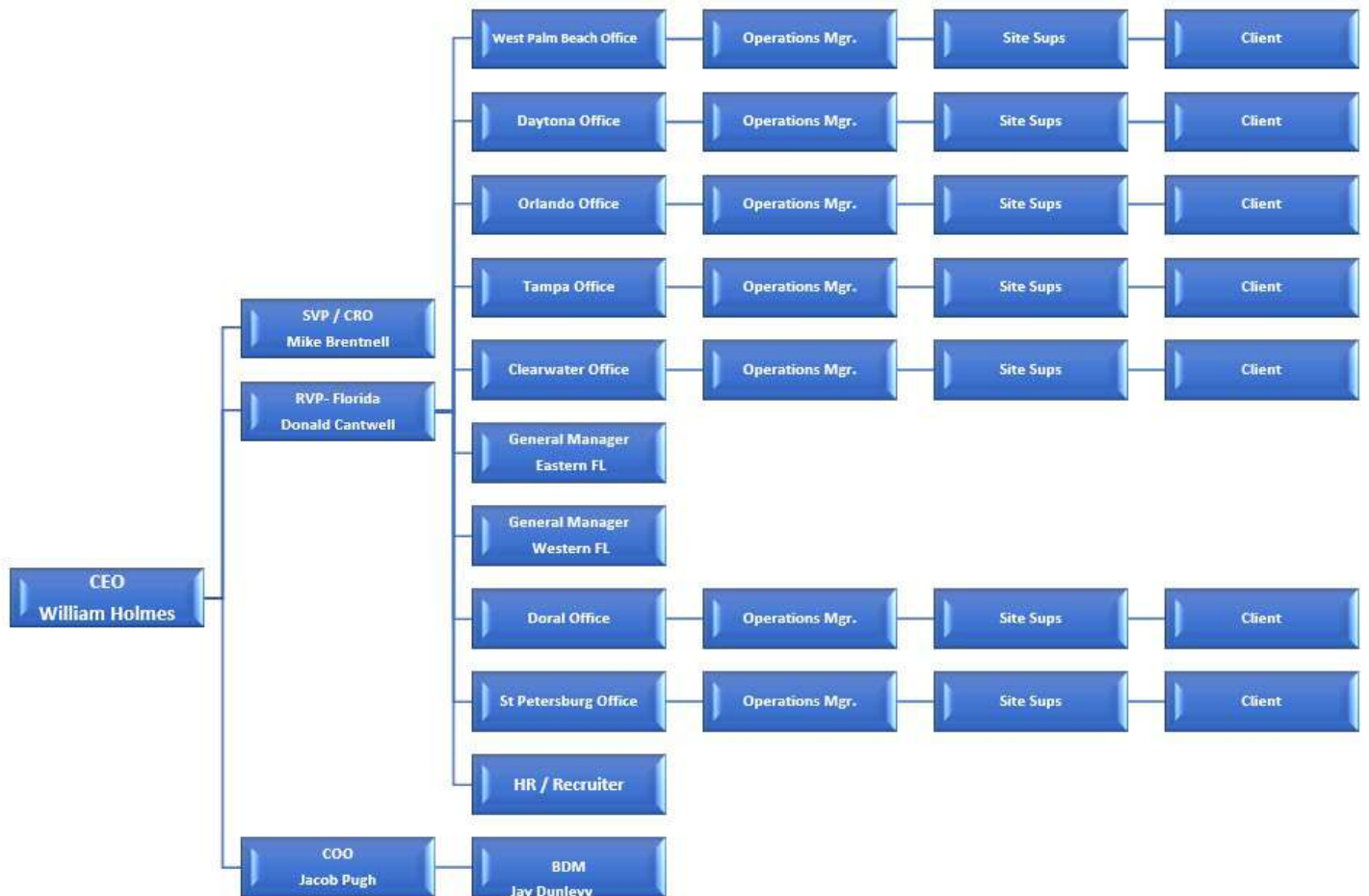
oversight/assistance as needed or requested. Conduct review meetings outlining contract performance and expectations, attend and conduct regular meetings with Cory Lakes CDD management as needed to ensure compliance.

- 4.) **COO:** Reports directly to the CEO. Will monitor, and conduct weekly operational meetings to discuss performance and the operational aspects of the Cory Lakes CDD portfolio and monitor day-to-day operations. Provide requested assistance as needed as well as operational insight for best practices in keeping in line with advancements and changes within the security vertical. Conduct client reviews and attend meetings with Cory Lakes CDD management as required.
- 5.) **Business Development Manager:** Works side by side with the COO, RVP, GM, SS, with a dotted line to the CEO. Will monitor the overall performance of the contract while maintaining a direct line of communication with Cory Lakes CDD management to ensure compliance with the expected service levels, attend client meetings as needed as well as to present updated solutions to maximize the program’s effectiveness while remaining cost-efficient, while keeping the Cory Lakes CDD aware of changing practices within the security vertical and local market conditions.

Cory Lakes CDD - Operational Structure:



Florida Regional Operations Structure:



Total Quality Management

The responsibilities of the Security Solutions of America Supervisory Team are to monitor our Security Officers in the performance of their duties, ensure they have the support and tools needed, and that they are performing satisfactorily and according to their respective Post Orders. The Business Development Manager-Jay Dunlevy will maintain a close relationship with Cory Lakes CDD as an additional layer of communication, so any problems or issues are overseen promptly.

Furthermore, SSOA utilizes a Client Service Survey. (a sample is provided). This survey, in conjunction with our scheduled Client Meetings, allows our clients to rate our service. It provides our management team with the necessary information they need to ensure quality assurance and customer satisfaction.

Quality Assurance

Security Solutions of America supports the concept of quality assurance and shall provide inspections and reports of our activity.

Our inspections shall include:

- Security Officer Post area
- Appearance
- Attitude

Quality Assurance Standards

- Awareness and knowledge of duties
- Problems (personal & professional)
- Complete Uniform

Equipment

- Maintained and accounted for
- Properly stored
- Necessary supplies

Daily Activity Report

- Sign in: read and check
- Entries (complete, timely, neat, facts not opinions)

Post Orders

- Current
- Neatness
- Location
- Properly completed
- Signed and read by officer on duty

Training

- Sufficient training time
- Training follow up
 - Completion of training record
 - General duties
 - Performance of duties as they apply to Post Orders

General

- Time off
- Work Life Balance
- Uniform

Personnel Selection Process

Recruitment

SSOA utilizes many resources for recruiting personnel. An integral part of our recruitment effort is our Officer Referral Program. Current team members who refer an accepted applicant are provided a cash bonus. Additionally, we believe that our military service members returning home and to school have been our best source of employees. We appreciate their service to our country and support the hiring of our veterans. Furthermore, we also recruit at local colleges and universities, veteran's organizations, and church groups, as well as media advertising. Moreover, any officers on the client's current security staff will be considered, if requested, contingent of them meeting all SSOA's employment criteria.

Selection

Our selection process begins by establishing the basic criteria needed for Security Officers at Cory Lakes CDD. These criteria could include, but are not limited to (the Scope of Services may differ and will be followed):



- High school diploma or GED
- Relevant experience as required by Cory Lakes CDD
- Strong Customer Service Skills
- Capability to exercise good judgment, tact, and discretion
- Must be neat in dress and grooming, able to deal courteously, tactfully, and effectively with others, in person and on the telephone
- Must be able to communicate clearly with others in English
- Must have a positive, cheerful attitude and give assistance willingly
- Must possess initiative, maturity, integrity and be highly ethical
- Strong diligence, especially under stress
- Treat Cory Lakes CDD business information as confidential
- Respect privacy and maintain the integrity of both Cory Lakes CDD and SSOA
- Must possess a valid state driver's license and pass a motor vehicle record check (if applicable)

In addition, Security Solutions of America's requirements for Security Officer Candidates include, but are not limited to, the following (the Scope of Services may differ and will be followed):

- Candidate must have access to a telephone and reliable transportation
- Candidate must be at least 18 years of age, as documented by original or photocopy of an appropriate document
- Candidate must be a U.S. citizen or provide documentation allowing residency and authorization to work. As appropriate, must have an Alien Registration Receipt Card I-151 or Resident Alien Card I-551
- Candidate must read, write, and speak English fluently and demonstrate comprehension of written English and the ability to respond in writing
- Candidate must pass a qualifying background check and drug testing
- In concert with the provisions of the Americans with Disabilities Act (ADA), must be physically able to perform assigned duties
- Candidate's application must include previous verifiable employment for a period covering five (5) years or to first employment, whichever is less
- Candidate must be licensed to drive and possess a safe driving record (if applicable)
- Candidate must have a valid Social Security Card

We will review and ask for your concurrence on the officer selection criteria.

Evaluation

Applicants for security officer positions are invited to our offices where they are provided with application forms and information. The applicant is required to list prior employment, military service history and education. Other questions deal with personal references, prior criminal convictions, previous addresses, and driver's license information. The applicant must complete the application in full. Once the application is complete, the applicant must verify identity by showing a valid driver's license and other proper identification.

The applicant is then given a preliminary interview by a SSOA manager. All managers are knowledgeable in our general employment criteria and will be briefed on the specific criteria needed to evaluate personnel for placement at Cory



Lakes CDD. Applicants who meet the requirements for employment are advised of the requirements for state and local registration processing and our appearance standards.

The applicant must then take a pre-employment personality analysis to determine their ability to perform the job as a security officer. The inventory assists us in identifying an applicant's honesty, reliability, maturity, and general work ethic, along with testing their general knowledge of interacting with the public.. Any applicant who does not satisfy the necessary measures of this analysis will, at this time, be disqualified.

At the completion of this stage of the selection process, we have a good indication of the applicant's ability to comprehend verbal and written instructions such as will be encountered on the job site. We also have a fully accurate indication of the person's ability to communicate verbally and in writing. Only those persons who demonstrate satisfactory comprehension and communication skills and who satisfactorily complete the remaining personnel screening steps will be eligible for employment with Security Solutions of America.

While the screening process is underway, telephone inquiries are made to previous employers and character references. The background check and drug screening process are underway and other documentation may also be solicited by the interviewer as dictated by circumstances.

Before the final selection is made, each applicant who has satisfactorily completed each prior stage is given an Employment Eligibility Verification form (INS form I-9) and a final interview. The Employment Eligibility Verification questionnaire must be completed prior to the final interview.

An SSOA manager reviews all phases of the selection process and discusses each with the applicant during the interview. It is during this final phase that successful applicants are provided job offers.

Once a candidate has been hired, a diligent training process follows. Selected candidates must receive all basic Security Officer Training required by the state and by SSOA. Upon the satisfactory completion of training tests, applicants' security licenses are checked with the Department of Agriculture to confirm they are in good standing. The candidate must also read and sign the Security Solutions of America Drug and Alcohol Policy form and successfully pass a comprehensive drug screening conducted by a local 3rd party laboratory.

Security Solutions of America is an Equal Opportunity Employer. We comply with all state and Federal applicable laws, executive orders, and regulations regarding non-discrimination in employment, including those of the Americans with Disabilities Act (ADA). All personnel actions including recruiting, selection, promotion, and discipline are made without regard to race, color, religion, sex, national origin, or disabilities.

The SSOA management team will review successful candidates with the Cory Lakes CDD team prior to placing these candidates on the job. No officer will be placed on the job until prior employment, background data, and proper state licensing requirements have been verified by SSOA and the candidate has successfully passed the drug screening.

Finally, the employee must complete all site-specific training required for the assigned customer's location.

Screening and Background Checks

Security Solutions of America completes a thorough screening and comprehensive applicant background check process.



This process will cover the following items:

- Five (5) Year Background Investigation (including work history, locations, school, and military services)
- Pre-Employment 10-panel Drug Screening
- Social Security Verification
- E-Verify
- State, Federal, and Local Criminal Background Checks to include sex offender's record
- Driver's License Check
- Credit Check (when applicable)
- References

Contingency Staff

Security Solutions of America uses "contingency officers" or "Flex Force" to fill vacancies (i.e., illness, call-outs, emergencies, etc.) created at our client's facilities. Enough "contingency officers" are trained on each of our client's sites and are fully knowledgeable of the duties required at each facility so when the need does arise, these officers can still perform the required duties without having a disruption in the security processes. These officers are on-call 24 hours per day.

Training Programs

Security Solutions of America provides its security officers with a five-tiered approach to competency training that encompasses general principles and techniques as well as specialized and site-specific requirements. Additional training modules can be added at the request of Cory Lakes CDD such as Workplace Violence, Active Shooter, First Aid, AED, and CPR Training. These additional modules have an added training cost associated per module but can also be attended by Cory Lakes CDD staff to help ensure all property personnel are trained in the event of an incident. Copies of these training materials are available upon request.

SSOA has partnered with Defencify Training to create a Learning Management System, or LMS, that delivers industry-specific, standards-based, training, site-specific, and education to our workforce. The LMS system is also an important tool for employees who express an interest in advancing their career in the security industry and are offered free career guidance and counseling from our human resources staff. SSOA strongly encourages promotion from within to promote security officers to lead security officers, lead security officers to assistant supervisors, assistant supervisors to supervisors, and so forth.

Pre-assignment/orientation training

State Requirements – Phase I (Before Hire) 40 Hours

The below courses are taught in licensed schools by licensed instructors as outlined in Chapter 493 by the Florida Department of Agriculture. All officers must have a current class D security license.

- Section 1. Legal Aspects of Private Security (6 Hours)
- Section 2. Role of Privat Security Officers (2 Hours)
- Section 3. Security Officer conduct (3 Hours)
- Section 4. Principles of Communications (2 Hours)
- Section 5. Observation and Incident Reporting (4 Hours)
- Section 6. Principles of Access Control (1 Hours)
- Section 7. Patrols (1 Hour)
- Section 8. Principles of Safeguarding Information (1 Hour)
- Section 9. Physical Security (1 Hour)
- Section 10. Interviewing Techniques (1 Hour)
- Section 11. Emergency Preparedness (1.5 Hours)
- Section 12. Safety Awareness (2.5 Hours)
- Section 13. Medical Emergencies (4.5 Hours)
- Section 14. Terrorism (2.5 Hours)
- Section 15. Event Security and Special Assignments (1 Hour)
- Section 16. Communications Systems (1 Hour)
- Section 17. Special Issues (4 Hours)
- Section 18. Introduction to Weapons (1 Hour)
- Testing. 2 Hours

**Comprehensive Service Training – Phase I
Pre-Assignment Security Orientation (After Hire)**

All officers receive Comprehensive Service Training – Phase I immediately after hire. This initial training is basic in nature and prepares a foundation upon which new officers will prepare for more advanced training to come. All officers are evaluated on the material presented during this and subsequent training. A complete and clear understanding of all subjects is necessary to qualify as an SSOA Officer.

The following topics are covered in detail with all SSOA Officers prior to assignment at any client location.

1. The Security Officer’s Role
2. Public Relations
3. Observation and Communication
4. Fire Protection and Safety
5. General Duties and Responsibilities
6. Performance of Duty, Legal Guidance





Officers required to operate vehicles on a customer's premises are also provided training on specific vehicle safety and operational requirements for bicycle, golf cart, Segway, or automobile with emphasis on safety of operation.

On-the-job, facility-specific, or industry-specific training

Comprehensive Service Training – Phase II

Training: Site Specific (After Hire) According to provided post orders of the Contract

General topic samples to be covered during this site-specific training may include:

- Overview of Cory Lakes CDD Scope of Work
- Workplace Violence
- Professional communication with public, media, our client's personnel, residents, vendors
- People Skills/Human Relations
- Alarms, Fire Protection/Suppression, Night Vision techniques
- Crowd/Traffic Control
- Non-Violent Crisis Intervention
- Crime Prevention
- Professional Protocol/Public Service Relations
- Reporting Requirements
- Concierge Training
- Patrol Procedures

With the use of our LMS program, SSOA can offer a variety of specialized training options for our officers depending on the needs and management requests of the individual sites.

Annual retraining and recertification

As stated above our program is designed to continually assess the officers' knowledge of procedures and instructions for your facility and to revise training to conform to any changes. Your SSOA General Manager will maintain contact with Cory Lakes CDD representative to incorporate changes as they occur and to ensure post orders and training requirements are updated and approved by Cory Lakes CDD management. Individual officers will be tested on changes as they are implemented to ensure consistent knowledge is held by your entire security team.

Advanced, personal development and/or continuing education

By allowing access to our LMS our officers have ready access to advance their career knowledge at their own pace, which enables them to be eligible for advancement within the ranks of SSOA. Each lesson is concisely structured to deal with one aspect of a larger topic. A sampling of topics included in this series are Patrolling, Human Relations, Commercial Building Security, Investigations, and Reports.

Practice drills are performed during the week on which the officer keep notes on their results. Later in the week, the supervisor critiques the officer's answers and notes. The supervisor may require the officer to demonstrate the skills he or she has practiced.

Officers are given an examination covering the entire lesson series. The exam is returned to the Operations Manager who grades it and forwards a copy to SSOA's Corporate Training Department for evaluation of both the officer's performance and the program's effectiveness.

Supervisor Training

To advance to a supervisory position, officers are required to complete the supervisor training course.

Introduction to the Role of a Supervisor

- Definition of a supervisor
- The role of the supervisor
- Supervisor duties
- Common attributes of successful supervisors
- Principles of Leadership
 - Traits of a good leader
 - Leadership concepts
 - Helpful hints for new supervisors
 - The top ten mistakes new supervisors make
 - Customer Service
 - Defining Customer Service
 - Key client concerns and expectations
 - How to develop a good customer service attitude
 - Important aspects for enhancing your on-the-job [performance](#)
 - Identify steps for initiative-taking customer [service](#)
 - How to deal effectively with customer complaints and angry customers
 - Time Management and Organizational Skills
 - The need for time management skills
 - Managing overtime
 - Conducting site inspections
 - The elements of proper planning
 - How to make meetings more effective
 - How to deal effectively with paperwork
 - Important email tips
 - Negotiation Skills and Conflict Management
 - The importance of negotiation skills
 - Steps for successful negotiating
 - The basic causes of conflicts
 - Defining "Conflict Management"
 - Tips for effectively managing employee [conflicts](#)
 - Managing and Motivating Your Officers
 - Key management concepts
 - Tips for "coaching" your officers
 - The proper steps for delegating
 - How to effectively retain your officers
 - Key motivational tips for officers
 - Training and scheduling officers

Development / Retention / Benefits

Security Solutions of America believes that the most critical position in our organization is held by our officers. As such, we find it our responsibility to provide the best training programs and offer opportunities for growth within the company. Personnel who demonstrate a desire to be promoted will be evaluated based on several factors including, but not limited to, their attendance record, job performance, and continued education. Successful completion of the criteria will enhance the employee’s opportunity for advancement; however, it is not required for promotion.

Promoting Employee Retention

Security Solutions of America’s recruiting approach has always been geared towards establishing a long-term relationship with our team and developing the tenure that gives our customers the peace of mind they deserve. Retaining quality security officers is the contract security partnership’s goal. This program is a huge step towards this objective. Concern for only short-range staffing needs leads to turnover and poor client service; therefore, we must demonstrate our combined interest in our most valuable security resource. Only then can we begin to build the tenure that leads to extensive job knowledge and better client perception of a security program’s overall competency.

Security Solutions of America Recognition Programs:

Extra Effort Award

Studies have shown that employees who appreciate their job are more motivated to provide excellent service. For this reason, SSOA directs all managers and supervisors to watch for actions our officers do that can be described as “extra effort.” We give each manager authority to give an “Extra Effort Award,” an instant recognition of a cash award to any officer for any action that enhances our service to our customers.

Platinum Performer

Security Solutions of America Officers, recognized by management or recommended by a client for exceeding expectations, are eligible to receive a personalized letter and certificate from our President and CEO along with a bonus check. Platinum Performers are also acknowledged in our company newsletter.

Continued Service

Security Solutions of America also recognizes officers for their continued service at the One, Five, Ten, and Twenty Plus year benchmarks. Each recipient will receive a letter of appreciation along with a cash bonus per year of satisfactory continuous service.





Site-Specific Officer Recognition Awards:

This award has been proven to be a Huge Retention factor as each officer at the Cory Lakes CDD site is eligible for an Officer of the Quarter (\$50.00) and Officer of the Year (\$200.00) awards. These awards are specific to the property which greatly enhances the officer's awareness in attendance, customer service, appearance, and overall performance, thus taking ownership of their position. Additional Award incentive programs can be discussed with the Cory Lakes CDD and is encouraged.

Uniforms:

Each full-time security officer will be provided with a complete set of uniforms which will consist of a minimum of (3) three shirts, (3) three pants, a Jacket, Hat, and Raincoat. This allotment can be customized to each property. SSOA recommends a casual business appearance for residential communities consisting of polos and kaki-style pants with the Site Manager/Supervisor and Lead Officers in collared shirts.

Holidays:

SSOA employees will observe 6 holidays as recognized by SSOA, but suggest, as an added incentive to mirror the holiday schedule which is designated for employees of Cory Lakes CDD. Officers will be paid per the terms of the contract of time-and-one-half on holidays worked. If an officer does not work on a given holiday, that employee receives no pay or premium for that day unless stated otherwise.

Vacation:

SSOA's employees receive a one-week vacation after one year of continuous service and two weeks after five years. This is another opportunity to consider additional vacation time as an added officer incentive.

SSOA Benefit Outline 2024

Security Solutions of America is consistently searching the marketplace for the best medical plans available to accommodate our employees that will provide the best plan possible at a reasonable cost. We offer a variety of plan options that our employees can choose from that will best fit their and their family's needs.

Major Medical: Offered through ACAFLEX offering the following services:

Medical Services In-Network Provider (No Out of Network Coverage)

*Preventive & Wellness Services (Non-Hospital Based) \$0 Copay (*Plan pays 100% of covered preventive and wellness services*)

*Primary Care Office Visit *Specialist Office Visit *Urgent Care *Telemedicine Services MedCall Now

Outpatient Diagnostic Services

*Laboratory Services(Non-Hospital Based) *Radiology(Non-Hospital Based)

*Outpatient: CT/MRI/PET Scan

Other Services:

*Allergy Services *Home Health Care *Treatment for Chemical Abuse & Dependency *In-Patient:

*Out-Patient: *Chiropractic Services

Hospital/Facility Services



- *Inpatient Hospitalization *Inpatient Surgery Included in Inpatient Hospitalization
- *Outpatient Hospital or Free Standing Facility *Services and Surgery *Emergency Room Services
- *Emergency Medical Transportation *Pregnancy Benefits: Childbirth/Delivery

Pharmacy Benefits - Included in ACA Flex

- *Preventive Prescriptions No Copay for ACA Compliant covered prescription drugs
- *Non-Preventive Prescriptions

Aflac Dental Insurance:

PREVENTIVE AND DIAGNOSTIC SERVICES

- Routine exams (two per year) • Routine cleanings (two per year) • Fluoride treatments
- Sealants • Space maintainers • Bitewing x-rays • Full-mouth x-rays

BASIC SERVICES

- Emergency palliative treatment • Fillings • Simple extractions

MAJOR SERVICES

- Surgical extractions • Oral surgery • Root Canals • Pulpotomy
- Pulp Capping • Pulp Therapy • Periodontal Maintenance (two per year)
- Periodontal Scaling & Root Planing • Periodontal surgical extractions
- Inlays, onlays, crowns, prefabricated stainless steel crowns, bridges and dentures
- Crown, bridge and denture repair (6 months must have passed since initial placement)
- Implants (covered under base plan maximum, one per tooth in 5 calendar years)
- Anesthesia

Aflac Vision:

Once Every 12 Months

- *Eye examinations inclusive of dilation *Eyeglass lenses *Frame
- *Contact lens evaluation, fitting, and follow-up care
- *Eyeglass Benefit – Frame *Davis Vision Frame Collection *Materials- Eyeglass Lenses
- *Contact Lens Benefit *Collection Contact Lenses Benefit *Out -of- Network Reimbursement

Additional Benefits

- *Freedom of choice -Access to care through our network of independent, private-practice doctors or select retail partners
- *Additional savings -receive up to 20% off additional eyeglasses, and sunglasses as well as 10% off disposable contact lenses
- * One-year breakage warranty *E-commerce options *Laser-vision correction (LASIK)

SSOA Additional Employee Benefits:

- * Group Accident Insurance *Group Disability Advantage
- * Group Hospital Indemnity *Group Life Term to 120



Discounted Hotel Reservations - Enjoy exclusive savings up to 60 % off hotel rates



Theme Parks and Attractions - Save on tickets to theme parks nationwide



Discount Movie Tickets - Save up to 40% at theaters near you



Walt Disney World® Resort - Save up to \$100 off gate prices



Apple - Exclusive employee savings on select products



Discount Flight Reservations - Save up to 20% on flights

Pay Periods:

Security Officers are paid bi-weekly, preferably by direct deposit. If direct deposit is not an option for the officers, an alternative pay method can be established.

Direct Deposit:

Our employees are paid via direct deposit.

Optional Tailored Benefits:

Many of our clients wish to add additional benefits for the officers assigned to their facilities. This is a strong incentive for the retention of qualified candidates at Cory Lakes CDD. SSOA can discuss the details of these and other incentive programs with management should interest be expressed.

Examples of these additions include:

- Perfect Attendance / Exceptional Performance / Work-related Tuition Reimbursement
- Additional Vacation / PTO time / Non-worked Holiday Pay

Significance of Good Employee Recognition Program



Appreciation is Basic Human Need



Motivation to Perform Better



Commitment Towards Business Goals



Positive Work Culture

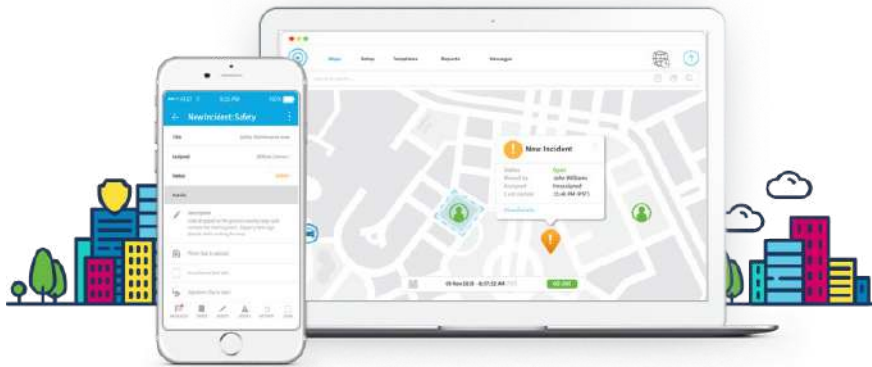


Focus on Performance and Innovation

Technical Approach

In the ever-evolving technology world, a lot has changed in the traditional sense of physical (manned) security. With the advancements in the use of live remote monitoring, AI additions to your basic CCTV applications and software programs, this has become common use, not only in the security sector, but in our everyday lives. SSOA is leading the charge in applying these applications, not only assisting management in delivering an efficient and well-managed security program but also considering our client's best interest in how we can deliver an Effective and Efficient security program by implementing these technology advancements.

SSOA will use Lighthouse® Contract Management Software to provide officer accountability, robust reporting, and management tools that allow greater visibility into our operational performance. SSOA includes this program at all of our locations to ensure we are being accountable and delivering on the SOW as outlined.



What is LIGHTHOUSE?

Lighthouse is a powerful software solution that helps us better manage our security workforce and ensures we deliver on our contract KPIs. It allows us to view, manage, and automate security operations from a single software platform. Lighthouse is directly tied into our payroll system, thus ensuring an accurate accountability of the officer's true clock-in and clock-out times resulting in delivering an accurate billing invoice.

Officers and Supervisors use the Lighthouse mobile app to record completed tasks and work smarter and faster. The app uses GPS, Bluetooth Beacons, NFC Tags, and QR codes to confirm guards are visiting required locations on time.

Scheduled Work & Loop Times

The platform can create schedules for Visits, Tasks, and Audits. Visit schedules (patrols) can be assigned to locations and zones (Beacons, NFC Tags, QR Codes) and monitor compliance with indoor/outdoor/mobile patrol schedules. If an officer fails to arrive at a location on time or complete a required activity, the system will automatically generate an exception. Full visit and exception reporting can be used to improve compliance and to respond to customer complaints/inquiries.

Location Tracking

Whether outdoors or indoors, on foot or in a vehicle, the system provides live and historical reports showing guard location and movement. This gives you confidence the security team is providing the required services and ensures you can provide evidence to your customers. Imagine a version of Google Maps that shows the location of every single officer in real-time. Not only that, but we can also see the status of scheduled patrols or manage security incidents that need your attention.

Activity feed and alerts

The activity feed is very much like a social media feed, except it shows everything happening across our contracts in real time.

The activity feed is available from the mobile app and Command Center and displays content based on everyone's permissions.

We can also set up mobile alerts for the activities that are important to us, for example, missed patrols or new incident reports.

Mobile app and forms

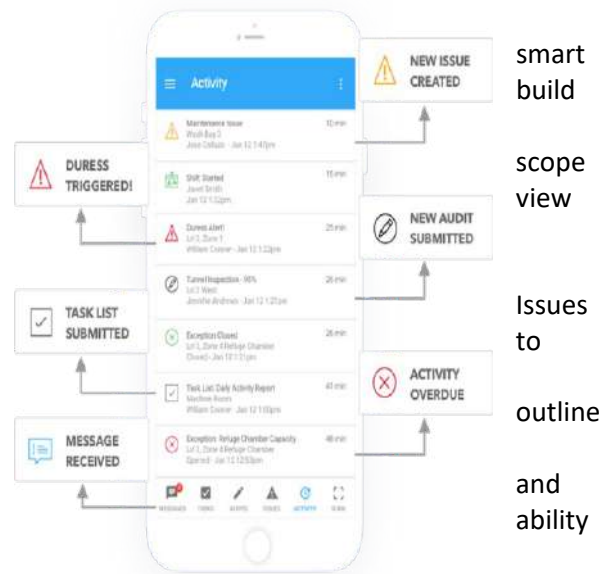
Available on iOS and Android, the mobile app is a powerful workforce tool and records all security activity from the field using mobile forms. Task, incident, and audit forms are quick and easy to use and submitted data populates reports in real-time.

Task forms can be created for each site and can be aligned with the SOPs. When the officer opens the app on-site, they can submit the task list that is relevant to their current location.

Issue/Incident forms allow officers to report on-site issues such as hazards, security issues, maintenance issues, and incident reports. These can be assigned to other employees for action and managed through resolution.

Forms can also be used to store SOPs, deliver toolbox talks, or new processes i.e., COVID-19 procedures and protocols.

Lighthouse also provides a powerful auditing tool for our supervisors and managers. Audits can be tailored for each location and include the ability to upload photos and notes.



Time and attendance/timesheets

Start and end shifts using the Lighthouse mobile app and use location information to ensure our officers are where they should be. Easily review shift data and export to our preferred payroll system with ease.

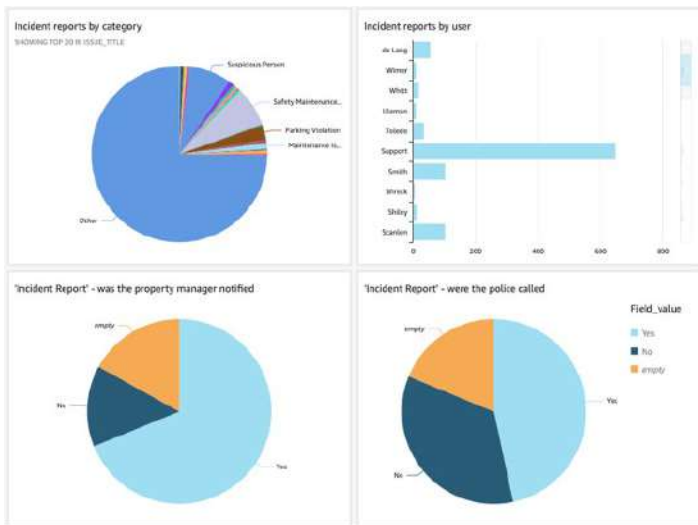
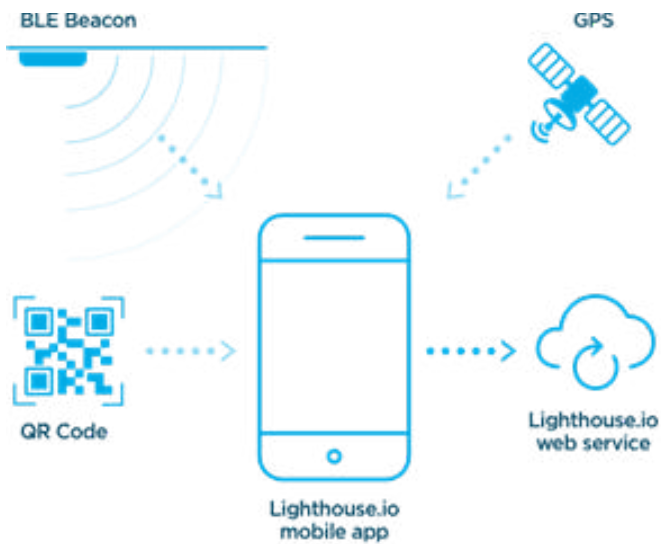
Messages

The mobile app also has built-in messaging, enabling fast and reliable communication between officers, supervisors, and customers. Notify an officer of an ad hoc security task, leave shift handover notes for the next officer, or send broadcast announcements to all officers.

Dashboard and reports

Dashboards are available to show what is going well and what is not going so well so we can continuously improve our operations. Plus, all our activity reports are stored securely in the cloud for seven years. We can view it online, download it to Excel, or get automatic PDF reports emailed directly to our inbox.

Lighthouse also offers custom dashboards, powered by Amazon Quick Sight. Advanced analytics allow us to build custom analytics that aligns perfectly with our contract KPIs and reporting requirements. Reports can be scheduled via email on a weekly or monthly basis.



Security Reporting

A detailed and legible report is vital in documenting the day-to-day activities, or an incident at the property. Valuable time and effort can be lost if the report does not contain the right information.

SSOA's online web reporting system (Lighthouse) ensures quality legible reports are available for you to view at your convenience and stored in the cloud. The way our web reporting works is that the officers are equipped with a company smartphone. When they arrive on site, they log into the web reporting application or website. They make all their reports from the smartphone, so they are legible, spelled correctly with spell check, and able to view in real-time from a portal that allows SSOA management and Cory Lakes CDD management to see the reports in real-time.

The officers can upload photos and videos to the report from their smartphone instantaneously. In the event of an incident, this is a great feature as pictures tell a thousand words, and there is an emergency protocol where once the incident report is input it can automatically be emailed to members of both management teams. There is also an incident report checklist, so they do not forget anything while writing the incident report.

There are separate reports for lights-out reports, hazards, parking violations, maintenance requests, etc. A pass-on log to leave memos and reminders for the officers; Delivery logs; Visitor/Guest log to check in and out; Vacation Requests so you will know if your normal officer won't be in; an employee policy manual in case they have any questions regarding our company policies and a complete set of the post orders are their fingertips so there are no more heavy binders for the officers. There will be no more paperwork left on site or shoved in your mail slot or under your door where anyone can read it. It is a more effective way all around to provide security and to help the environment by going green.



*Security Solutions of America
puts a dashboard for your
security operation at your
fingertips*

SSOA's trains our officers to evaluate their reports with a simple review process to ensure the reports are accurate and precise.


After you have completed the report, ask yourself the following questions:

1. Is it complete? Does it answer the questions - who, what, where, when how, and why?
2. Is it accurate and specific? It must be based on facts.
3. Is it easy to understand and legible?
4. Is it concise? Does it contain unnecessary information?

Reports are valuable if prepared properly.

Who?	Who originated the complaint or reported the problem? Who is the victim? Who can be contacted later for additional information? Who did you contact?
What?	What happened? What was taken? Describe in detail exactly what took place. What was damaged? What evidence was left at the scene? What action was taken by the Security officer in charge? What were the conditions at the scene (such as loud noises, lighting, raining)? What were the physical or emotional injury(s) of the victim?

- Where?** Where did the incident take place? Where was the suspect sighted? Where was the witness in relation to the incident? Where was the property before it was stolen?
- When?** When did the incident happen? Try to pinpoint the time of day/night. When was security notified and who in Security? When was the suspect sighted by the witness/witnesses?
- How?** How did the incident happen? How did the intruder enter the premises? How did he/she leave? How was Theft discovered? How were the police notified?



Incident Report
Level Q Food Court - 343pm (POT) by William Smith
Status: OPEN
Assignees: Michael Carne, Jonathan Chrisp

Timeline


Activity	User	Timestamp (POT)
Issue opened	William Smith	3:43 pm
Issue assigned to John Barrows	William Smith	3:48 pm
Issue Closed	John Barrows	3:53 pm


Overview

Location Details: Near the tables outside Sub way

Description: Leaking Roof

Action Taken: Mopped and safety sign placed

Photos: 



Daily Shift Report
Jonathan Smith
Nov 20th 08:00 - Nov 26th 08:00 | Location: N1, E1, West 30m


Summary:
 - Issues: 24
 - Open: 2
 - Closed: 3
 - Pending: 0

Timeline

Activity	Location	Timestamp (POT)
Issue created	Level Q Food Court - 343pm (POT)	3:43 pm
Issue assigned	Level Q Food Court - 343pm (POT)	3:48 pm
Issue closed	Level Q Food Court - 343pm (POT)	3:53 pm

Activity Summary

Activity	Count	Timestamp (POT)
Issue created	24	3:43 pm
Issue assigned	2	3:48 pm
Issue closed	3	3:53 pm
Issue pending	0	

Photo of Location: 

Transition Plan

SSOA is fully appreciative of legitimate concerns associated with a change in your security provider. We recognize that the security at Cory Lakes CDD is important. To that end, it is necessary that advance planning and preparation be developed to ensure the continuity of customer service and security capabilities. We have developed a comprehensive and detailed Transition Plan to accomplish the goal of an orderly transfer of security responsibilities. The goal of this transition plan is the continuity of security operations at your facilities. To accomplish these objectives, over the period between the contract award and the contract starting date, SSOA has defined a staged set of tasks, along with a calendar scheduled to synchronize with the identified date of the start-up. To accomplish the tasks detailed in the Transition Plan, we have a team consisting of key personnel whose responsibility will be to ensure an orderly transition.

Note: Our Transition Plan provides for contract performance 30-days after contract award. Weeks 1-4 are defined as the transition period. Weeks 5-8 are post-transition activities that solidify contract operations.

FUNCTIONS	WEEKS							
	1	2	3	4	5	6	7	8
Contract Awarded	█							
Onsite Operations Management Meeting & Inspection	█							
On-Site Service Review-Building of Post Orders-Ordering of Required Equipment	█							
Begin Weekly Meetings with Cory Lakes CDD	█	█	█	█	█	█	█	█
Establish Lines of Communication	█							
Review Service Details and adjust accordingly	█	█						
Recruitment of Personnel & Pre-Employment Screening	█	█	█	█				
Selection of Personnel		█	█					
Begin Safety Audit	█	█						
Classroom & Training Programs		█	█					
Develop Work Schedule				█				
Order & Fitting of Uniforms		█	█	█				
Begin LMS & On-Site Training			█	█				
Final Service Requirements Reviewed and Adjusted Accordingly				█				
Start Service				█				
Service Performance Evaluation by Management					█	█	█	█
Personnel Reassessment					█	█	█	█
Training Curriculum Revisions					█	█	█	
Services Standards Evaluation with Cory Lakes CDD				█	█	█	█	
Finalize Safety Program								█



Transition Plan Tasks

Initial Agreement

An illustration of an orderly, planned transition program is shown in the Transition Schedule. Further, the proposed schedule is flexible to accommodate a critical review of each task by the Transition Team and Cory Lakes CDD. After review and initial agreement by all parties, the transition schedule will be put into effect.

Transition Team

Early involvement of members of the Transition Team will ensure complete preparedness at the date of contract startup. The Transition Team proposed involves responsible personnel from both SSOA and Cory Lakes CDD management. This is depicted on the schedule as an initial meeting immediately after the contract award. This initial meeting is followed by four (4) weekly meetings. These meetings are to monitor the other tasks of the Transition Program including addressing any problems and correcting any issues or adjustments as needed. Essential to the achievement of the Transition Plan objective is the close working relationship between key personnel from SSOA and Cory Lakes CDD.

Review of Site Plans, Security Programs, and Documentation

It is recommended that the Transition Team undertake further review and examination of existing security plans and contingency documents. The existing post orders at Cory Lakes CDD will be used as a basis to begin this task. Additionally, we will request permission to conduct a security survey of your community to ensure we understand and fully appreciate all aspects of the physical layout of the facility along with any special equipment or procedures for which unique training requirements may exist. Our survey will include employees' work routines and the status and condition of all security-related installations including, but not limited to, fences, barriers, doors, gates, locks, access control procedures, and property control procedures.

Personnel Selection and Screening of Current Security Staff

SSOA recognizes the possibility that the current security officers may meet the upgraded personnel requirements of SSOA's criteria for hiring, and Cory Lakes CDD management's desire to retain certain officers. We will plan to interview those officers, with the proper approval, due to their familiarity with the security procedures at your community. They could also become a valuable SSOA employee with the proper supervision and management in the future.

Screening of New Personnel

Once current applicants have been contacted and SSOA begins to receive responses to recruitment efforts, the screening process will begin in earnest. All applicants, whether current Security officers at Cory Lakes CDD or new applicants, will be subject to SSOA's screening and recruitment procedures. To ensure a smooth selection process, SSOA proposes to conduct job interviews onsite so the individual can gain insight as to the community and the duties of the position, as well as allow our recruiter to determine if they are a good fit for the culture of the community. Local reference checks will be performed to achieve a preliminary qualification status. If acceptable, the candidate will then undergo the required background investigation and interview process.

On-site Training of All Personnel

After the screening process and once all personnel have been selected and completed the SSOA Orientation program, site training will then begin at Cory Lakes CDD. The onsite training covers all facility security functions as outlined in the

updated post orders and is scheduled so it does not interfere with day-to-day operations. The training is scheduled on a per-shift basis and allows the initial cross-training process to begin.

Operation Dynamics During Changeover

SSOA believes that a smooth transfer of responsibilities can be affected at the termination of existing contracts through the full involvement of the Transition Team and Cory Lakes CDD management. Additional and retained personnel will be issued their uniforms and any equipment required during the final week of the existing contract. Security Solutions of America’s Supervisory personnel will be on-site at the start of the job to ensure a smooth transition. This consistency of supervision will continue for a period necessary to ensure all security officers are comfortable and knowledgeable of their duties and responsibilities.

“Business Review” Meetings

Security Solutions of America will request a "Business Review Meeting" between SSOA’s Management Team and Cory Lakes CDD Contract Administration personnel. These meetings will be the platform for discussions on what is going well, what needs improvement, and what changes could be made to enhance the current security program to remain proactive with the changes within the community.



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Additional Capabilities



Corporate Command Center

- Complete agent training center on site
- 20,000 square foot
- State of the art facility
- US Based
- Dedicated phone # for 24/7 support
- 24/7 Live Monitoring
- One of six companies with the UL 827 Safety Central-Station Alarm Services / UL 827B Managed Video Services certifications
- Built in analytics and artificial intelligence device support
- Research and Development division support



Remote Rover

- Daily camera verification; in terms of availability / damage / debris / moisture & foliage
- Scheduled property patrols and weekly reports of incidents / metrics
- Activity can include but not limited to – Loitering, open doors or gates, lighting conditions, damage to structures or property and persons on site
- Physical presence / Deterrent
- Limited range / extended SOW / Service continuity / costs and increasing regulations
- Functioning IP cameras and ideally voice-down speakers
- Uninterrupted access to site network and NVR
- Client contact details and call tree 24/7 for emergencies



Technology – Remote Guarding Suite

1. Remote Lock and Unlock
2. Remote Guarding
3. Remote Escorts
4. Remote Access
5. Virtual Remote Patrols
6. Pro-active alarm verification
7. Incident verification
8. Forensic video evidence
9. Technology Health Checks
10. Panic Alarm Assistance
11. Help Assistance
12. Firearm Detection



Safer Space – Direct Dispatch Remote Guarding

- Combines Artificial Intelligence + Machine Learning + Camera Analytics + Live Agents
- Provides enhanced security + Proactive voice-down + Prompt police response + Incident reporting
- Take advantage of technology to proactively guard and monitor property
- Solve unique security challenges – Theft / Vandalism / Loitering / Trespassing
- Functioning IP cameras and voice-down speakers
- Uninterrupted access to site network and NVR
- Coordination with on-site security & event protocols
- Client contact details and call tree 24/7 for emergencies



Event Detection – Event Based



Objects in Area

An event will be triggered when a vehicle or person moves into the region of interest.



Objects Loitering

An event will be triggered when a vehicle or person stays within the region of interest for a predefined amount of time.



Objects Crossing Beam

An event will be triggered when a specific number of vehicles or people cross a beam in a prespecified direction.



Object and Motion Detection

An event will be triggered when object motion occurs – analytics can discern between humans and vehicles.

Patrol Vehicles

Security Solutions of America equips all our patrol vehicles with a dashcam. HD video, AI, and driver data join forces to help coach drivers and mitigate risk with Integrated Video. Road-facing and driver-facing footage in a side-by-side view with a fleet management system to deliver video clips of harsh driving events within minutes of them happening.



- Coach Drivers on Safe Behaviors
- Quickly take corrective action
- Help mitigate accident risk & liability
- Request on-demand clips from available video footage
- Receive video clips within minutes of a harsh driving event
- Know how severe an incident was with event classification
- View road-facing and driver facing footage side by side

Business Continuity

The primary goal of any emergency plan should be to reduce the risk of injury or death to any occupant of Cory Lakes CDD facilities and secondarily, to protect property during a natural disaster. With those goals as our starting point, we feel it is entirely possible to prepare a plan that you and your employees feel will be effective in almost any emergency. If our services are requested, we will begin with a meeting of all key members of your Emergency Response team to review any prior preparations that may already be in place. We will use the information gained from our initial assessment of your facility after the contract was awarded. From that assessment, and with the input your team provides, we will conduct a thorough Facility Hazard Analysis and start the first phase of emergency planning: Prevention (referred to as “Mitigation”).

Prevention:

We will attempt to define all the necessary procedures, equipment, personnel, and changes that will help to avoid emergencies and even worse, disasters. This would include such examples as automatic sprinklers, alarms, backup systems for data and power, segregation of hazardous materials, automatic cutoffs for fuel, redundant control systems and locations, and placement of emergency equipment.

All emergency planning identifies the need for additional signage, such as evacuation routes, exits, location of fire alarm pull stations, stairways, and emergency personnel contact information. A Security Solutions of America representative will share examples we have learned to incorporate from collaborating with different companies and types of businesses.

This phase would also include the assignment of responsibilities for plan preparation, implementation, and plan testing. We also recommend that local agencies such as Fire and Police departments, authorities responsible for emergency planning and response in the jurisdiction, and local medical facilities be consulted in preparation of the business emergency plan. Such information as response times, locations of underground gas lines, and power routing facilities can be critical information these parties will be able to provide.

Preparedness:

The next phase, Preparedness, is “crunch time.” Now decisions must be made as to what will be done to reduce risks and begin implementation. Security Solutions of America will recommend resources that can be made available, how quickly and in specific quantity based on the severity of the emergency. Personnel, vehicles, and communications equipment can be specified based on Cory Lakes CDD needs. Company resources and action plans should also be defined. Pre-identified command personnel will be trained and ready to take charge in the event of a defined emergency.

A keynote:

Plans and preparations should cover 24/7! Real emergencies and disasters tend to happen when you are least prepared, i.e., holidays, nights, and weekends. This, again, is where your contract with Security Solutions of America can be the ultimate backup plan. We operate around the clock, have the communications systems already in place, and can activate personnel quickly. This is the third phase of emergency management: Response.

Response:

The Cory Lakes CDD response will follow the action plan for each emergency. Plans should include contingencies for escalation. For instance, a fire which begins in an adjacent business may suddenly spread to your facility; a hazardous material spill off your premises may block transportation to your facility or make a full or partial evacuation necessary; a storm that was forecast to miss your location may change direction and intensity. This is where the training and flexibility of command personnel is so critical. Your manager responsible for emergency response could request that Security Solutions of America have personnel or equipment on standby in the event of changes. Security Solutions of America personnel could begin to fill in as necessary to relieve Cory Lakes CDD staff after extended hours.

It is when a company is in emergency response mode that a key planning item may come into play. For instance: Who is responsible for responding to media inquiries and does everyone involved know who that person is and how they can be contacted? Do not expect -- and do not plan -- to exclude the media. It is their job to "get the story." It is far better for Cory Lakes CDD to have input to what that story is rather than leaving it to conjecture. Conjecture is seldom favorable to the affected company.

If the emergency or disaster is of broad impact, such as a major storm, you may be dealing with local officials involved in the emergency response. Clear and open communications are vital. In effect, these agencies are additional resources and may have communications and means beyond what Cory Lakes CDD must cope with the situation. For instance, your employees or residents may need shelter and food. These agencies have that information readily available.

Another aspect of helping your employees is to consider in your planning those who are hearing or visually impaired or those who may not be ambulatory. This, again, is where additional Security Solutions of America resources may help. We would be available to accommodate these residents, and employees, so your staff is not taken away from managing their assigned duties in an emergency or disaster response.

Recovery:

The final phase of emergency planning is Recovery. In a lesser emergency this can be a quick process. The fire that was quickly put out, the accident victim that was promptly dealt with, or the threat that was determined to be a hoax that will have minor impact on business operations. However, they should be thoroughly investigated, carefully documented, and analyzed to determine what, if any, actions should be managed differently. Every experience should benefit future planning.

Major events or disasters, such as extensive fires, floods, or explosions, may have a long-term impact on a company's business. Senior management will determine what action Cory Lakes CDD must take to recover. Security Solutions of America stands ready to provide services to protect property and assist in any way possible to help our clients get back on their feet again.

A very essential part of all emergency planning activities is to involve employees and give them material and feedback. Most companies today maintain employee handbooks on their computer systems. These handbooks contain not only emergency information, but company policies on all aspects of the business pertaining to employees. The widest possible dissemination of emergency information should be available.

A primary requirement that should be expected of employees is to not only follow the policies and procedures; but to also inform management of exposures and risks that they perceive. Taking the time in employee orientation sessions and training sessions to review emergency action procedures is always time well spent. A Security Solutions of America representative can be available to discuss security and safety topics when requested.

Final Emphasis:

An emergency response plan is of little value unless it is evaluated and revised on a continual basis. One of the techniques used by companies is to have short quizzes that managers, supervisors, and team leaders can use in meetings to assess employees' awareness of emergency response actions. Discussions in department meetings will be enlightening for all concerned.

Implementing Emergency Management Services:

Our Senior Management Team has successfully deployed our Emergency Management Team over fifty times in the last 26 years. The quantity of officers has varied from a handful to the 350 individuals taken to the bail-out (2 hours' notice) of the 1996 Atlanta Olympic Games. With the experience gained during the 1996 Olympic Games in Atlanta, our management team has developed a system using an extraordinary pool of superior security officers. We were able to provide 350 active-duty military personnel, while on leave, for the Games with extremely short notice.

Since this experience, Security Solutions of America's management staff has employed this team for nationally televised sporting events, international trade shows and major work stoppages. Their availability can surpass a month in duration with additional teams being brought in for relief. Through nineteen (19) hurricanes, dozens of ice storms, significant work stoppages, and national sporting events, we have formed a loyal customer base that will gladly speak to our ability to perform. In the example of hurricanes, we have moved our workforce up and down coastlines in accordance with the National Hurricane Center's most recent tracking data.





Cory Lakes

Community Development District

EXHIBIT

6

AGENDA



ESTATE MANAGEMENT SERVICES

About Estate Management Services

Over our 30-year history, Estate Management Services has grown into one of the largest and most well-regarded aquatics companies in the United States. Our broad range of services, highly trained workforce and unparalleled technical expertise has set us apart in the aquatic industry.

EMS maintains eight locations across five states, providing contract aquatic maintenance and compliance services for a range of municipal, commercial, federal, and private clients. Additionally, EMS boasts robust capabilities in wetland mitigation plans, wetland delineations, dredging, airboat application, aerial application, aquatic toxicology analysis and laboratory services.

EMS' consulting arm, Meryman Environmental, is headquartered in Riverview, FL and has been a FL-based Environmental Consultant for 50 years. While operating under different names, EMS and Meryman have the same ownership and work closely together on aquatic and wetland management plan design and execution.

Our Leadership Team

John Crabb, Sr. Aquatics Director - John Crabb has been a licensed aquatics contractor for 30 years across eleven different states. A former board member for the SC Aquatic Plant Management Society and the Arkansas Water Resource Commission, John has been actively involved in the aquatics industry and an advocate for the preservation of natural areas for his entire career. John has provided consulting services for GADNR, SCDNR, Tennessee Valley Authority, City of Atlanta, and Santee Cooper in matters regarding water quality and aquatic resource management. In his 30 years in the industry, John has overseen large-scale lake management programs and drinking reservoirs in thirteen different states.

Dale Meryman, PhD, Sr. Director of Environmental Consulting - Dr. Meryman has 50 years of professional services in wetland evaluations, plant taxonomy, ecology/limnology, terrestrial and aquatic ecology, water quality analysis, aerial photointerpretation, permitting assistance, ecosystem analysis, wildlife habitat design and management, and assessment and remediation of contaminated sites. More specifically he has served as a court expert in the field of wetland delineations, restorations and mitigation and the population census, permitting and relocation of Endangered and Threatened Wildlife Species. In addition to his career and continuing education courses, Dale is a member of several professional associations and governmental and citizen action committees. He represented the U.S. State Department in conjunction with the People-to-People Organization in Russia and most recently in China. Dr. Meryman participated in the U.S./U.S.S.R. Environmental Technology Summit Conference, specializing in the toxicology effects of the Chernobyl disaster. He was recently involved with the Environmental Client Change Conference with the government of China, taught noted Scholars from various universities, and the U.S. State Department. He lectured at several universities on the effects of storm water discharge on the environment and how to improve the water quality using a filtering wetland system.

Jeremy Anderson, Natural Areas Director – Jeremy Anderson has 20 years of natural areas management experience on private, federal, state and utility waterways. He has 10 years of experience treating

aquatic weeds on the Santee Cooper lakes. Jeremy is licensed in five states in aquatics, rights-of-way, and natural areas. Mr. Anderson also holds certifications as a Master Certified Stormwater Manager, USCG Captains License, SePRO Certified preferred applicator and Procellacor specialist. Additionally, Jeremy is an experienced Raven Precision Guided spray technician and is licensed BioBase Bathymetry mapping technician. Jeremy oversees services for Miami Dade County, SCDNR aquatic vegetation control program and Santee Lake management program. Jeremy is also certified in hazardous material handling and spill containment.

Jennifer Kasper, Chief Operating Officer - Jennifer Kasper has over 15 years of management experience. Jennifer specializes in administrative management, team leading, and is actively engaged in aquatics training. She oversees all aspects of EMS operations, driving efficiency, scalability, and profitability. With a proven history of implementing innovative solutions and optimizing processes, Jennifer Kasper plays a pivotal role in guiding EMS towards its strategic goals. She brings a combination of strategic vision and hand-on operational expertise, ensuring alignment across departments and fostering a culture of collaboration and excellence. Jennifer is a powerful force in the workplace and uses her cheerful outlook and tireless energy to encourage others to work hard and succeed as a team.

Tim Woodland, President – Tim Woodland has over 15 years of experience in construction, development, and land management, with a particular focus on large scale project management across multiple geographies. Tim is a licensed General Contractor, a Certified Master Pond Manager, and is a member of the Stormwater Policy Committee for the Southeast Stormwater Association. Tim has completed successful projects in 27 different states and internationally for numerous Fortune 100 companies, heads of state and federal and municipal entities.

Our Clients

Some of our clients include:





May 9, 2024

Patricia Thibault
Cory Lake Isles
10441 Cory Lake Dr.
Tampa, Fl. 33647
Email: patricia@breezehome.com

Dear Cory Lake Isles,

We want to thank you for the opportunity to bid on your project and we look forward to your meeting on May 30th. Cory Lake Isles has a stormwater system that is made up of 9 ponds and 1 lake. The aesthetics, water quality, and function of these waterbodies are critical to the neighborhood as a whole. We are proposing to manage the ponds and lakes using two different management approaches. The ponds total 7.91 acres and the lake totals 117.1 acres. I would suggest having us run a bathymetry survey on the big lake which will help with present and future management plans as well as identify potential sediment issues. I have attached a sample bathymetry. The reason we are proposing the ponds and lake separately is because they do not function the same and typically are managed differently. We can also manage the lake on a separate plan, which may save you money.

I have emailed the pond management proposal through our PandaDocs system with our typical fixed cost of 12 visits per year. I don't know the complete history of these ponds but suspect some of them may need carp stocking, and possibly have erosion and/or sediment issues. Our monthly service includes the inspection of these items.

On lakes, we want to approach it as "less is better". Often times, a larger lake can be balanced without much help from us. We can strategically manage this lake by making slight adjustments and still maintain client threshold expectations. Some examples: one systemic treatment, lower nutrient levels, induce a beneficial phytoplankton bloom, buffer the water, allow certain desirable plants to inhabit small out of the way areas, biological controls and/or sediment remediation. We have found that small adjustments have caused big benefits without using the sledgehammer approach. We typically assign pond technicians to pond contracts and assign one of our in-house biologists to a lake with oversight to testing data and formulating the ongoing management plan with the client. The proposal is to supply our biologist with one boat visit per month to survey the lake for any and all issues at a fixed cost per visit. After each visit a detailed report will be provided with suggestions and costs. Examples of these suggestions may mean: 10 water samples testing for current chemistry and nutrient levels (\$85.00 each), (4) water samples to test for microscopic algae type and density to identify a possible harmful algae bloom (HAB) at \$115.00 each, we need to treat 5 acres of filamentous algae in these identified areas and soon (\$647.50). Because we are basically on retainer, we offer lower labor and product cost than typical. Usually after the first year we can propose a lake budget and suggestions to your community for approval which then just streamlines the process even further. Our fixed boat visit with biologist cost would be: \$1,520.00 per month which also includes a 30 minute to one hour briefing with your onsite contact just to discuss issues or suggestions. Upon your acceptance, a formal contract will be provided for either service (ponds/lake).



The bathymetry survey cost would be: \$3,150.00. I am not suggesting this now but thought you would be interested in knowing. Our initial lead time on projects like this is 2-3 weeks. If you have any questions, please call 912-466-9800.

Sincerely,

John Crabb III
Senior Aquatics Director
Estate Management Services

Additional Relevant Equipment/Capabilities

Environmental Consulting

- Agency permitting
- Wetland Planting, Restoration and Design
- Wetland Mitigation Design
- Wetland Determination and Delineation
- UMAM/ERP Permitting
- Wildlife Taxonomy and Habitat Restoration
- Endangered Species Permits, Relocation, Management and Monitoring
- NPDES Stormwater Permit Monitoring and Compliance Management
- Surface and Ground Water Analysis
- Soil, Sediment and Sludge Analysis
- In-house laboratory services

Dredging

- (3) Dredge units with trained, dedicated operators and support crew
- In house bathymetric mapping and analysis

Natural Areas

- (5) Airboats equipped with Raven Precision Guided Spray nozzles for precise application monitoring and reporting
- Certified Natural Areas applicator

References

Janie Parrish
Common Area Manager
Sun City Hilton Head
(843) 705-4084
janie.parrish@schhca.com



Ken Lambright, GCS
Sea Island Golf Club, Retreat Course
(912) 638-3325
Kenlambright@seaisland.com

Brian Spradley
Procurement Contracting Officer
Miami Dade County
(305) 375-4706
Brian.Spradley@miamidade.gov

Upon approval of proposal, a formal contract will follow for signature.

Print Name

Signature

Email

Date

Phone #

Cory Lakes

Community Development District

EXHIBIT








7

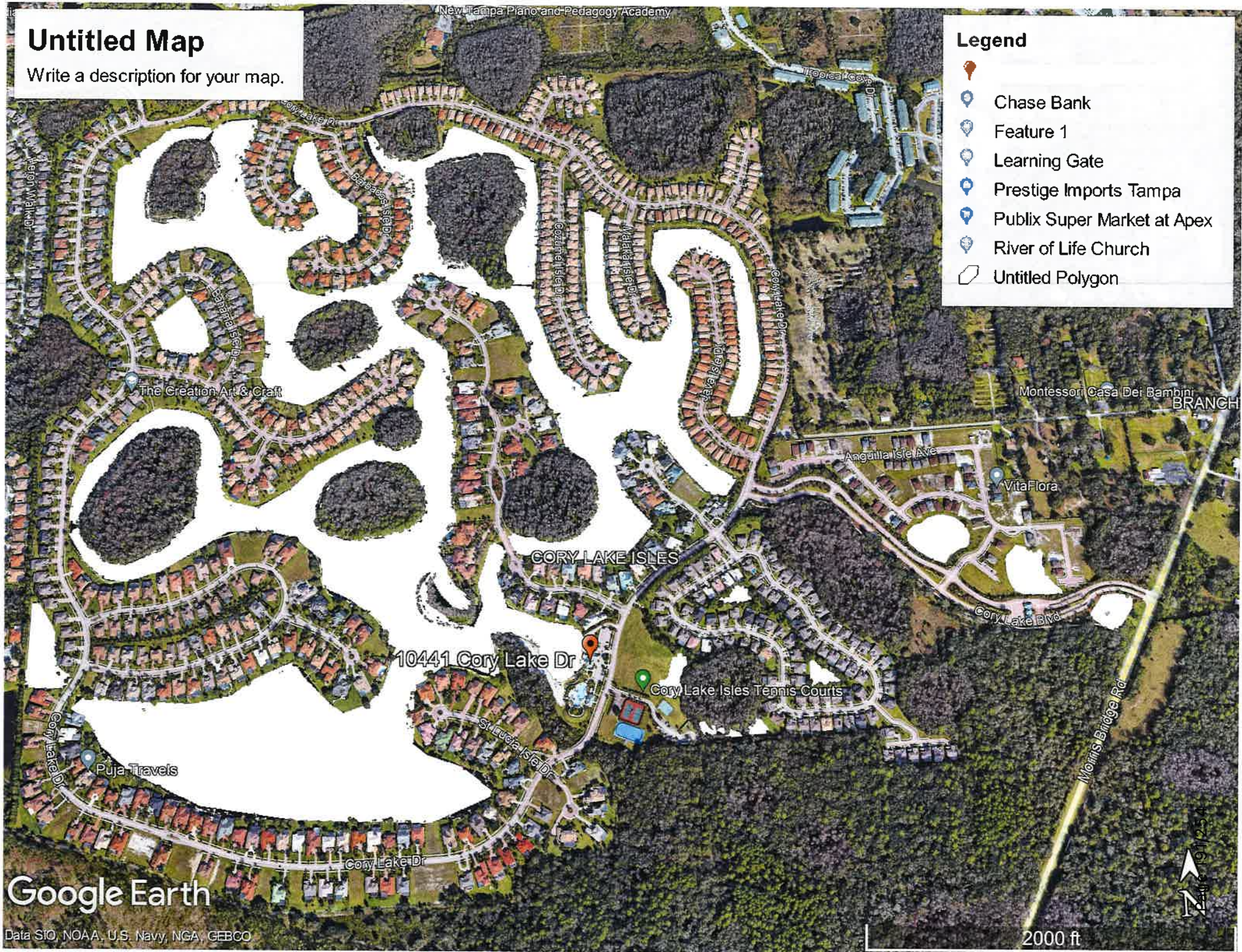
AGENDA

Untitled Map

Write a description for your map.

Legend

-  Chase Bank
-  Feature 1
-  Learning Gate
-  Prestige Imports Tampa
-  Publix Super Market at Apex
-  River of Life Church
-  Untitled Polygon



Google Earth

Data SIO, NOAA, U.S. Navy, NGA, GEBCO

2000 ft

Cory Lakes

Community Development District

EXHIBIT

8

AGENDA

Baynard Park Pond 2, Beaufort South Carolina

Report Time Stamp: 2021 August 06 - 12:11 (UTC) ... [REPORT LINK](https://noxreportprod.s3.amazonaws.com/74404cab-6124-4563-9d14-d4fe3d5bbd6a/Report.html)
 (https://noxreportprod.s3.amazonaws.com/74404cab-6124-4563-9d14-d4fe3d5bbd6a/Report.html)



Survey Metadata

Data Collector: Jeremy Anderson
 Survey Time: 2021 July 26
 Stamp (UTC): - 16:04
 Starting Location: 32.276660, -80.929154
 Ending Location: 32.276673, -80.929357

Survey Statistics

Average Water Temperature:
 Survey Area: 0.597 acres
 Survey Volume: 3.010 acre ft
 Percent of Waterbody Surveyed: 99.9%
 Waterbody Area: 0.598 acres
 Estimated Waterbody Volume: 3.013 acre ft

Survey Settings

Includes Edited Data: No
 Track Buffer: 25 m
 BV Grid Cell Size: 5 m
 BV Minimum: 5.0%
 Detection - Percent: 2,400 ft
 BV Minimum: 20,000
 Detection - Depth: ft
 BV Maximum: 20,000
 Detection - Depth: ft
 BV Sonar Channel: Primary

Quality Control

Reviewer: Ian McCormack
 Comments: We have reviewed this trip. Please use the "ASK THE EXPERTS" button for this trip if you have any questions.

Survey Summary

Biovolume Analysis by Quintiles

Biovolume Analysis by Depth

Glossary

Baynard Park Pond 2

[VIEW REPORT](#)

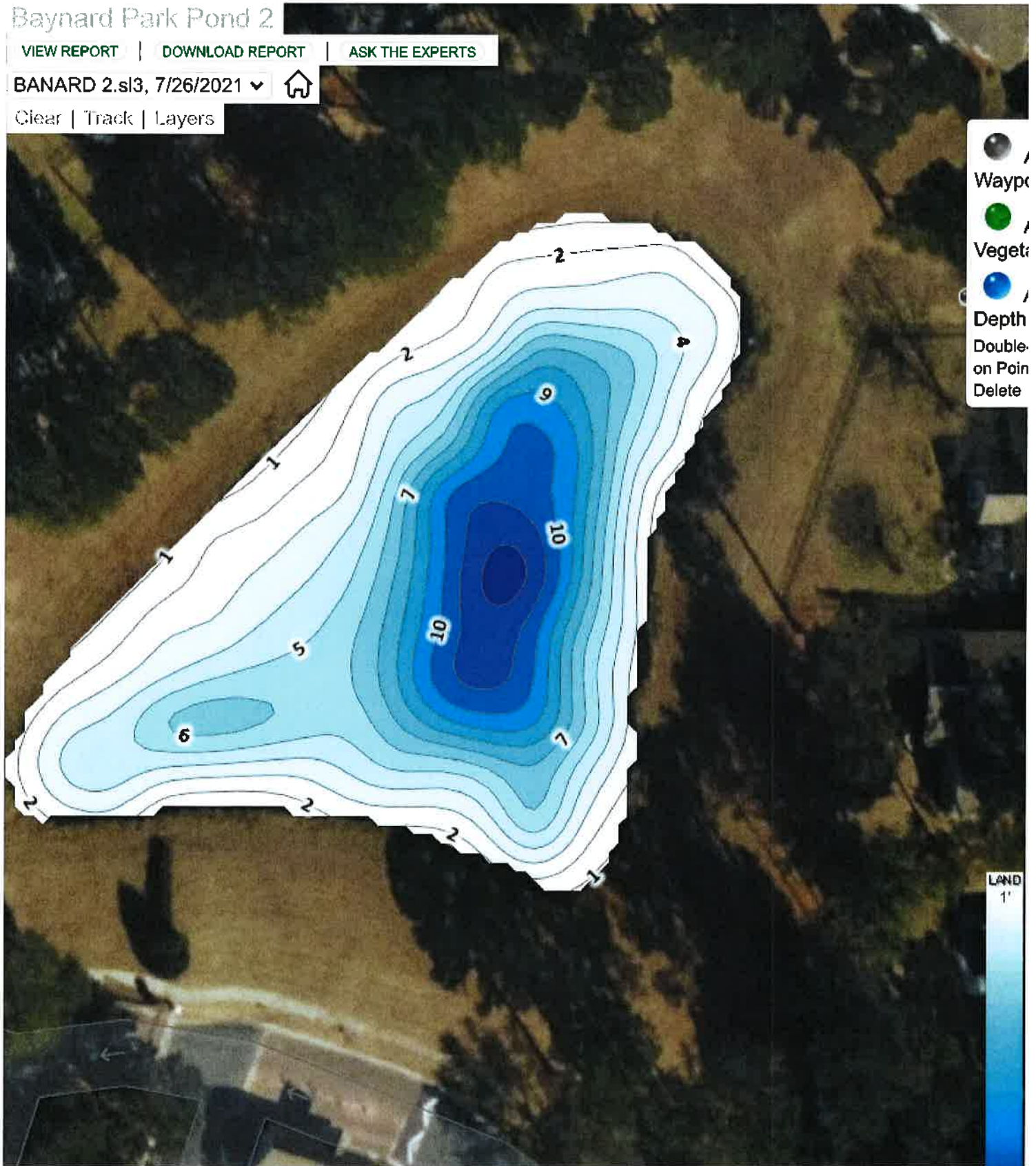
[DOWNLOAD REPORT](#)

[ASK THE EXPERTS](#)

BANARD 2.sl3, 7/26/2021



[Clear](#) | [Track](#) | [Layers](#)



Baynard Park Pond 2

[VIEW REPORT](#)

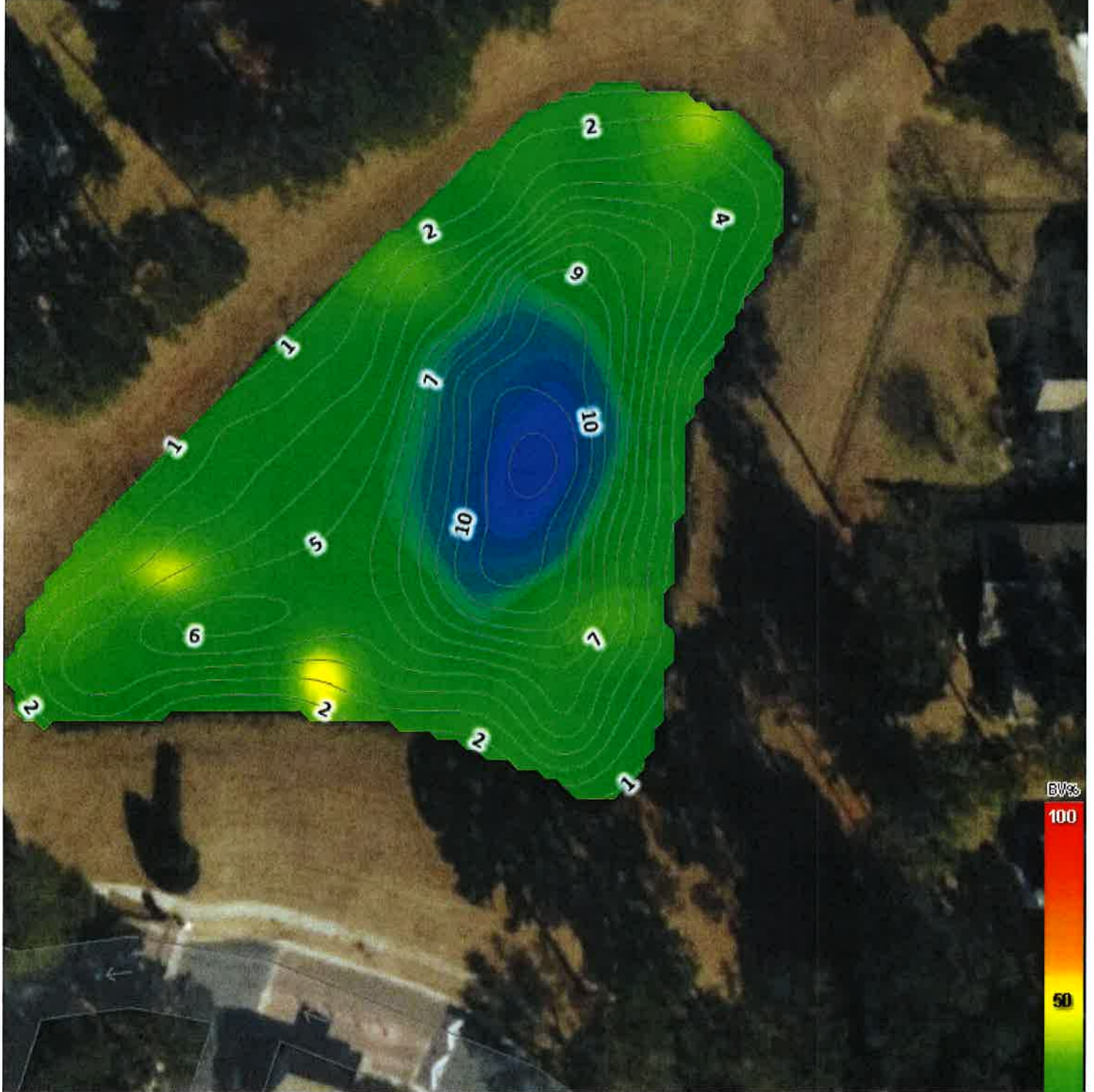
[DOWNLOAD REPORT](#)

[ASK THE EXPERTS](#)

BANARD 2.sl3, 7/26/2021



[Clear](#) | [Track](#) | [Layers](#)



Baynard Park Pond 2

[VIEW REPORT](#)

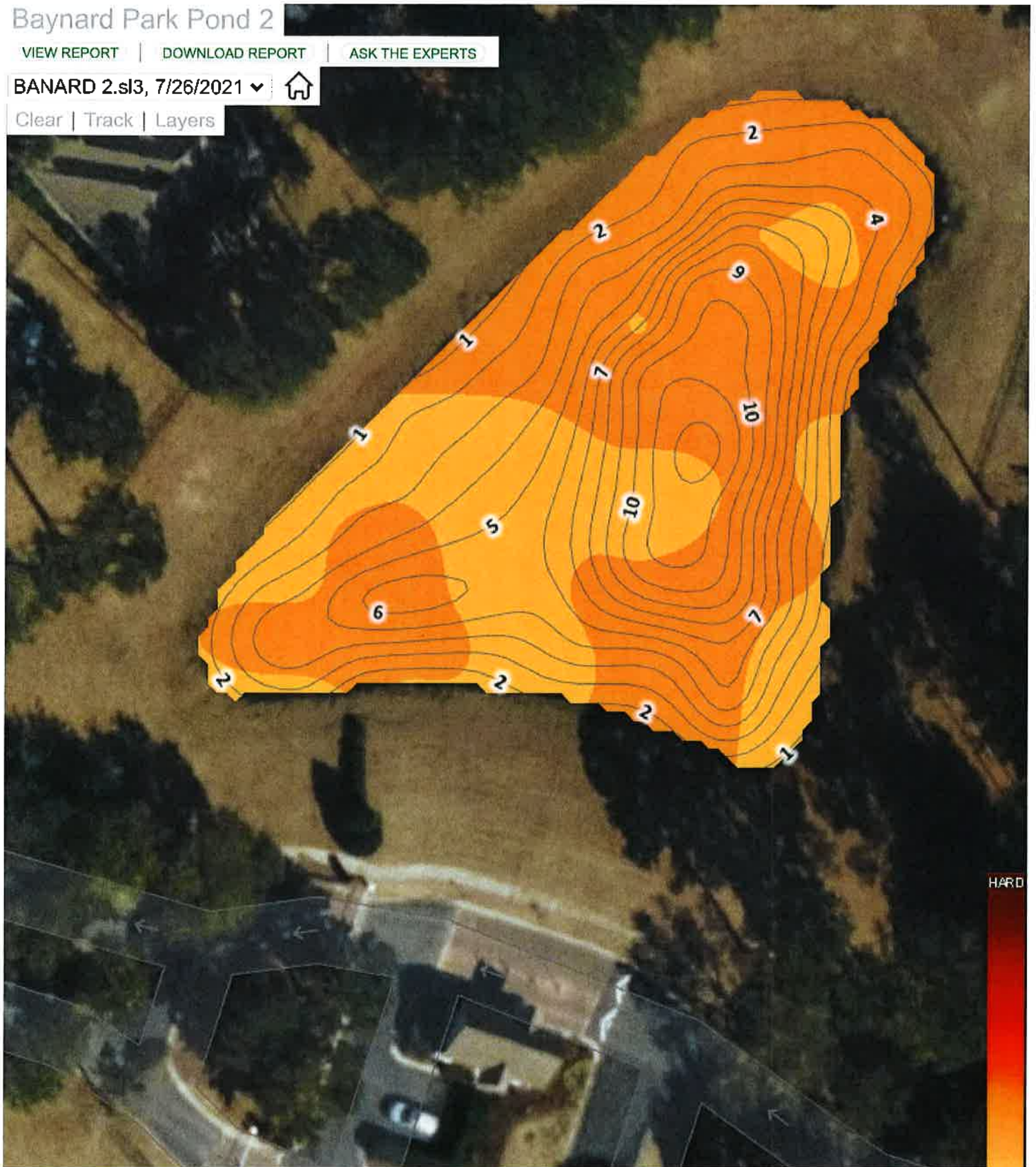
[DOWNLOAD REPORT](#)

[ASK THE EXPERTS](#)

BANARD 2.s13, 7/26/2021



[Clear](#) | [Track](#) | [Layers](#)



HARD

SOFT

25 feet

10 m

Cory Lakes

Community Development District

EXHIBIT

9

AGENDA



Cory Lake CDD

10441 Cory Lake Drive, Tampa, Florida 33647

Gate Code:



Cory Lakes

Community Development District

EXHIBIT

10

AGENDA

2024

STEADFAST

ENVIRONMENTAL



breeze

Breeze Community Management
Proposal for Pond Maintenance:
Cory Lakes CDD

Page 10 of 254 Cory Lake Drive, Tampa, Florida 33647





April 16th, 2024

Breeze Community Management

1540 International Parkway Suite 2000, Lake Mary, FL 32746

Attn: Patricia Thibault

We greatly appreciate the opportunity to bid on this project for you.

Attached is the agreement for waterway services at Cory Lakes CDD.

Program to consist of areas #1-11 as indicated on attached map. Area to be serviced measures 65,171 LF & 148.36 AC.

Occurrence: 2 events/month

Annual Cost: \$48,600.00

(\$4,050.00 per month)

Special services can also be provided outside of the routine monthly maintenance at the Boards request. These will be proposed on separate estimates outside of the monthly maintenance service agreement.

We pride ourselves on providing the highest level of service in the industry and look forward to the opportunity of exceeding your expectations!

Respectfully yours,

Steadfast Environmental, LLC.
Joseph C. Hamilton, Owner/Operator



Maintenance Contract

Aquatic Maintenance Program

1. **Algicide Application:** John Deere Gators, equipped with dual spray-tank systems and outfitted with extendable hose reel will be utilized to carry out topical & subsurface applications of algicides approved for controlling filamentous, planktonic, & cyanobacterial algae growth in accordance with regulations defined by the Florida Department of Agriculture and Consumer Services. Technicians will utilize easements to access CDD owned property around the pond bank. Applications cover surface waters 10 feet from the shoreline and 1 foot below the surface; up to the high-water mark/edge. Treatment events will occur as listed per month, spaced evenly (pending weather) with additional services available on request.¹
2. **Herbicide Application:** Utilization of EPA approved herbicides to target invasive/emergent nuisance grasses/brush (vegetation) as defined by Florida Exotic Pest Plant Council; including category 1 & 2 species. Carried out in accordance to regulations defined by Florida Department of Agriculture and Consumer Services. Applications will cover surface waters 10 feet from the shoreline and include vegetation above the water's surface. Along shoreline areas & littoral zones; up to the high-water mark/edge. Treatment events to occur with the same frequency of algicide applications.²
3. **Submersed Vegetation Control:** Treatments with EPA approved herbicides for the removal of submersed vegetation & otherwise undesired aquatic weeds, as defined by Florida Exotic Pest Plant Council. Including, but not limited to both non-native & nuisance species such as Tapegrass, Dwarf Babytears, Chara ect. Applications to cover entirety of ponds equal to or lesser than 1 surface acre. In ponds greater than 1 surface acre, applications to cover waters 10 feet from shoreline areas & littoral zones, with additional treatment to be provided as a separate proposal at an additional cost.
4. **Debris Collection:** Collection of "litter" items along the shoreline, within reach or up to 1 ft below the surface, during routine maintenance visitations. Individual items to be removed are non-natural materials, such as plastics, Styrofoam, paper, aluminum. Oversized items such as household appliances or large construction debris items are not included in this service; but will instead be logged and brought to the attention of the CDD board. An estimate can be provided to remove these large items on a case-by-case basis. The collection of significant/sudden or profuse influx of debris items may be subject to a mobilization fee.
5. **Pond Dye Application:** Available on request. If so desired, applications of pond dye can be done to enhance aesthetics. Offered in black and hues of blue.
6. **Outflow Inspections:** Water Outflow / Drainage System Inspection: At the commencement of the contract, the Steadfast Environmental will require notification of known drainage issues. Throughout the contract, outflow structures will be inspected regularly to insure proper drainage/functionality.*³

Enhancement Services: Not included as part of the routine maintenance scope. These services can be provided as a separate proposal at an additional cost if desired

1. **Physical & Mechanical Removals of Invasive/Exotic Vegetation.** – Utilization of crews with handheld cutting equipment to flush cut, remove and dispose of vegetation off-site. Alternative method of heavy machinery to mulch in-place vegetation within the conservation buffer zones. Buffer zones lie in between the wetland jurisdiction line and the sod of resident properties and common area.
2. **Planting of Native & Desirable, Low-lying Aquatic Vegetation** – Installation of Florida-native flora to improve aesthetics & assist in the control of aquatic algae. Bare root installation as well as container grown plants are available.
3. **Aquatic Fountain & Aeration Installation** – Installation of aquatic fountains to improve the aesthetics of ponds. Installation of bottom diffused aeration to circulate water and to increase its oxygen content to reduce algal growth, while also improving the health of a pond's fish, allowing for better insect control.
4. **Native Fish Stocking** – Stocking of Florida-native species such as Bluegill, Redear Sunfish/Shell Crackers, Gambusia will greatly impact the populations of mosquito and midge fly larvae in your waterway. Seasonal availability will affect pricing for stocking different varieties of fish.
5. **Triploid Grass Carp Stocking** – Introduction of sterile Grass Carp as a biological control of submersed aquatic plant/weed species.
6. **Excess Trash/Oversize Object Collection Visits** – Proposals to remove excess debris from heavy construction, bizarre & oversize items that may make their way into your lakes and ponds.
7. **Seasonal Midge Fly Treatments** – Applications of larvicide for the control of Midge Fly larvae. This is done twice a year to control and maintain Midge Fly populations. Most effective in summer (April-June) and fall (September-October).

**These services to be performed at Steadfast Environmental's discretion, and for the success of the aquatic maintenance program. ¹ There may be light regrowth following a treatment event. This growth will be addressed during the following treatment event, or in extreme cases by service request. ² Herbicide applications may be reduced during the rainy season/in anticipation of significant rain/wind events to avoid damaging submerged stabilizing grasses, and to prevent leaving a ring of dead grasses on the upper bank. ³ Identification of improper drainage or damaged outflow structures does not imply responsibility for repairs. Responsibility for repairs is not included in the scope of work.*



Service Area



Cory Lake CDD

10441 Cory Lake Drive, Tampa, Florida 33647

Gate Code:



Agreement

The contract will run for one year starting _____ . If upon expiration of this agreement, both parties have not signed a new contract, this contract shall automatically be renewed for a one-year term. Changes to contract prices shall be in writing and agreed upon by both parties.

The goal of this contract is that upon completion of each visit to the client, the aquatic appearance shall be maintained to the highest reasonable standard possible given the nature of the property and its individual condition.

Steadfast Contractors Alliance, LLC. / Steadfast Environmental, here after referred to contractor, agrees to furnish all supervision, labor, materials, supplies, and equipment to perform the work hereinabove. Proof of insurance and necessary licensees will be provided if requested by client. Contractor will also provide workman’s compensation and proof thereof on employees if requested by client.

The contract does not attempt to address damage caused by vandalism, floods, hurricanes, poor drainage, or other incidents beyond the control of the contractor. The contractor will endeavor to address such contingencies upon client’s request by separate agreement.



Compensation

Contractor shall be paid monthly. On the first (1st) day of the month, the Contractor shall tender to the Customer and bill or invoices for those services rendered during the current month which shall be paid by the Customer by the first day of the following month.

Conditions:

This contract is for a period of (12) twelve months. This agreement shall remain in force for a period of 1 year. If, upon expiration of this agreement, a new agreement has not been executed by both parties, this agreement shall automatically be renewed for a period of 1 year from the date of expiration of the previous term at the annual fees stated with the addition of a 3.5% cost of living increase. Either party may cancel this contract, with or without cause, with a thirty (30) day written notice by certified mail.

No Finance Charge will be imposed if the total of such purchases is paid in full within 30 days of invoice date. If not paid in full within 30 days, then a FINANCE CHARGE will be imposed from the invoice date on the balance of purchases at a periodic rate of 1 1/2 % per month (18% Annual) until paid and Steadfast Contractors Alliance, LLC. / HC Property Maintenance, LLC, DBA Steadfast, shall have the right to elect to stop work under this Contract until all outstanding amounts, including Finance Charges, are paid in full. Payments will be applied to the previously billed Finance Charges, and thereafter, in order, to the previous invoices and finally to the New Invoices. In the event, any or all the amounts due under this Agreement are collected by or through an attorney, the Purchaser/Owner agrees to pay all reasonable attorneys' fees.

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Change in Law: This Agreement is based on the laws and regulations existing at the date of execution. In the event that a governmental authority enacts laws or modifies regulations in a manner that increases the Contractor's costs associated with providing the services under this Agreement, the Contractor reserves the right to notify Client in writing of such material cost increase and to adjust pricing accordingly as of the effective date of such cost increase. Contractor must submit clear documentation supporting the cost increase and can only increase pricing to the extent of actual costs incurred.

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Thank you for the opportunity to submit this contract. We look forward to becoming part of your team.

By signing this Agreement in the space provided below, the undersigned Client signatory hereby represents and confirms that it has full power and authority to enter this Agreement on its own behalf and on behalf of the record owner of the service area, and that this Agreement is a legally binding obligation of the undersigned and the record owner of the service area.

In witness, whereof the parties to this agreement have signed and executed it this _____ day of _____ 2024.

Kevin Riemensparger
Steadfast Representative

Accounts Manager
Title

Signature of Owner or Agent

Title

Cory Lakes

Community Development District

EXHIBIT

11

AGENDA

2024

STEADFAST

ENVIRONMENTAL



breeze

Breeze Community Management
Proposal for Pond Maintenance:
Cory Lakes CDD

Page 10 of 254 Cory Lake Drive, Tampa, Florida 33647





April 12th, 2024

Breeze Community Management

1540 International Parkway Suite 2000, Lake Mary, FL 32746

Attn: Patricia Thibault

We greatly appreciate the opportunity to bid on this project for you.

Attached is the agreement for waterway services at Cory Lakes CDD.

Program to consist of areas #1-11 as indicated on attached map. Area

to be serviced measures 65,171 LF & 148.36 AC.

Occurrence: 4 events/month

Annual Cost: \$66,000.00

(\$5,500.00 per month)

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Respectfully yours,

Steadfast Environmental, LLC.
Joseph C. Hamilton, Owner/Operator



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Cory Lake CDD

10441 Cory Lake Drive, Tampa, Florida 33647

Gate Code:



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In witness, whereof the parties to this agreement have signed and executed it this _____ day of _____ 2024.

Kevin Riemensparger
Steadfast Representative

Accounts Manager
Title

Signature of Owner or Agent

Title

Cory Lakes

Community Development District

EXHIBIT

12

AGENDA

CLEANING SERVICE PROPOSAL FOR CORY LAKE ISLES

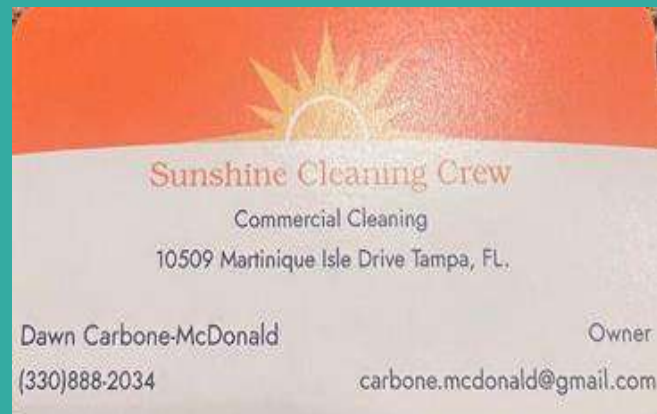
Hello,
I'm Dawn Carbone-McDonald, owner of Sunshine Cleaning Crew LLC.

I moved to Cory Lakes at the end of 2022, and we absolutely love the neighborhood.

For over 30 years, my immediate family continues to own and operate a commercial cleaning company located in Cleveland, Ohio. Specializing in cleaning office buildings, restaurants, and new construction is the family forte. Needless to say, I bring extensive experience in making these businesses look in tip-top shape for their next important event.

Keeping our neighborhood looking its absolute best is a major objective of my Cleaning Company, and the reason for this proposal. Rest assured, I will take pride in making sure all of our neighbors see a pristine clubhouse, and a gym that sparkles immediately after my services are performed.

SUNSHINE CLEANING CREW LLC
CEO: Dawn Carbone-McDonald
330-888-2034



Cleaning Service Proposal for Cory Lake Isles

The Proposal:

Sunshine Cleaning Crew will clean the Cory Lake Isles Clubhouse, Gym, and Pool Area: three times a week (Monday, Wednesday, Saturday). Additionally, we will spot check these areas on Tuesday & Thursday. This “home-team discount” will occur for the very low price of \$1,300 per month, with an Annual Contract.

Thorough Cleaning of the Clubhouse and Gym includes:

- Glass Doors – Inside and Outside Cleaning
- Floors mopped or vacuumed
- Bathrooms completely cleaned
- All areas will be dusted and wiped down
- Garbage cans will be emptied

Pool Area Cleaning includes:

- Spot checking the area.
- Wiping down tables and chairs.
- Picking up loose garbage in the area and placing in garbage cans.

Cory Lakes

Community Development District

EXHIBIT

13

AGENDA



CITY WIDE
FACILITY SOLUTIONS

PROPOSAL

PREPARED FOR:



CORY LAKES
Community Development District

APRIL 16, 2024

April 16, 2024

Larry Krause,

Thank you for this opportunity to propose janitorial services to Cory Lakes Community Development District in Tampa! We at City Wide Facility Solutions of Tampa Bay understand the importance of making a wise decision in partnering with a company that is experienced managing the needs of a community development district.

City Wide services over 600 properties in the Tampa Bay and Sarasota Area!

HERE ARE A FEW OF THE MANY REASONS TO PARTNER WITH CITY WIDE FACILITY SOLUTIONS

- Industry leading customer retention rating!
- Ability to provide and certify completion of background checks and drug screening for uniformed and English speaking janitorial staff (upon request).
- Assignment of a Facility Solutions Manager (FSM) and Night Manager who will perform scheduled visits for inspections and to provide ongoing training.
- 50% Veteran Owned business with a Veteran “Preferred” hiring philosophy- partnered with MacDill Air Force Base for finding talented leaders to join our company.
- Focused on diversity and inclusion.
- Supportive of local small and minority business; 95% of our contracted partnerships are with medium-sized women and minority-owned businesses in Tampa Bay.
- Assurance of no down-time and low turnover due to competitive pay and cross-training individuals as back-up for the porter position and night crew positions.
- Providing non-profit support through donations and volunteer efforts.

Please read on for more details about our great company.

We sincerely appreciate your consideration of City Wide as your janitorial services solution, and we hope to develop a transition plan to facilitate the change-over to a superior service and experience with us!

Sincerely,



Brady Norris

Sales Executive

bnorris@gocitywide.com

(954) 790-3893

City Wide Facility Solutions of Tampa Bay



CERTIFICATE OF INSURANCE



ALLYF-1

OP ID: HP

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
01/31/2023

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 have ADDITIONAL INSURED provisions or 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 INNOVATIVE INSURANCE CONSULTANTS, INC. 5461 UNIVERSITY DRIVE, #103 CORAL SPRINGS, FL 33067 BRIAN J. MAMO	954-340-9551 CONTACT NAME: BRIAN J. MAMO PHONE (A/C, No, Ext): 954-340-9551 E-MAIL ADDRESS: BRIAN@INNOVATIVE-INSURANCE.COM FAX (A/C, No): 954-340-9456																					
INSURED ALLY FACILITY SOLUTIONS, INC. DBA CITY WIDE FACILITY SOLUTIONS DBA CITY WIDE MAINTENANCE OF TAMPA BAY 8950 9TH STREET N, STE 103 ST PETERSBURG, FL 33702	<table border="1"> <tr> <th colspan="2">INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A:</td> <td>NATIONAL BUILDERS INS. CO.</td> <td>16632</td> </tr> <tr> <td>INSURER B:</td> <td>TRAVELERS INDEMNITY INS CO</td> <td>25658</td> </tr> <tr> <td>INSURER C:</td> <td>AMERICAN BUILDERS INS. CO.</td> <td>11240</td> </tr> <tr> <td>INSURER D:</td> <td>TRAVELERS INDEMNITY INS CO</td> <td>25658</td> </tr> <tr> <td>INSURER E:</td> <td>BEAZLEY / LLOYDS OF LONDON</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	NATIONAL BUILDERS INS. CO.	16632	INSURER B:	TRAVELERS INDEMNITY INS CO	25658	INSURER C:	AMERICAN BUILDERS INS. CO.	11240	INSURER D:	TRAVELERS INDEMNITY INS CO	25658	INSURER E:	BEAZLEY / LLOYDS OF LONDON		INSURER F:		
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INSURER F:																						

COVERAGES CERTIFICATE NUMBER: 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	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> BLKT ADDL INSR <input checked="" type="checkbox"/> BLKT WAIVER GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			PKG0257245-05 PRIMARY & NONCONTRIBUTORY	02/05/2023	02/05/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			BA-4N29089A-22-42-G	05/11/2022	05/11/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 10,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			UMB0257249-05	02/05/2023	02/05/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 SEE NOTES
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/ MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y <input checked="" type="checkbox"/> N If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	WCV0257073-05 BLANKET WAIVER INCLUDED	02/05/2023	02/05/2024	<input checked="" type="checkbox"/> PER STATUTE <input checked="" type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	CRIME			106867705	02/05/2023	02/05/2024	
E	SPAM			SML-0000-00290152D	08/01/2022	08/01/2023	

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

CERTIFICATE HOLDER ALLYF11 ALLY FACILITY SOLUTIONS, INC. DBA CITY WIDE FACILITY SOLUTIONS 8950 9TH STREET N, #103 ST. PETERSBURG, FL 33702	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
--	--



CERTIFICATE OF INSURANCE

NOTEPAD	INSURED'S NAME ALLY FACILITY SOLUTIONS, INC.	ALLYF-1 OP ID: HP	PAGE 2 Date 01/31/2023
<p>UMBRELLA POLICY COVERS OVER THE GENERAL LIABILITY & WORKERS COMPENSATION ONLY, AUTO IS EXCLUDED FROM THE UMBRELLA POLICY.</p>			



Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

**Request for Taxpayer
Identification Number and Certification**

**Give Form to the
requester. Do not
send to the IRS.**

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Ally Facility Solutions, Inc.

2 Business name/disregarded entity name, if different from above
City Wide Facility Solutions

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.
 Individual/sole proprietor or single-member LLC
 C Corporation
 S Corporation
 Partnership
 Trust/estate
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____
Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.
 Other (see instructions) ▶ _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
 Exempt payee code (if any) _____
 Exemption from FATCA reporting code (if any) _____
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
8950 9th Street North, Suite 103

6 City, state, and ZIP code
St. Petersburg, FL 33702

7 List account number(s) here (optional): _____

Requester's name and address (optional) _____

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.
Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-						
--	--	--	---	--	--	--	--	--	--

or

Employer identification number

2	7	-	1	0	9	2	7	0	4
---	---	---	---	---	---	---	---	---	---

Part II Certification

Under penalties of perjury, I certify that:
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.
Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶  Date ▶ **01/01/2023**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.
Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)
 Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



PAY ONLINE

WHY ENROLL IN E-BILL EXPRESS?

CONVENIENCE

Make payments anytime, anywhere, from any device. Enroll in automatic payments and never be late to pay your bills. Choose from multiple options for automatic payment!

FREE & EASY

It only take a minute to enroll. It's simple to make payments online from your computer, tablet, or mobile device.

TIME & MONEY SAVINGS

Eliminate the hassle of writing checks, stamping envelopes, mailing bills, and checks getting lost in the mail.

CURRENT & HISTORICAL BILLS AVAILABLE

Access your current and historical invoices online, with the option to run reports and print or save to your computer. Personal financial management made easy.

CONVENIENCE & CONTROL

→ Security.

Customer privacy is the utmost importance. This solutions meets the strictest banking and corporate security standards. Your business and your customer's personal information are 100% safe.

→ Accurate Payment Processing.

Automated online system eliminates risk of manual error.

→ Control Payments.

Set up recurring payments and automatically deduct payments from your account - the same amount every month, the same day of the month - whatever works best for you. Or, schedule payments to be paid at a future date. Pay using a bank account via the web or over the phone.

BILL REMINDER

Never miss a payment or see a late fee. Receive an email as soon as your bill is available.

FACT

By paying bills online, the average household saves \$90 on stamps and six hours annually.

NEED HELP ENROLLING?

Give us a call - we're always here to help. **(727) 940-5873** and dial **0**.

HOW TO ENROLL

1. Go to <https://www.e-billexpress.com/ebpp/gocitywide/>.
2. Click **Enroll**.
3. Enter your **Customer ID** from your invoice (including the first zero).
4. Enter your **Zip Code** from your invoice in the Bill to Address section.
5. **Click Validate**.
6. Follow **Next Steps** to finish the enrollment process.





WHY CITY WIDE?

CITY WIDE - CORPORATE

Founded in 1961 by Frank Oddo, City Wide Facility Solutions was built on family values and has grown exponentially. With 90 locations in 30 states, we currently **manage over 15,000 facilities nationwide.**



FRANK ODDO
Founder and CEO



JEFF ODDO
President



CITY WIDE - TAMPA BAY

John Duffy and Steve Howerton opened City Wide Facility Solutions of Tampa Bay in early 2010. Since then, our branch has grown to over \$30M in sales by remaining focused on client retention and a superior standard of management City Wide Tampa Bay is the second largest branch, toting the #1 sales team in the country.



JOHN DUFFY



STEVE HOWERTON



600+ FACILITIES CLEANED IN THE BAY AREA

8.5+ MILLION SQUARE FEET CLEANED

400+ CREWS

100+ Medical...

- BayCare Medical and Surgery Group
- Physician Partners of America
- University of South Florida (USF) Health

70+ Schools...

- USF Main Campus
- Academy of the Holy Names
- St. Pete Catholic High School
- Sarasota Military Academy

Offices.... Big & Small

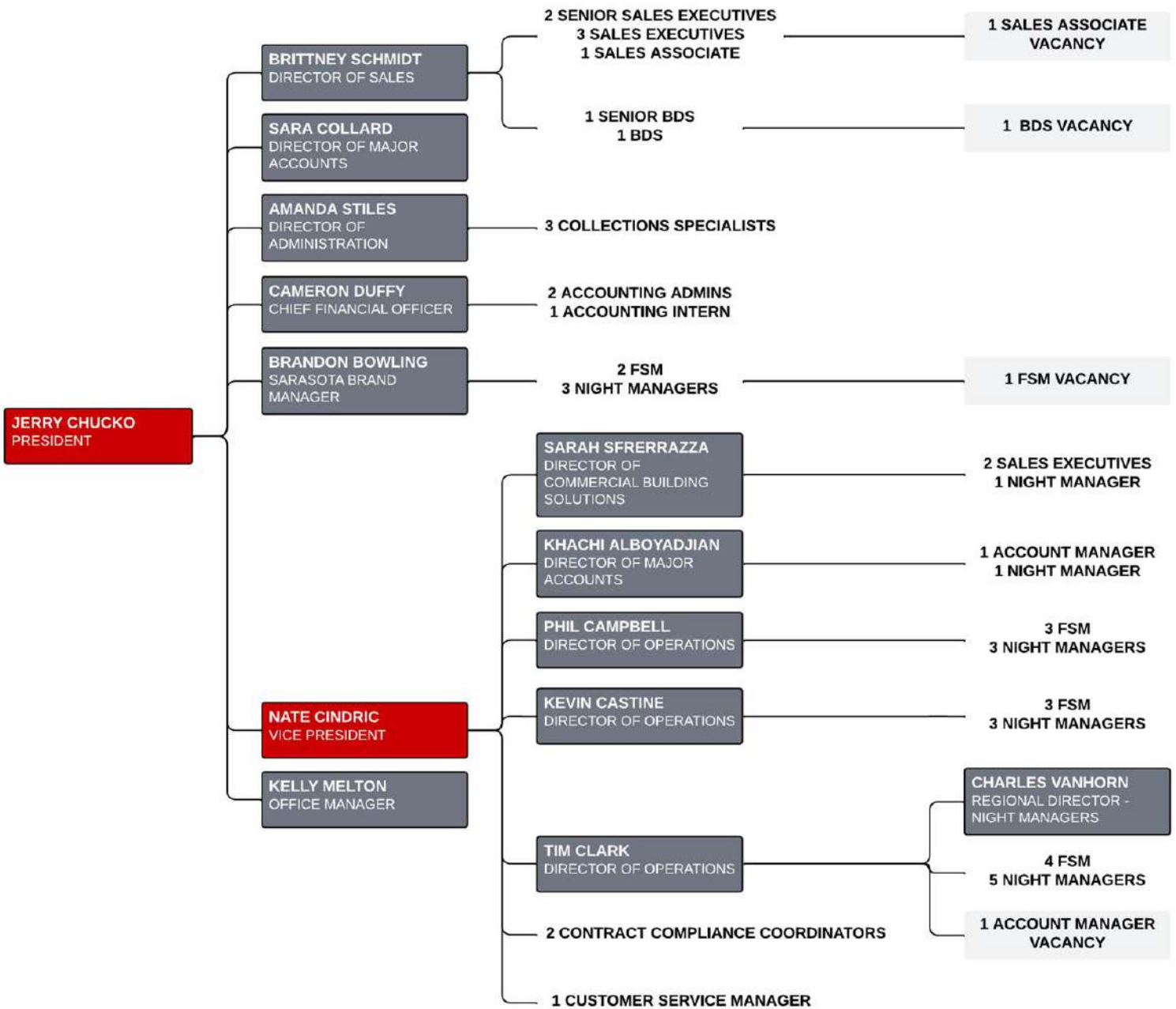
- Lazy Days RV Center (150 Acres)
- Cintas Corp



WHY CITY WIDE?

HOW WE'RE ORGANIZED

City Wide Facility Solutions of Tampa Bay currently has **62 employees**, in addition to our 400+ crews.





WHY CITY WIDE?

CITY WIDE BUSINESS MODEL

City Wide Facility Solutions is a management company in the building maintenance industry. By uniquely representing the client, our professional management team serves as one point of contact for 20+ facility solutions for commercial properties, leveraging our network of independent contractors.

Regardless of the size and scope of your operation and the range of your immediate needs, City Wide can manage the job. We have developed a proprietary business model and are dedicated to a vision that does not simply try to do better than the competition but ensures 100% client satisfaction.



WHY CHOOSE CITY WIDE FACILITY SOLUTIONS?

For one service or many, City Wide will provide unparalleled assistance in the form of:

- **One point of contact**
- **Simplified invoicing**
- **24-hour client care**
- **Competitive pricing**
- **Facility Solution Manager & Night Manager**
- **Proactive evaluation of your building**

Our clients see a difference in the quality of service delivered by City Wide, no matter the size of your facility.

WE WANT TO BE YOUR FIRST CHOICE

Why continue to hire one janitorial company after another – resulting in the same problems – when you can hire a company that is committed to reducing your stress level and saving you time?

City Wide Facility Solutions wants to be your First Choice. With City Wide on your short list, you're not choosing between two maintenance companies; you're choosing between the same thing you have always done and a management company that can help you with more than 20 solutions for your facility.

WHEN YOU PARTNER WITH CITY WIDE, WE BECOME AN EXTENSION OF YOUR TEAM

YOUR MAIN POINTS OF CONTACT

Your City Wide team is comprised of a Director of Operations, a Facility Solutions Manager (FSM), and a Night Manager. Your City Wide team will learn the ins-and-outs of your building, identifying what needs to be taken care of. They know you have more important things to do, and they take care of the details for you. **Here's your team!**



TIM CLARK

Director of Operations
(813) 820-9697
Ticlark@gocitywide.com



KARMA JEREMIE

Facility Solutions Manager
(407) 271-3998
kjeremie@gocitywide.com

Meets with you during the day to help ensure quality and to address any other needs for your facility.



ESPERANZA CUTIE-TUEGOLS

Night Manager
(702) 630-0316
ectuegols@gocitywide.com

Oversees the after hours services being done in your facility to ensure superior work on every project.

No matter how many or few services you require, City Wide removes the hassle from the equation. Due to our unique business model, we can provide all of this at a competitive price compared with others in the

THE SOLUTIONS WE MANAGE

By providing just one point of contact for everything from carpet cleaning to janitorial supplies to window washing, your Facility Solutions Manager (FSM) reduces the stress and time spent dealing with vendors who are a constant source of problems. Your FSM will proactively help you keep your building in top shape and work with you to maximize your budget to get the most out of your facility. Here is a short list of some of the other services we manage:

DISINFECTING SERVICES

- High-touch areas
- Electrostatic spraying

JANITORIAL CONSUMABLES

- Toilet paper
- Soap and dispensers
- Paper towels
- Break room supplies

DETAIL CLEANERS

- Edge vacuum carpets
- Dust blinds
- Dust air vents
- High dusting
- Wash walls

FLOOR CARE SPECIALISTS

- Strip / refinish all resilient tile and hard surface floors
- Scrub restroom floors
- Carpet cleaning
- Carpet extraction
- Acid wash

CARPET CARE SPECIALISTS

- Clean carpets using appropriate method; extraction, bonnet, or dry foam and more

ELECTROSTATIC SPRAY

WINDOW WASHERS

- Wash interior and / or exterior windows, ground level to high-rise

CONSTRUCTION CLEANS

- Prepare a site for use after construction

PRESSURE WASHING

- Eliminate build-up from the exterior of your facility

ELECTRICAL

- Electrician services
- Replace difficult to reach and high voltage lighting

PARKING LOTS

- Striping
- Pothole repair
- Resurfacing
- Sweeping

LAWN MAINTENANCE



- Mowing
- Edging
- Customized landscape project





TENANT IMPROVEMENT

- Handyman
- Exterior / Interior painting
- Plumbing

NEW ACCOUNT IMPLEMENTATION PROCESS

With 14 days' notice we will implement the following to ensure a smooth transition:

- 01.**  Once the agreement is signed, City Wide schedules a facility walkthrough with you.
- 02.**  Together, we conduct the walkthrough.

 - View facility.
 - Review scope of work.
 - Discuss items of importance.
 - City Wide requests:
 - ◆ Building keys
 - ◆ Alarm codes
 - ◆ Emergency procedures
- 03.**  City Wide selects the most qualified Independent Contractor(s) to perform the agreed upon scope of work.
- 04.**  During the first nights of start-up, your FSM and Night Manager will be at your facility to support and oversee the crews as they service your facility.
- 05.**  The next morning, your FSM will visit your facility and complete an inspection to ensure the expectations are being met and services align with the agreed upon scope of work.
- 06.**  Your FSM will perform ongoing inspections thereafter during a regularly agreed upon schedule.



TERMS & CONDITIONS

CONTRACTUAL TERMS AND CONDITIONS

Ally Facility Solutions Inc. DBA City Wide Facility Solutions
8950 9th Street North, Suite 103 | St. Petersburg, FL 33702

This CONTRACT (the “Contract”) is made and entered into as of the 16th day of April, 2024, by and between Ally Facility Solutions, Inc. d/b/a City Wide Facility Solutions (“City Wide”) and Cory Lakes Community Development District, a partnership / limited partnership / limited liability company / corporation / not-for-profit corporation (circle one), organized under the laws of the State of Florida (“Customer”), each sometimes referred to individually as a “Party” and collectively as the “Parties.”

- 1. Services.** The services and related products (if applicable) to be provided by City Wide are as set forth in the Service Agreement attached hereto as Exhibit A and may be modified by the Parties as agreed from time to time. Unless a separate contract is executed by the Customer, this Contract shall govern all services and products provided by City Wide to Customer during the term of this Contract.
- 2. Charges for Services Rendered and Products Delivered.** The charge for services rendered and products delivered pursuant to this Contract shall be as set forth in the Investment Recap provided by City Wide and may be amended as set forth herein.
- 3. Performance.** Services shall be provided in a professional and workmanlike manner. “City Wide Personnel” consists of City Wide’s employees, agents and/or independent contractors. If any of the City Wide Personnel assigned to perform work for Customer are unacceptable to Customer, or if Customer has any other issue with the Services provided by City Wide, Customer shall promptly notify City Wide management of same. If the Parties are unable to arrive at a solution that is acceptable to Customer, Customer may request that City Wide replace the individual(s) providing the Services. City Wide will either replace the individual(s) within a reasonable time frame or terminate the Services provided hereunder effective immediately and City Wide shall have no further obligations under this Contract.
- 4. Invoices.** For services provided on a one-time basis, City Wide will invoice Customer upon commencement of services and payment shall be due within thirty (30) days of the date of the invoice. For services provided on a recurring basis, City Wide will invoice Customer on or about the first workday of each month in which services and/or products are provided. Invoices shall be paid by the 30th day of the month of the invoice. WHEN APPLICABLE, SALES TAX WILL BE ADDED TO THE INVOICE. Additional services and products may be purchased by Customer from City Wide. Invoices for the additional services and products will be sent immediately upon commencement of the additional services or delivery of the additional products, and payment will be due within thirty (30) days of the date of the invoice. Any dispute concerning an Invoice or the services rendered by City Wide shall be identified in writing within five (5) days of Customer’s receipt of the invoice or the rendering of the service, as the case may be. City Wide will charge the Customer a late charge of 1½ % per month on all outstanding balances, with the first such late charge assessed 30 days from the invoice date. Customer agrees to pay all costs incurred by City Wide to collect any outstanding invoices or portions thereof, including but not limited to reasonable attorneys’ fees, costs and expenses.
- 5. Charge Increases and Other Adjustments.** The charge for any recurring service provided pursuant to this Contract shall increase on the first anniversary of this Contract and each anniversary thereafter during the Term and any renewal period by the greater of: (i) the amount of change in the Consumer Price Index for All Items for the most recent twelve month period preceding such anniversary as published by the United States Department of Labor’s Bureau of Labor Statistics; or (ii) five percent (5%). An additional adjustment to the charge for any recurring service provided pursuant to this Contract may be made at any time in the event that additional costs are incurred by City Wide for Services due to (i) union increase and/or (ii) any other governmental action that directly and materially affects City Wide’s cost of Services. For recurring services Contracts, Customer shall immediately notify City Wide in writing of any addition or deletion of square footage being used in Customer’s building. No reduction in the charges shall be appropriate until written notification of the deletion of square footage has been given by Customer to City Wide and City Wide Personnel have inspected the premises and confirmed same. Charges shall be due for an addition of square footage immediately upon rendition of services in such additional area, regardless of whether Customer notifies City Wide of such addition. Any change in fees for Services requires a 30 day prior written notice to Customer, and Customer may elect to terminate the Services provided hereunder, in writing, prior to the effective increase without penalty.
- 6. Materials.** All cleaning materials and equipment necessary for City Wide’s rendition of services will be furnished by City Wide Personnel, except for usable/consumable items. Customer will provide the usable/consumable items including, but not limited to, hand towels, toilet tissue, hand soap, plastic liners, air fresheners, and feminine hygiene products. At Customer’s option and upon request, City Wide can provide these usable/consumable items for an additional cost.
- 7. No Warranty; Limitation of Liability; Indemnification.** While all services shall be provided in a professional and workmanlike manner, City Wide makes no warranty (express or implied) as to any services provided or products sold pursuant to this Agreement. City Wide’s liability to Customer arising from any breach of this Agreement, any services provided or products sold hereunder, or any other claim related to City Wide’s dealings with Customer pursuant to this Agreement shall not exceed the amount actually paid by Customer to City Wide for services provided pursuant to this Agreement during the thirty (30) days immediately preceding the alleged breach. Customer shall fully indemnify, defend and hold harmless City Wide for any and all claims, costs, expenses (including reasonable attorneys’ fees) and damages asserted by anyone other than Customer against City Wide arising as a result of or in any way related to alleged acts or omissions by City Wide and/or City Wide Personnel (including their employees, agents, guests, invitees and/or representatives) arising from any breach of this Agreement, any services provided or products sold hereunder, or any other claim related to City Wide’s dealings with Customer pursuant to this Agreement).



TERMS & CONDITIONS

8. **Entire Agreement.** This Contract, including any exhibits and the Investment Recap, constitute the entire understanding and agreement between City Wide and Customer with respect to the subject matter hereof. There are no other agreements, conditions or representations, oral or written, express or implied, with regard thereto. This Contract supersedes any prior agreements that may have been entered into between the parties with respect to the subject matter hereof. This Contract and any provisions set forth in any exhibits or the Investment Recap may be amended only in writing, signed by both parties hereto.
9. **Non-Solicitation.** During the Term of this Contract, including any renewal periods, and for a period of 180 days following the termination of the Contract, Customer shall not employ, contract with, nor have any business dealings whatsoever which are in any way related to the services provided hereunder with any individual or company that is or was an employee, agent or independent contractor of City Wide (or a parent, subsidiary, franchisee, related or associated company) or any employee or agent of a City Wide independent contractor, while services were being provided hereunder. As used in this section, the term "Customer" shall mean the undersigned Customer, together with all employees, agents, partners, officers, directors and/or principals of Customer and any parent, subsidiary, related or associated company. Should the Customer breach the covenants of this section, in addition to all other remedies provided by law, it is understood that City Wide shall be entitled to: (a) an immediate Temporary Restraining Order from any Court of competent jurisdiction, and thereafter to a Preliminary Injunction and a Permanent Injunction; and (b) an accounting of and recovery from Customer of all revenue, compensation or other consideration that Customer or any third-party gains from violating or breaching this section; and (c) an award of all costs and expenses incurred by City Wide in connection with the enforcement of this Contract, including, but not limited to, reasonable attorneys' fees, investigation costs and court costs. Any period of time in which Customer is in breach of the provisions of this paragraph shall be added to the 180 day duration of the restriction. Any breach or alleged breach of this Contract by City Wide shall not constitute a defense to City Wide's enforcement of this section or any other section of the Contract.
10. **Relationship of Parties.** Each Party and its personnel are independent in relation to the other Party with respect to all matters arising under this Contract. Nothing herein shall be deemed to establish a partnership, joint venture, association, or employment relationship between the Parties. Neither Party may assume or create any obligations on the other's behalf without prior written consent.
11. **Compliance.** The Customer agrees to keep, or cause to keep, all of its facilities in conformity with all applicable federal, state or local laws, ordinances and regulations, as well as in conformity with requests made by City Wide to facilitate the performance of its services, and agrees to fully indemnify, defend and hold harmless City Wide from any loss, injury or damages (including attorneys' fees and costs) caused by the Customer's failure to abide by the terms of this paragraph and/or this Contract.
12. **Security.** City Wide and its employees, agents, contractors and related companies shall not be responsible for cash and personal valuable items left in the subject building. It is the Customer's responsibility to have such items locked in a secured area which City Wide Personnel do not have access to.
13. **Insurance.** Customer shall maintain adequate insurance protection covering the subject premises and its employees, including coverage for statutory workers' compensation and comprehensive general liability for bodily injury and property damage. City Wide agrees to maintain in effect at all times during which services are rendered hereunder the following insurance: bodily injury with limits of \$1,000,000 for each person and \$1,000,000 for each occurrence, property damage with limits of \$1,000,000 per occurrence. The Parties agree to furnish proof of required insurance upon request.
14. **Term.** The term of the Services to be provided hereunder shall commence as set forth herein and shall continue in full force and effect until terminated as set forth herein. Either Party may terminate the Services to be provided hereunder upon thirty (30) days' written notice, provided that no such termination shall affect Customer's obligation to pay City Wide for all Services rendered and product provided. Notwithstanding the foregoing, it is understood and agreed that the Services to be provided hereunder cannot be terminated by the Customer until after the Services have been provided for an initial ninety (90) day period.
15. **Force Majeure.** City Wide shall be excused from its performance of all obligations under this Contract for a commercially reasonable period of time to the extent that it is prevented, hindered or delayed by an act of God (including, but not limited to, hurricane, fire, explosion, earthquake, or other extreme weather event), pandemic or other community health crisis, or any other unforeseen event.
16. **Assignments.** This Contract shall bind all parties, their heirs, assigns, successors, agents and representatives. City Wide may assign this Contract and its obligations hereunder, and any assignee or successor is expressly authorized to enforce all provisions of this Contract, including but not limited to any restrictive covenants.
17. **Governing Law and Related Legal Considerations.** This Contract shall be governed by the laws of Florida. The Parties agree that the venue for any action to enforce or interpret this Contract or any of the provisions hereof shall be in the state or federal court serving residents of Pinellas County, Florida, and expressly submit themselves to the jurisdiction of those courts for such purposes. The Parties further agree that, in any action to enforce or interpret this Contract or any of the provisions hereof, the prevailing party shall be entitled to an award of its reasonable attorneys' fees and costs from the non-prevailing party.

IN WITNESS WHEREOF, the Parties have caused this Contract to be executed by their duly authorized representatives as of the date first written above.

Cory Lakes Community Development District

**Ally Facility Solutions, Ind. d/b/a
City Wide Facility Solutions**

By: _____

By: _____

Print: _____

Print: Brady Norris

Title: _____
Page 229/254

Title: Sales Executive



INVESTMENT RECAP

CORY LAKES COMMUNITY DEVELOPMENT DISTRICT

10441 Cory Lake Drive, Tampa, Florida

INVESTMENT RECAP

Includes all janitorial services outlined in the service agreement.

SERVICES TO BE PERFORMED	FREQUENCY	TOTAL PRICE PER MONTH
Nightly Janitorial	3x per week	\$1,300.00

**Quote does not include tax*

***City Wide quote does NOT include the following seven major holidays: Christmas, New Year's day, Labor Day, Memorial Day, Thanksgiving Day, 4th of July, and Easter*

QUOTE INCLUDES

- Assignment of a facility service manager (FSM) and night manager to hire, manage, train, and hold accountable all persons responsible for cleaning.
- All services performed as detailed in the scope of work nightly checklists and day porter schedules.
- All janitorial cleaning chemicals and equipment needed to perform services outlined in service agreement.
- Day porters dressed in City Wide uniform with logo, pants, and identification badge.
- All janitors, day porters, management and supervisor trainings and certification will be provided.

CONSUMABLES

- **Yes**, City Wide is expected to manage and order consumable products.
 - **No**, City Wide is not expected to manage and order consumable products.
- * Consumables are ordered as needed and invoiced separately.*
** All invoices will include any applicable sales tax.*

BILLING METHOD

- **eBill**
- **ACH**



INVESTMENT RECAP

AUTHORIZATION

CITY WIDE FACILITY SOLUTIONS

CORY LAKES COMMUNITY DEVELOPMENT DISTRICT

Authorized Representative Signature

Brady Norris

Printed Name

Sales Executve

Title

April 16, 2024

Date

Authorized Representative Signature

Printed Name

Title

Date

Start Date



Cory Lakes

Community Development District

EXHIBIT

14

AGENDA

Olin Plumbing Inc
3201 E. 8th Ave
Tampa, FL 33605

PROPOSAL COMPARISON



Presented to:
Cory Lakes Community Development District

10441 Cory Lakes Drive
Tampa, FL 33647
H: 8139861031
M: 8139244673

Location:
10441 Cory Lakes Drive
Tampa, FL 33647

Job # 37949
Proposal Comparison # PC-37949-1
Technician David C
Issue Date

Option 1

(P-37949-3)

Your Price: \$4,200.78

Single water fountain install
with bottle filler

removal and disposal of old water
fountain

Installation of new water fountain
Hook up drain and water connections

With bottle filler

Your Price

\$4,200.78

Option 2

(P-37949-2)

Your Price: \$2,100.23

Single water fountain install

removal and disposal of old water
fountain

Installation of new water fountain
Hook up drain and water connections

Your Price

\$2,100.23

Cory Lakes

Community Development District

EXHIBIT

15

AGENDA



CHRISTMAS LIGHT INSTALLATION QUOTE

LANE CHRISTMAS LIGHTS

Holiday Light Installation

(813) 401-4673
Lanechristmaslights@gmail.com

TO Cory Lake Isles
10441 Cory Lake Drive Tampa, FL 33647
Phillip Cusumano
(813) 924-4673

DATE: May 28, 2024

SALESPERSON	JOB	PAYMENT TERMS
Justin Lane	Commercial	Half of payment due prior to installation Remaining half due after installation *negotiable

SERVICE	DESCRIPTION
Entry off Cross Creek	<p>Labor:</p> <ul style="list-style-type: none"> -Wrapping 80 palms in warm white LED mini lights - approx. 150 feet per tree *Trunk wrapped only, does not include fronds** Max height 20-25 ft wrapped -Installing 1 48" prelit wreath on gatehouse with bow -Installing 2 36' prelit wreath on gatehouse with bows (backside) -Installing C9 lights around roofline of the gatehouse -Wrapping 5 ligustrum trees in mini lights approx. 1000 feet - before gate (trunk wrap only) -Wrapping 32 baby palms (before gate) and 15 baby palms (after gate) with warm white twinkling lights -C9 stake lighting in middle island before gate -Installing C9 lights around front sign and 2nd story roofline of the front entry monument -Wrapping 4 palm trees at the front entry monument -Installing 2 36" prelit wreaths at the front entry monument -Wrapping 4 palm trees and 1 ligustrum tree on right side at front entrance with ww mini lights (trunk wrapped only) -wrapping 4 sets of robellini palms on the left AND right side at the front entrance with ww mini lights (trunk only) <p>Leasing of Materials:</p> <p>Approximately 14,900 feet of 5 mm LED warm white mini lights, zip wire/cords, male/female plugs, digital timers for lights to turn on and off at desired time, 48" prelit sequoia fir LED wreath, 24" red nylon bow, 4 36' prelit sequoia fir LED wreath, 4 18" red nylon bows, 495 feet of Opticore LED C9 bulbs in warm white, clips, 4700 feet of LED warm white twinkling lights</p>

Entry off Morris Bridge	<p>Labor:</p> <ul style="list-style-type: none"> -Wrapping 23 palms in warm white LED mini lights - trunk wrapped only, does not include fronds** Max height around 20-25 ft wrapped -Installing 2- 36" Prelit wreaths on Entry sign with bows -Installing C9 Lights on entryway sign -Wrapping two trees in warm white LED mini lights... Approximately 950 ft Warm white LED mini lights dispersed between the two trees. -Installing C9 lights on gatehouse roof -Wrapping 3 palms in front of gatehouse with mini lights -Wrapping 15 baby palms with ww twinkle lights <p>Leasing of Materials:</p> <p>Approximately 4350 feet of 5 mm LED warm white mini lights,, zip wire/cords, male/female plugs, digital timers for lights to turn on and off at the desired time on and off at desired time, 2- 36" Prelit Sequoia Fir Led Wreath on clubhouse, 2-18" Red Nylon Bow, C9 LED Opticore bulbs, 1500 feet of LED twinkle lights</p>
Clubhouse	<p>Labor:</p> <ul style="list-style-type: none"> -Installing 285 ft of C9 LED Custom Cut Roof lights on Clubhouse: Front Roofline -Wrapping 3 palms in warm white LED mini lights- Trunk wrap only -Wrapping 2 trees with warm white LED mini lights <p>Leasing of Materials:</p> <p>Approximately 975 ft of 5 mm LED warm white mini lights, Approximately 285 ft of custom cut C9 roof lights, Zip wire, male/female plugs, digital timers for lights to turn on and off at the desired time, Zip wire, male/female plugs, digital timers for lights to turn on and off at the desired time</p>
Takedown	<p>Labor of removing lights at the end of the season - packing into our company provided storage bins and storing lights during the off season</p>

PRICE BREAKDOWN	INSTALLATION/TAKEDOWN/MATERIALS
All in Cost	\$54,000

To accept this quotation, sign here and return: _____

THANK YOU FOR YOUR BUSINESS!

Cory Lakes

Community Development District

EXHIBIT

16

AGENDA

ILLUMINATIONS HOLIDAY LIGHTING

Proposal

8606 Herons Cove Pl
 Tampa, FL 33647
 Tim Gay (813) 334-4827

TO:
 Cory Lakes Isles CDD
 10441 Corey Lake Dr
 Tampa, FL 33647
 Attn: John Hall (813) 986-1031

JOB DESCRIPTION		
Christmas Lighting Proposal for Cory Lake Isles		
ITEMIZED ESTIMATE: TIME AND MATERIALS		AMOUNT
Front Entrance (CC Blvd)	Entrance Sign Install clear C9's on front entrance sign.	\$1,375.00
	Install clear C9's outlining the "Cory Lake Isles" signage.	
	Install two lighted wreaths with bows on either side of signage.	
	Install clear mini lights in shrubs in front of signage.	\$1,200.00
	Install clear mini lights in palm cluster behind the entrance sign.	\$625.00
	Entrance Features Install warm white, LED minis on shrubs on entrance side (in front of queen palms) Install 45 - Match Stick palms (23 on entrance / 22 on exit) Install WW LED minis on 20 bottle brush on entrance / exit sides (total of 20 trees) That is 20 additional Bottle Brush	\$25,500.00
	Entrance Tower Install 60" wreath on front center of entrance tower	\$500.00
	Candy Cane Palm tree - located to side of front entrance sign Install clear mini lights on palm tree trunk, red necklace and green mini lights on palm fronds	\$825.00
	Ligustrums (on entrance side of street) Install warm white LED minis on limbs and green LED minis on canopy of 2 ligustrums	\$4,000.00
	Queen Palm Trees - Entrance Side Install clear mini lights on trunks and red mini lights on neck of 4 queen palms on right side of entrance	\$1,600.00
	Light Poles - Cory Lake Dr Install 18 x 60" Snowburst Lamppost with red structural bows and lighted garland	\$8,000.00
Guardhouse (CC Blvd)	Install clear C9's outlining outer edge of roof line.	\$1,750.00
	Install 2 x 48" wreaths with lights and bows (one front; one back) of guard house.	\$450.00
	Install pre-lit wreaths with bows on entrance gates to guardhouse	
	Install Candy Cane effect on palm tree center median on entrance side of guardhouse	\$825.00
Clubhouse	Install 2 x 60" wreaths with lights and bow on either side of entrance doors over windows	\$500.00
	Install 2 x 48" wreaths with lights and bows on column walls of drive-thru	\$400.00
	Install clear lights in two crape myrtle trees on either side of drive thru.	\$900.00
	Install clear mini lights in shrubs in front of clubhouse and left/right of portico	\$1,650.00
	Install clear lighting in Bismarck palm by front road side.	\$575.00
MBRd Entrance	Install clear C9s on entrance sign and outlining entry monuments.	\$1,200.00
	Install clear C9's outlining "Cory Lake Isles" signage.	
	Install clear mini lights in shrubs behind front entrance sign to second palm tree	\$1,750.00
	Install Candy Cane effect on 2 palm trees center median just past entrance sign	\$1,400.00
	Palm Trees - entrance / exit Install WW, LED mini lights in 2 palm trees	\$750.00
	Install WW, LED mini lights in 1 crape myrtle	\$450.00
	Install WW, LED mini lights in 4 queen palms (exit side only)	\$1,000.00
	Bottle Brush - entrance / exit Install WW, LED mini lights in 5 bottlebrush trees - 2 on exit; 3 on entrance side	\$2,025.00
Guard House (MBRd)	Install clear C9's outlining roof edge of guard house	\$2,000.00
	Install 2 x 48" wreaths with lights and bows (one front; one back) of guard house.	\$400.00
	Install pre-lit wreaths with bows on entrance gates to guardhouse	
	SUB TOTAL	\$61,650.00
	3 YEAR 5% DISCOUNT	\$3,085.00
	TOTAL	\$58,565.00
	5 YEAR 10% DISCOUNT	\$6,165.00
	TOTAL	\$55,485.00
TOTAL ESTIMATED JOB COST		TBD

* Price includes rental of materials, labor, installation, service and removal of all materials.
 * Assumes adequate power available. If additional power needed Cory Lake Isles community responsible for providing.
 * Remaining balance of project due upon receipt of invoice after installation.
 * Removal process begins after New Years Day. It can take up to a week or more for completion. Power can be turned off in the interim.

Tim Gay _____ PREPARED BY	5/24/2024 _____ DATE
_____ AUTHORIZED SIGNATURE FOR CORY LAKE ISLES CDD	_____ DATE

CONFIDENTIAL - This message is sent on behalf of Illuminations Holiday Lighting and is intended for authorized personnel and Board Members of Cory Lake Isles CDD only. As the intended recipient you are notified that disclosing, copying, distributing or taking any action in reliance on the contents of this information is strictly prohibited.

Cory Lakes

Community Development District

EXHIBIT

17

AGENDA



American Illuminations & Decor

Cory Lakes CDD

✉ clcddfm@corylakescdd.net

ESTIMATE	#352
ESTIMATE DATE	May 28, 2024
DEPOSIT DUE	\$30,000.00

CONTACT US

4737 Mile Stretch Dr, Suite 4103
Holiday, FL 34690

☎ (813) 716-5999

✉ william@american-powerwashing.com

ESTIMATE

Services

3-Year Premium Holiday Service Agreement

Front Entrance (Cory Lake Blvd)

Entrance Sign

Install Warm White LED C9s on the entrance sign.

Install Warm White LED C9s on the "Cory Lake Isles" sign.

Install two 48" Pre-lit Warm White wreaths w/ Red with Gold trim bows on both sides of the sign.

Install Warm White mini lights in the shrubs in front of the sign.

Install Warm White mini lights on the 3 palms behind the entrance sign.

Install Fireworks theme on the Single Palm tree located on the left side of front entrance sign (Warm White mini lights on palm tree trunk, Red mini lights at the bulb, and Green mini lights on palm fronds)

Entrance Tower

Install (2) 60" Pre-lit Warm White wreaths w/ bows on front center and left center of entrance tower

Entrance Features

Install Warm White mini lights in the shrubs on the entrance side, in front of the palms.

Install 40 Candlestick theme mini lights on Palm trees. (Warm White mini lights on the trunk with Red mini lights at the top)

Install Warm White mini lights on 20 bottle brush trees on entrance / exit sides.

Install Warm White mini lights on limbs and Green mini lights on canopies of 2 ligustrums (near the entrance)

Install Warm White mini lights on trunks and Red mini lights on neck of 4 Palms on the right side of entrance

Light Poles - Cory Lake Dr

Install (18) LED Decorative Stars on Light Poles

Install Red bows w/ Gold Trim on Light Poles

Install Pre-lit Warm White Garland

Front Entrance Guardhouse

Install Warm White C9s on edge of roof line.

Install (2) 48" Pre-lit Warm White wreaths w/ Red with Gold Trim bows on the front and back of guard house (one on front and one on back side).

Install (1) 36" Pre-lit Warm White wreaths w/ Red with Gold Trim bows on each entrance gate at the guardhouse (3 wreaths total).

Install Fireworks theme on Palm Tree in the center median.

Clubhouse

Install (2) 60" Pre-lit Warm White wreaths w/ Red with Gold Trim bows over the windows on both sides of the entrance doors.

Install (2) 48" Pre-lit Warm White wreaths w/ Red with Gold Trim bows on columns of the drive-thru

Install Warm White mini lights in two crape myrtle trees on both sides of the drive-thru.

Install Warm White mini lights in the shrubs in front of clubhouse and left/right of the drive-thru.

Install Warm White mini lights on Palm Tree in front.

Morris Bridge Road Entrance

Entrance Sign/Monument

Install Warm White LED C9s on entrance sign and monuments.

Install Warm White LED C9s on "Cory Lake Isles" sign.

Install (1) Pre-lit Warm White Wreath w/ Red with Gold Trim bow on each side of the entrance sign (2 total).

Entrance Features

Install Warm White mini lights in 6 Palm Trees.

Install Warm White mini lights in 1 Crape Myrtle.

Install Warm White mini lights in 5 Bottlebrush trees (2-exit side, 3-entrance side).

Install Fireworks theme on the 2 palm trees in the center median just past entrance sign.

Install Warm White mini lights in shrubs behind front entrance sign to second palm tree.

Morris Bridge Road Guardhouse

Install Warm White LED C9s on the edge of the roofline on the guardhouse.

Install (2) 48" Pre-lit Warm White Wreaths w/ Red with Gold Trim bows on the guardhouse (1 on the front, 1 on the back side- total of 2)

Install (4) 36" Pre-lit Warm White Wreaths w/ Red with Gold Trim bows on the entrance gates at the guardhouse (1 on each gate- total of 4).

OPTIONAL ADDITIONS

Option 1: Boat Parade LED Display - \$20,000

Install (1) Extremely Large LED Decorative Display on the backside of the clubhouse by the dock for the holiday boat parade-

Choose either a 10' x 28' LED display of Santa and Elves in a boat fishing, OR a 12' x 24' LED display of an eskimo and polar bear fishing. (See attached photos)

Option 2: Total Roof Illumination - \$12,000

Clubhouse and both Entrance Guardhouses:

Install Warm White LED C9s on the ridge lines, peaks, and dormers for a full dimensional display to give an elegant accent to your buildings.

Services subtotal: \$60,000.00

Subtotal \$60,000.00

Total \$60,000.00

Deposit \$30,000.00

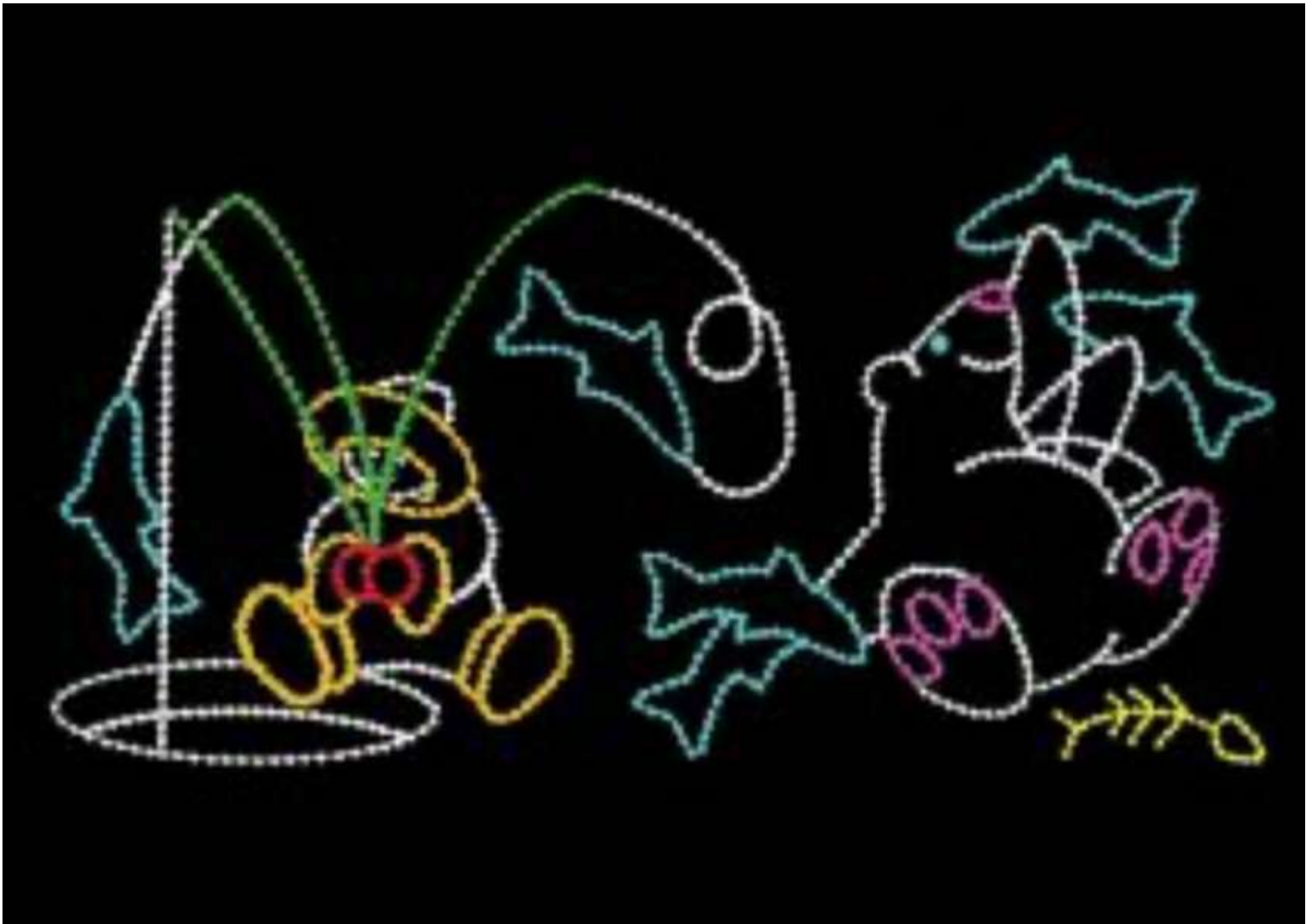
- This is a 3-year Full Service agreement for the holiday season for the years 2024, 2025, & 2026.
- American Illuminations & Decor will install, maintain throughout the season, takedown all lights & decor at the end of the season, and store during the offseason.
- American Illuminations & Decor maintains ownership of all lights, equipment and decor at the end of the agreement.
- Installation to be completed by December 10th (Lighting installs begin by October 1st, Greenery and Decor installs begin November 1st).
- Removal of decor by January 20th (Lighting may come down after the 20th, but Greenery and Decor will be removed by the 20th)
- 50% deposit due upon approval of proposal. Remaining 50% due upon completion of installation (Net 15)

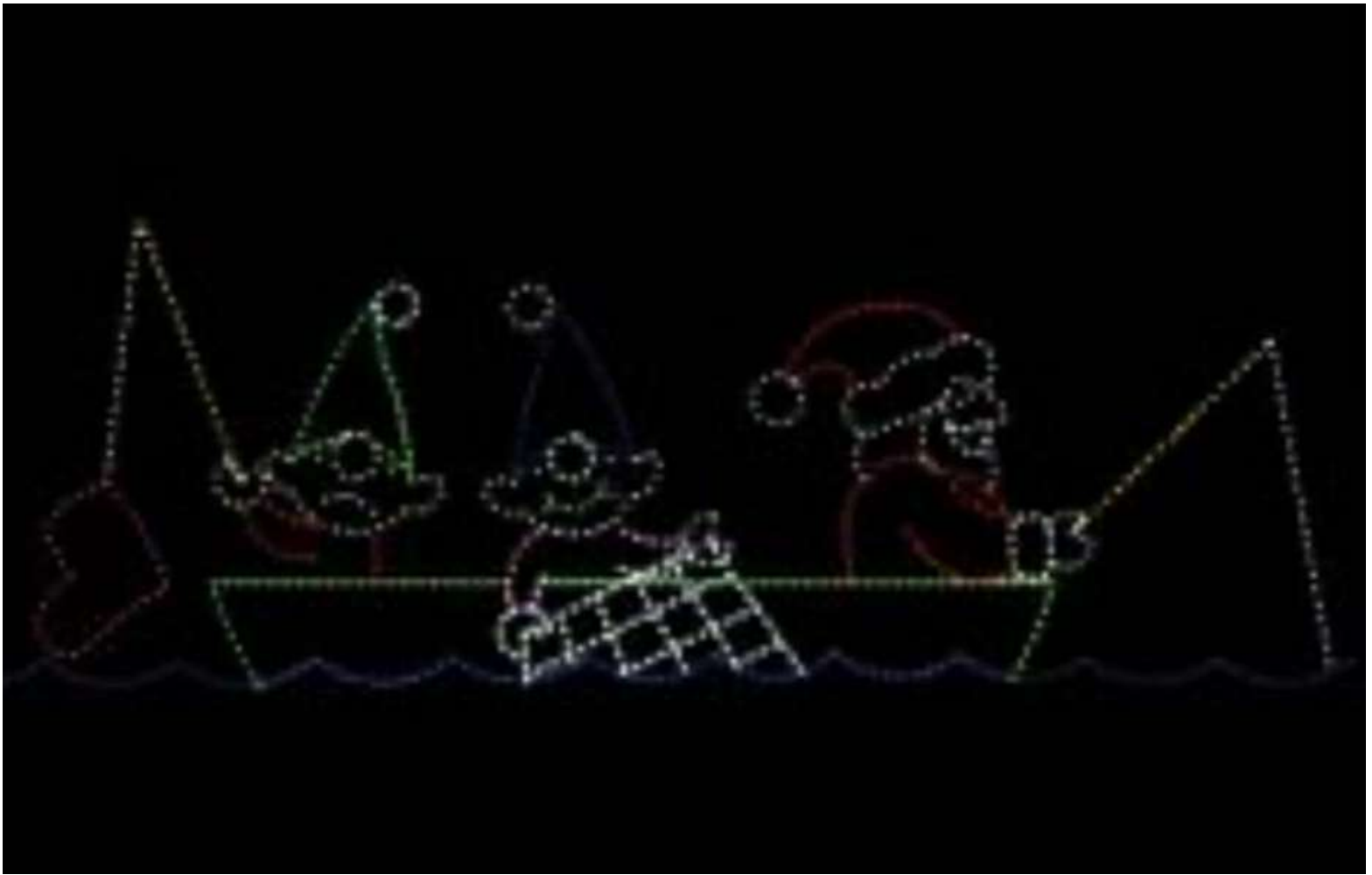
Print & Signature of Acceptance:

X _____

Acceptance Date:

X _____





Cory Lakes

Community Development District

EXHIBIT

18

AGENDA

Cory Lakes

Community Development District

EXHIBIT

19

AGENDA

Cory Lakes

Community Development District

EXHIBIT

20

AGENDA

RESOLUTION 2024-03

A RESOLUTION OF THE BOARD OF SUPERVISORS OF THE CORY LAKES COMMUNITY DEVELOPMENT DISTRICT APPROVING A PROPOSED OPERATION AND MAINTENANCE BUDGET FOR FISCAL YEAR 2024/2025; SETTING A PUBLIC HEARING THEREON PURSUANT TO FLORIDA LAW; ADDRESSING TRANSMITTAL, POSTING, AND PUBLICATION REQUIREMENTS; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the District Manager prepared and submitted to the Board of Supervisors (“**Board**”) of the Cory Lakes Community Development District (“**District**”) prior to June 15, 2024 a proposed operation and maintenance budget for the fiscal year beginning October 1, 2024 and ending September 30, 2025 (“**Proposed Budget**”); and

WHEREAS, the Board has considered the Proposed Budget and desires to approve the Proposed Budget and set the required public hearing thereon.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF SUPERVISORS OF THE CORY LAKES COMMUNITY DEVELOPMENT DISTRICT:

1. **PROPOSED BUDGET APPROVED.** The Proposed Budget, including any modifications made by the Board, attached hereto as **Exhibit A** is hereby approved as the basis for conducting a public hearing to adopt said Proposed Budget.

2. **SETTING A PUBLIC HEARING.** The public hearing on said Proposed Budget is hereby declared and set for the following date, hour, and location:

DATE: August 15, 2024

HOUR: 6:00 p.m.

LOCATION: Cory Lake Beach Club
10441 Cory Lake Drive
Tampa, Florida 33647

3. **TRANSMITTAL OF PROPOSED BUDGET TO LOCAL GENERAL PURPOSE GOVERNMENT.** The District Manager is hereby directed to submit a copy of the Proposed Budget to City of Tampa at least 60 days prior to the hearing set above.

4. **POSTING OF PROPOSED BUDGET.** In accordance with Section 189.016, Florida Statutes, the District’s Secretary is further directed to post the Proposed Budget on the District’s website at least 2 days before the budget hearing date and shall remain on the website for at least 45 days.

5. **PUBLICATION OF NOTICE.** Notice of this public hearing shall be published in the manner prescribed by Florida law.

6. **EFFECTIVE DATE.** This Resolution shall take effect immediately upon adoption.

PASSED AND ADOPTED ON MAY 30, 2024.

Attest:

**Cory Lakes Community
Development District**

Print Name: _____
Secretary / Assistant Secretary

Print Name: _____
Chair/Vice Chair of the Board of Supervisors

Exhibit A: Proposed Budget for Fiscal Year 2024/2025

CORY LAKES CDD
MID YEAR ANALYSIS & PRELIMINARY REVIEW OF FY 2025 BUDGET

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 AMENDED	FY 2024 MID YEAR ANALYSIS	FY 2024 PROJECTED EOY	FY 2025 PROPOSED	VARIANCE 2024 TO 2025
REVENUE								
ASSESSMENTS LEV: ALL RESIDENTS	\$ 1,992,645	\$ 2,285,386	\$ 2,385,865	\$ 2,579,152			\$ 2,371,044	(208,108)
ASSESSMENTS LEVY: CACHET		-	2,591	2,713			2,713	-
ALLOWABLE DISCOUNTS (4%)		-	-	(103,275)			-	103,275
ASSESSMENTS LEVY - NET	1,992,645	2,285,386	2,388,456	2,478,590	2,299,346	2,478,590	2,373,757	(104,833)
INTEREST AND MISCELLANEOUS	283,204	24,974	43,712	43,712	20,459	30,000	30,000	(13,712)
TRANSFER FROM CLOSED ACCOUNT		700,000	-	28,556	9,652	28,556	-	(28,556)
TOTAL REVENUE	2,275,849	3,010,360	2,432,168	2,550,858	2,329,457	2,537,146	2,403,757	(251,934)
1 EXPENDITURES								
2 ADMINISTRATIVE EXPENSES								
3 SUPERVISORS FEES	12,200	11,400	11,554	12,000	5,000	12,000	12,000	-
4 PAYROLL SERVICE FEE	793	751	806	600	929	300	600	-
5 PAYROLL TAXES	933	872	689	1,225	439	918	1,225	-
6 DISTRICT MANAGEMENT	55,000	55,000	59,449	70,000	35,105	70,000	70,000	-
7 ASSESSMENT ROLL PREPARATION	5,000	5,000	4,583	-	-	-	-	-
8 BOND AMORTIZATION SCHEDULE FEE	-	-	-	-	-	-	-	-
9 DISSEMINATION SERVICES (DISCLOSURE REPORT)	3,000	3,000	2,750	-	-	-	-	-
10 TRUSTEES FEES	7,112	7,112	7,704	7,750	1,482	7,750	7,750	-
11 AUDITING SERVICES	6,400	6,400	6,400	6,400	-	5,100	5,250	(1,150)
12 ARBITRAGE REBATE CALCULATION	-	-	-	2,500	-	2,500	2,500	-
13 LEGAL SERVICES - GENERAL	6,643	12,586	13,856	15,000	14,305	20,000	15,000	-
14 DISTRICT ENGINEER	4,505	21,984	12,503	15,000	2,713	12,000	15,000	-
15 INSURANCE - GENERAL LIABILITY & PUBLIC OFFICIALS	33,153	34,837	39,057	40,500	51,459	51,459	56,605	16,105
16 INSURANCE - WORKERS COMPENSATION	3,792	4,356	4,026	5,500	3,799	3,799	5,500	-
17 LEGAL ADVERTISING	6,051	3,908	3,921	1,500	3,523	6,000	1,500	-
18 BANK FEES	-	-	1,804	1,500	240	200	1,500	-
19 CREDIT CARD DISCOUNT	195	227	424	200	-	-	200	-
20 DUES & LICENSES	175	175	175	175	1,070	1,200	175	-
21 POSTAGE	1,313	3,604	2,873	2,000	429	1,500	2,000	-
22 OFFICE SUPPLIES	631	345	2,362	-	-	-	-	-
23 TAX COLLECTOR - (Amounts are based on fees charged by County)	39,852	27,793	47,746	103,275	-	51,638	-	(103,275)
24 CONTINGENCIES	1,844	1,432	4,505	2,000	29	1,500	2,000	-
25 COI	-	4,000	-	-	-	-	-	-
26 TOTAL ADMINISTRATIVE EXPENDITURES	188,592	204,782	227,187	287,125	120,522	247,864	198,805	(88,320)
27								

CORY LAKES CDD
MID YEAR ANALYSIS & PRELIMINARY REVIEW OF FY 2025 BUDGET

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 AMENDED	FY 2024 MID YEAR ANALYSIS	FY 2024 PROJECTED EOY	FY 2025 PROPOSED	VARIANCE 2024 TO 2025
28 UTILITIES:								
29 COMMUNICATION	32,482	34,231	38,445	33,896	18,302	35,748	35,748	1,852
30 WEBSITE	1,056	1,056	557	705	705	705	705	-
31 ADA WEBSITE COMPLIANCE	-	420	210	210	210	210	210	-
32 STREETLIGHTS	168,061	213,884	241,863	241,863	123,842	251,520	251,520	9,657
33 ELECTRICITY	63,288	69,694	82,593	82,593	43,410	95,280	95,280	12,687
34 PROPANE	-	-	-	400	-	400	400	-
35 WATER, SEWER & IRRIGATION	26,553	26,507	24,975	24,975	14,437	24,975	24,975	-
36 SOLID WASTE REMOVAL	7,656	7,345	9,439	9,439	4,614	9,439	9,439	-
37 SEWER LIFT STATION	20,497	2,390	5,032	5,032	3,820	5,000	5,000	(32)
38 TOTAL UTILITIES	319,593	355,527	403,114	399,113	209,340	423,277	423,277	24,164
39								
40 SECURITY OPERATIONS								
41 SECURITY STAFFING CONTRACT SERVICES	302,398	393,605	431,755	347,923	161,822	347,923	347,923	-
42 ROVER SERVICE - 8 HOUR SERVICE - 7 DAYS A WEEK				90,854	42,644	90,854	90,854	-
43 CONTRACTUAL VIRTUAL GUARD	88,908	71,020	59,108	59,000	35,545	59,000	59,000	-
44 OFF DUTY POLICING	14,686	14,949	12,050	16,000	5,152	10,000	16,000	-
45 TOTAL SECURITY OPERATIONS	405,992	479,574	502,913	513,777	245,163	507,777	513,777	-
46 FIELD OFFICE ADMINISTRATION								
47 FIELD MANAGER	63,365	63,200	65,768	67,295	32,670	73,000	79,000	11,705
48 ASSISTANT FIELD MANAGER	6,847	152	-	6,515	2,309	9,500	9,500	2,985
49 OFFICE ADMINISTRATOR	48,044	47,204	54,234	62,595	36,053	68,000	69,440	6,845
50 PAYROLL TAXES	11,569	11,147	14,400	15,000	6,285	15,000	15,000	-
51 SEASONAL DECORATIONS	40,500	60,000	58,950	60,000	58,950	58,950	60,000	-
52 BEACH CLUB OFFICE EQUIPMENT	2,845	4,024	5,503	4,500	1,832	4,500	4,500	-
53 BEACH CLUB OFFICE SUPPLIES	5,178	3,492	4,250	4,500	2,675	4,500	4,500	-
54 BEACH CLUB GYM SUPPLIES	20,495	18,237	4,911	18,100	4,110	14,000	19,000	900
55 GUARD OFFICE EQUIPMENT	-	230	-	1,000	318	1,000	1,000	-
56 GUARD OFFICE SUPPLIES	467	336	244	1,500	-	1,000	1,500	-
57 COMMUNITY EVENT SUPPLIES	10,623	18,364	13,658	14,272	12,639	15,000	18,000	3,728
58 POOL & BEACH CLUB ATTENDANTS	35,049	32,475	23,785	26,000	5,973	26,000	26,000	-
59 MISCELLANEOUS FIELD EXPENSE - RESERVE STUDY	-	-	9,450	7,340	-	7,500	7,340	-
60 TOTAL FIELD OFFICE ADMINISTRATION	244,982	258,861	255,153	288,617	163,814	297,950	314,780	26,163
61 PROPERTY MAINTENANCE								
62 LANDSCAPE MAINTENANCE								
63 LANDSCAPING	462,585	473,801	483,172	343,885	172,803	345,606	348,000	4,115
64 MULCH	-	3,150	-	50,000	18,870	50,000	50,000	-
65 LANDSCAPE REVIEW CONTRACT	-	-	-	3,000	3,000	3,000	-	(3,000)
66 BEACH SAND	-	2,385	-	6,000	-	6,000	6,000	-
67 ANNUALS & SEASONAL PLANT INSTALLATION	2,416	4,520	4,000	7,500	3,785	7,500	7,500	-
68 PLANT REPLACEMENT	38,313	25,272	21,127	15,000	-	12,000	25,000	10,000
69 SOD REPLACEMENT	3,387	480	-	5,000	-	3,500	5,000	-
70 WELL MAINTENANCE - IRRIGATION	614	240	5,659	3,000	1,255	3,000	3,000	-
71 IRRIGATION - MAINTENANCE	7,074	15,414	20,311	7,500	2,018	7,500	7,500	-
72 TREE REMOVAL, REPLACEMENT & MAINTENANCE	14,613	38,222	47,543	20,000	21,050	24,000	24,000	4,000
73 LAKD & POND MAINTENANCE	45,750	47,165	53,213	55,640	24,003	55,640	55,640	-
74 TOTAL LANDSCAPE MAINTENANCE	574,752	610,649	635,025	516,525	246,784	517,746	531,640	15,115

CORY LAKES CDD
MID YEAR ANALYSIS & PRELIMINARY REVIEW OF FY 2025 BUDGET

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 AMENDED	FY 2024 MID YEAR ANALYSIS	FY 2024 PROJECTED EOY	FY 2025 PROPOSED	VARIANCE 2024 TO 2025
75								
76 FACILITIES MAINTENANCE								
77 OUTSIDE FACILITIES MAINTENANCE	20,887	60,722	117,489	49,815	1,864	40,000	50,000	185
78 CAPITAL REINVESTMENT NOTE 2022 REPAYMENT	-	145,396	160,941	154,000	7,831	152,000	152,000	(2,000)
79 CAR & CART REPAIRS AND MAINTENANCE	9,036	10,140	10,385	6,000	2,058	6,000	9,000	3,000
80 RENTALS & LEASES	13,411	18,368	23,223	9,200	5,449	10,740	10,740	1,540
81 CLEANING	15,062	18,443	18,590	20,000	8,580	19,000	19,000	(1,000)
82 PEST CONTROL	1,529	1,800	2,000	1,800	975	1,950	1,950	150
83 SECURITY GATE MAINTENANCE & REPAIR	11,376	14,077	7,746	5,000	897	5,000	5,000	-
84 SECURITY GATE MAINTENANCE & REPAIR - CACHET	1,621	2,438	5,319	2,500	-	2,500	2,713	213
85 MONUMENTS AND SIGNS	3,016	2,624	585	5,000	508	5,000	5,000	-
86 FOUNTAINS	810	12,045	400	7,000	1,234	7,000	7,000	-
87 STORM WATER DRAINAGE	16,391	5,011	22,950	35,000	14,300	30,000	30,000	(5,000)
88 RECREATIONAL EQUIPMENT MAINTENANCE & REPAIR	30,868	16,622	22,833	15,000	8,146	15,000	15,000	-
89 BUILDING EQUIPMENT MAINTENANCE & REPAIR	8,178	14,939	8,728	15,000	3,147	15,000	15,000	-
90 PRESSURE WASHING	685	1,250	1,500	7,500	875	7,500	7,500	-
91 PAVER, STREETS AND SIDEWALKS REPAIRS, CLEANING	86,247	59,866	42,252	55,000	35,000	55,000	55,000	-
92 TOTAL FACILITIES MAINTENANCE	219,117	383,741	444,941	387,815	90,864	371,690	384,903	(2,912)
93								
94 FACILITIES MAINTENANCE (POOL)								
95 POOL MAINTENANCE	21,417	23,395	22,958	21,000	10,350	21,000	21,000	-
96 POOL REPAIRS	2,386	7,204	1,584	7,000	3,193	7,000	7,000	-
97 POOL HEATER UTILITIES	11,955	7,873	2,254	8,000	542	8,000	8,000	-
98 POOL PERMIT	275	273	275	575	-	575	575	-
99 TOTAL FACILITIES MAINTENANCE (POOL)	36,033	38,745	27,071	36,575	14,085	36,575	36,575	-
100								
101 TOTAL EXPENDITURES BEFORE OTHER FINANCING SOURCES/USES	1,989,061	2,331,879	2,495,404	2,429,547	1,090,572	2,402,879	2,403,757	(25,790)
102								
103 OTHER FINANCING SOURCES/USES								
104 INCREASE IN FUND BALANCE - WEIR PROJECT	3,538	-	-	53,784	53,784	53,784	-	(53,784)
INCREASE IN FUND BALANCE - OPERATING RESERVE				67,527	67,527	67,527	-	(67,527)
105 CONTINGENCY	6,538	295,314	25,000	-	-	-	104,750	104,750
106 TOTAL OTHER FINANCING USES	3,538	-	-	121,311	121,311	121,311	-	(16,561)
107								
108 TOTAL EXPENDITURES	1,992,599	2,331,877	2,495,404	2,550,858	1,211,883	2,524,190	2,403,757	(42,351)
109								
110 NET CHANGE IN FUND BALANCE	290,326	678,483	(63,236)	-	1,117,574	12,957	-	-
111 FUND BALANCE - BEGINNING	252,368	542,694	919,325	831,089	856,089	856,089	952,400	121,311
112 INCREASE IN FUND BALANCE				121,311	121,311	121,311	-	(121,311)
113 FUND BALANCE ENDING	542,694	1,221,177	856,089	952,400	2,094,974	990,357	952,400	-
114								
115 FUND BALANCE USES:								
116 NonSpendable - Prepaids & Deposits (amts in FY 2022 are from the audit)	106,368	101,092	52,130	23,154	31,335	31,335	31,335	-
117 Assigned - 3 months working capital at BOY - GFOA now advises 2 months	-	360,000	482,069	569,246	425,143	425,143	400,626	-
118 Assigned for Weir	-	-	295,000	360,000	360,000	360,000	360,000	-
119 Unassigned Fund Balance	436,326	458,233	26,890	-	1,278,496	173,879	160,439	-
119 TOTAL FUND BALANCE USE	\$ 542,694	\$ 919,325	\$ 856,089	\$ 952,400	\$ 2,094,974	\$ 990,357	\$ 952,400	\$ -