



# CITY OF HUNTINGTON PARK

Department of Parks and Recreation  
City Council Agenda Report

October 17, 2017

Honorable Mayor and Members of the City Council  
City of Huntington Park  
6550 Miles Avenue  
Huntington Park, CA 90255

Dear Mayor and Members of the City Council:

## **AUTHORIZATION AND RATIFICATION OF CERTAIN EXPENDITURES FOR THE HUNTINGTON PARK'S 2017 HOLIDAY PARADE**

### **IT IS RECOMMENDED THAT THE CITY COUNCIL:**

1. Authorize and ratify the expenditures in a not-to-exceed amount of \$55,000 for TV Production, TV Broadcasting and Parade Security for the 2017 Holiday Parade.

### **HOLIDAY PARADE MEDIA PRODUCTION:**

The Holiday Parade (the "Parade") has been a part of the City of Huntington Park for over sixty-six years, and is now revered as a traditional holiday event that the community looks forward to each year. This will be the second fiscal year that the City assumes full responsibility of the Parade's organization. This event has been estimated to attract over 15,000 attendees and continues to grow each passing year. This year, the Parade will take place on Saturday December 9, 2017 from 6:00 p.m. – 7:30 p.m. The costs associated with the media production and security are outlined below:

**TV Production services and closed captioning:** A private contractor is necessary in order to oversee the filming, production and closed captioning required for the parade to be televised. Staff made attempts to contact two production contractors to submit quotes and was only successful in obtaining one from Billy Valdivia Entertainment whom is available to provide the services. The cost to produce the Annual Holiday Parade is \$10,500. The Holiday Parade Committee recommends this contractor as this is all inclusive of producing, directing, lighting, sound engineering, technical support, set up, announcer, 4 cameras, 2 On Air Talents, 1 Field Reporter, Post Production services and editing as well as delivery of digital format for broadcasting.

# AUTHORIZATION AND RATIFICATION OF CERTAIN EXPENDITURES FOR THE HUNTINGTON PARK 2017 HOLIDAY PARADE

October 17, 2017

Page 2 of 3

**TV Broadcasting air time and live streaming:** In order to televise the Holiday Parade and ensure it caters to a large viewer population within and outside the City of Huntington Park, it required identifying well known broadcasting stations. Staff reached out to five television stations and received quotes from two, offering air time and promotional commercials.

<b>Station</b>	<b>ABC 7</b>	<b>KTLA 5</b>
Air date	December 23, 2017	December 24, 2017
Air time	9:30 a.m. – 10:30 a.m.	11:30 a.m. – 12:30 p.m.
Cost	\$10, 000	\$10, 500

The Holiday Parade Committee recommends ABC 7.

**Parade Security:** In order to provide a safe and enjoyable experience for all participants and spectators of the Holiday Parade, it is necessary to obtain security guard services to assist the Huntington Park Police Department in ensuring safety. Staff reached out to seven security guard companies and received quotes from two:

<b>Security Guard Co.</b>	<b>Supreme Shield Security</b>	<b>American Eagle Protective Services</b>
Personnel	44 Guards, 4 Guard Supervisors	44 Guards, 4 Guard Supervisors
Time	From 4:00 p.m. – 09:00 p.m.	4:00 p.m. – 09:00 p.m.
Cost	\$5, 340	\$4, 600

The Holiday Parade Committee recommends American Eagle Protective Services.

## **PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION**

Each year, the City of Huntington Park staff and residents alike, look forward to the Annual Holiday Parade as it brings together the community and provides enjoyment to all. The Holiday Committee has been working diligently to ensure that all elements are covered and that it is done with genuine care as well as mindfulness of the costs and expenses associated with it. Therefore, for the aforementioned reasons, the Committee recommends Billy Valdivia Entertainment, as that is the only contractor who submitted a bid. The Holiday Committee also recommends ABC 7, as they have a large viewership, great ratings and the City of Huntington Park has also worked with them in the past. Most importantly, it was the more financially sound bid received. Lastly, the Holiday Committee recommends going with American Eagle Protective Services as they provided a very reasonable bid and they have extensive experience in professional handling of large special events.

**AUTHORIZATION AND RATIFICATION OF CERTAIN EXPENDITURES FOR THE HUNTINGTON PARK 2017 HOLIDAY PARADE**

October 17, 2017

Page 3 of 3

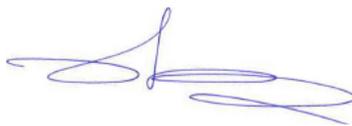
**FISCAL IMPACT/FINANCING**

Funding for the 2017 Holiday Parade was approved in the City's FY 2017-18 Adopted Budget under account # 111-6010-466.55-35.

**CONCLUSION**

Upon Council approval, staff will proceed with the recommended actions.

Respectfully submitted,



RICARDO REYES  
Acting City Manager



Cynthia Norzagaray  
Director of Parks and Recreation

**ATTACHMENT(S)**

- A. American Eagle Protective Services Proposal.
- B. ABC 7 Proposal.
- C. KTLA Proposal.

# ATTACHMENT "A"

**AEPS**  
**AMERICAN EAGLE PROTECTIVE SERVICES, INC**  
SECURITY PROFESSIONALS WITH INTEGRITY

---

**PROPOSAL FOR**



**HUNTINGTON PARK**  
THE CITY OF PERFECT BALANCE *California*

**AMERICAN EAGLE PROTECTIVE SERVICES, INC.**

425 W. Kelso Street  
Inglewood, CA 90301  
310-412-0019 phone  
310-412-0042 fax

**PPO#17622**

**October 9, 2017**

Information provided in this proposal is considered proprietary to American Eagle Protective Services, Inc., (AEPS) and is required to be kept private by the designated addressee. Copies may be produced and distributed, within the organization of the addressee for the purpose of complete evaluation during the addressee's submission period. No Entity outside of the organization of the addressee is to receive a copy of this proposal or be made privy to the contents herein.

**Licensed Bonded and Insured Since 1998**

**AEPS**

**AMERICAN EAGLE PROTECTIVE SERVICES, INC**

SECURITY PROFESSIONALS WITH INTEGRITY



October 9, 2017

Ms. Cynthia  
**City of Huntington Park**  
**3401 Florence Ave.**

Dear Ms. Cynthia,

Thank you for the opportunity to present to you -- our proposal for unarmed, uniform contract security services for **City of Huntington Park**. In an effort to acquire your business we have attempted to fully understand your safety needs and concerns for asset protection, as well as your image objectives.

Within our proposal, we have identified many reasons why you should select American Eagle Protective Services, Inc. (AEPS), as your security services partner. The following information will serve, as an introduction to the services we have to offer.

Since 1998 American Eagles Protective Services, Inc. has had the belief that personalized service is the key to lasting quality relationships and success. Our staff specializes in addressing the needs specific to *each and every client*. AEPS supplies both armed and unarmed security officers for many companies around Southern California. Therefore, we understand quality services, asset protection and budgets are extremely important to our clients, their administrative staff and management teams.

Keeping all this in mind – we know that success is a function of team performance, and that the officers assigned to **City of Huntington Park** location will come to work knowing that their efforts are valued and respected. We've confirmed this fact, after reviewing your website -- illustrating the high quality of service **City of Huntington Park** provides to its customers each and every day.

For the past decade AEPS has provided a variety of services to public and private businesses of all kinds, those who trust their food and merchandising warehouses, distribution centers, financial institutions, high-rise offices, and multi-use facilities, commercial centers and other establishments to us. These are not responsibilities we take lightly!

The AEPS management team is a group of seasoned professionals with considerable knowledge. Together, we bring more than 10 years of experience in specialized security, ownership, and ongoing training practices. AEPS management has been empowered by its ownership to handle and address any and all needs of our clients' at the local level. There's no waiting for an east-coast office to open -- we're just a phone call away.

American Eagle Protective Services operates a *24-hour call center* for the convenience of our clients and staff. We believe this to be of benefit to you, as we will be available to respond expeditiously to **City of Huntington Park** needs and requests, as well as, dispatch officers and field supervisors, manage your concerns, participate and oversee the work and ongoing training efforts 24-hours a day, 7 days a week.

Our goal is simple. We want to clearly understand your needs the first time – by not only meeting them, but also exceeding your expectations. We aspire to making **City of Huntington Park** thoroughly satisfied with the quality of service provided by a security company -- more importantly by American Eagle Protective Services, Inc.

## City of Huntington Park requirements for security services considerations are as follows

1. A security provider, which can meet your challenges and expectations in an atmosphere of constant change. In other word, a service provider who can meet your growing needs in a flexible and professional manner.
2. A security provider, who understands the environment and the customers you serve.
3. When needed placement and replacement of officers must be provided by the security provider in a timely manner.
4. A security provider who can be responsive to the needs of **City of Huntington Park** its staff and its customers
5. A security provider who can provide customer service and management support even after the sell is done.

### Key Objectives:

- Improve Quality
- Increase Flexibility
- Improve Service
- Maximize Control of Locations
- Gain More Cost Efficiency
- Limit Liability

### Benefits for Selecting American Eagle Protective Services:

- Control operating costs
- Eliminate peak staffing problems
- Provide the best quality services, products and people
- Increase customer satisfaction
- Reduce overall management burden, while retaining control of strategic decision making

### General Duties of Security Officers:

This should include, but not be limited to:

- a. The ability to observe and report
- b. Response to emergencies through the contact of Fire, Police or Medical, as required
- c. Monitoring and control of access and egress of customers and others, while on premise
- d. Maintain surveillance of property utilizing foot patrol, as directed by management and/or post orders.
- e. Advice **City of Huntington Park** management direct of all-unusual incidents and/or emergencies, as observed by the officer while on the premise.
- f. Strong customer service and relations skills by the officer, with a friendly, but professional demeanor to all visitors.
- g. Conduct periodic patrols of the premises and ensuring that there is not a breach of security.



6. Security officers must be congenial in their duties; they do not become overly friendly, with other staff members and/or visitors, etc.
7. Attention must be given to security officer's ability to communicate clearly and accurately (including complete reports – DAR's, as required by **City of Huntington Park** our employ).
8. AEPS officers must be available for special events on a periodic basis with a minimum advance notice of 24-hours -- by **City of Huntington Park**.
9. In addition to meeting your budgetary needs, frequency of contacts by contract management personnel will be available. Should a service issue occur, you may rest assured that it will be resolved to your satisfaction, and not just given "lip service."
10. Service Resources - To be successful in today's business environment, AEPS realizes it has to be more than just your "guard" company; it has to be your best-in-class consultant.

## **INVESTMENT**

AEPS has carefully considered your security requirements, the equipment needed and the tasks our security officers must complete to provide you with a quality security program. With these elements in mind, American Eagle Protective Services submits the following rates for your consideration:

## BILLING RATES FOR CENTER FOR CITY OF HUNTINGTON PARK

<u>Job Classification</u>	<u>Hourly Bill Rate</u>	<u>Holiday Rate per Hour</u>	<u>Total amount</u>
Unarmed Officer	\$19.00	\$28.50	5 hoursx44 officersx\$19=\$4180.00
Supervisors	\$21.00	\$31.50	5 hoursx4 officersx\$21=\$420

### ***American Eagle Protective Services, Inc. Requires Net 30 Days for Payment of Invoices***

**Note:** Upon the assignment of location by **City of Huntington Park**—American Eagle Protective Services will implement

Field Manager for **City of Huntington Park** account at no additional charge.

Should there be a change in the State of California’s “minimum wage” or the “living wage ordinance”, or other imposed costs that are beyond the control of American Eagle Protective Services and that have an adverse effect on the operating costs of this account, agrees to revise billing rates that will reimburse American Eagle Protective Services for its added costs.

## **QUALITY SECURITY OFFICERS**

The significance of minimum wage is that it sets the point at which the least qualified individuals are hired and it affects the starting point of wage leverage for the more desirable employees. In a labor-intensive business, the process for having the lowest possible bill rate translates into employees being paid the lowest possible wage. American Eagle Protective Services recognizes that doing so would compromise our service quality and your assets!

## **PERSONNEL POLICIES AND PRACTICES**

**Guard Turnover Rate** - The Company currently strives for and actively maintains a turnover rate of less than 15% per Year. We are actively working on reducing that to less than 10% per Year. The average in the Security Industry is approximately 100 to 200% per year, primarily due to the lack of benefits and low pay. We recognize that, and therefore we pay slightly higher than the local average. We pay our employees a Bonus for outstanding performance. This bonus is paid once a quarter, and is based upon the employees being on-time, properly uniformed, no disciplinary actions or problems, and no customer

complaints. The Bonus Check is passed out to all employees who qualify for the Bonus, at a ceremony. This way it maximizes the exposure and the recognition for the qualifying employees and serves as a motivational tool for those who did not receive the bonus. We also provide our employees with advancement opportunities and direct feedback on their performance. We pay a little more, but we demand a lot more from our employees.

**Recruitment** - We usually try whenever possible to hire the Security Officers currently working on the contract, since this provides them with an incentive to stay. We recognize their knowledge and experience. This also makes the transition a lot smoother. We also actively recruit from local trade schools, Police Academies, Military Bases, Out-placement centers for local Military and Police Departments, Junior Colleges, Universities, Job Service Centers and referrals from current employees. All personnel are required to undergo a full Background Investigation including Drug Screening.

**RECRUITING SOURCES:** The following list is not all inclusive, but does represent the hierarchy and priority that is used:

- |    |                                |            |
|----|--------------------------------|------------|
| 1. | Retain Current Officers        | 75% to 80% |
| 2. | Promotion from within          | 2% to 3%   |
| 3. | Military Out-placement Centers | 5% to 7%   |
| 4. | Classified Advertising         | 5% to 6%   |
| 5. | Word of Mouth                  | 1% to 2%   |
| 6. | Technical Schools              | 1% to 2%   |

**Affirmative Action**– We are an equal opportunity employer, we are looking for the best qualified personnel for our contract and a Reserve force that we maintain for all contracts. We will actively seek applicants from all ethnic backgrounds and genders. We do not discriminate based upon age, but we do require that our personnel be physically qualified to perform the duties of the contract, which includes being on your feet, being able to render assistance during emergencies and being able to control crowds, and if necessary to take physical action to protect personnel and property.

**Background Checks** – All employees are subject to a detailed Background Investigation that includes all prior employers in the last 5 years. All time must be accounted for. All Applicants are checked to ensure that they are not illegal aliens; they must have a U.S. Birth Certificate, Naturalization Certificate, or a Genuine INS Green Card. We perform a Police Record Check in all Counties, Communities and States where the individual has either worked or lived in the last five years. We perform a National Records Check for possible Criminal Record, we require that there be no gaps in either employment or residence history. If ex-military we require a DD-214. We also check with at least three non-family personal references.

**Hiring Practices and Procedures** – We will accept Applications from any and all applicants, we will check all prior employers, we require each applicant to provide us with a copy of their Drivers License, their State Guard Card, Social Security Card, Birth Certificate or Naturalization Certificate, Passport, High School Diploma or GED Certificate, CPR and First Aid Certificate, DD-214, Proof of either background or training, and College Transcripts if available. We require that all applicants must undergo a Physical Examination including Drug Screening, Visual Examination and Hearing Test, as a condition of employment. We check with Drivers License Bureau (DMV) to determine if there is any history of Substance Abuse, we check for a possible history of Domestic Abuse for all Security Officers.

**Drug Testing** – We are a Zero Tolerance Company, we require all personnel to take a Drug Screen as a condition of employment. We also will conduct follow-up Drug Screens whenever we have reason to believe that an employee undergoes either a work performance or attitude change, or if we have reason to suspect a problem.

**Promotions and Demotions** – We do not normally consider demotions except as a disciplinary issue. If the disciplinary issue is sufficient for us to consider demotion, then the possibility is very strong that we will have terminated the person for sub-standard performance. The exception is when a person is employed in a position that is changed to reflect a new skill requirement that the individual cannot perform. We normally promote all of our Supervisors from within our ranks, thereby providing our personnel with the opportunity to seek promotion.

**Rate of Pay** - We offer all employees performing the same job on the same contract the same Rate of Pay and Benefits as specified in the applicable local or Federal Wage Determination. There is no discrimination allowed or tolerated. The only justification for a different rate of pay is the result of the person being assigned to a position requiring additional responsibilities, such as being a Supervisor or a Lead Guard.



## **QUALITY ASSURANCE PLAN**

We are driven by our client's needs and we stress this in all aspects of job performance, employee reviews and training. We require that our Supervisors perform periodic and surprise inspection of all of our contracts and personnel. Any time that a Corporate Officer visits a contract site, he/she will inspect the personnel and prepare an inspection report. We closely monitor any and all Inspection reports, performance records, and complaints. We do not ignore any complaints no matter how minor.

All posts will report via telephone to the local Area Supervisor at the start and end of each shift. In addition all posts will be physically inspected not less than once a week, and more often if the results indicate any problems. We will not tolerate any slackness in performance, attitude or appearance.

The Area Supervisor will be in contact with the Contract Manager and will maintain a list of personnel on-call for fill-in as needed. We will have a ready reserve equal to 10% of the total staffing required to perform the contract. In addition we will maintain a contract ratio of 90% Full Time Employees and 10% Part Time Employees. A Full Time Employee is defined as a person working 40 Hours per Week, while a Part Time Employee is one that is assigned from 20 to 30 Hours per Week. This provides us with a cadre of personnel already working on the contract that can be called immediately for a fill-in, subject only to the requirement that no employee will work more than 12 consecutive Hours in a 24 Hour period. The priority will be to ensure that no post is ever left unfilled for any reason. If the post is one where we have a Guard on duty, he/she will not be allowed to leave until a spot relief is on site. If a post is not manned due to a "no show", then the Area Supervisor will fill the post until a replacement can arrive.

## **ON SPECIAL EVENTS**

- *Minimum 24-hours Advance Notice Required for All Special Events*
- *Minimum 6 hour guarantee per Officer per event required*
- *One (1) Lead Officer will be assigned to the event for every five (5) Officers requested*

### *Value Added Services Include:*

- **24/7 Communication Center** – When you are not available at your property American Eagle Protective Services is. With a local 24-hour communication center connected to the Security Officer and client, AEPS provides local response in the event of an emergency.
- **Communication Devices** – The officer will be equipped with a cell phone for this site.
- **Detailed Post Instructions** – Written instruction used to train security officers on what, when and how to perform security duties, while on assignment with **City of Huntington Park**.
- **Local Management Team** – For additional client support when you need us.
- **Drug Testing**
- **Field Supervision**
- **GS3000 Patrol Guard Tour System**- Will be provided at no additional cost (if it is required for this site)

### **GS3000 Patrol Guard Tour System**

The Patrol Tour System features the latest in memory chip technology in the extremely durable GS3000 scanner. It is the ideal solution for companies wishing to track employees whose work duties require moving from place to place, such as security guard patrolling, policeman patrolling, remote equipment inspection, etc. The remote scanner records the date, time and tag ID when brought in contact with a button tag. Use the included Patrol Management Lite software to download and generate reports, which can be printed or exported to MS Word/Excel, PDF, JPG, and much more.

- Durable stainless steel body with rubber grip is shock and water resistant
- Scanner records Date, Time, and ID information of each checkpoint visited
- Built-in battery lasts up to 400,000 scans (approx. 2 years)
- Weight: 11.3 oz
- Size: 5<sup>3</sup>/<sub>4</sub>" H x 1<sup>1</sup>/<sub>2</sub>" L x 1<sup>1</sup>/<sub>2</sub>" W

#### **Set Includes :**

- Remote scanner
- Base unit
- 10-Button tags & Holders
- GS3000 software
- USB Transfer Cable



## **Secure Trax™ Security Management Software**

The right security technology can unlock hidden benefits for your business.

Secure Trax™ is a revolutionary software platform that offers AEPS clients two important capabilities: real-time event monitoring and situational management, and ever-expanding business intelligence. More than just a hand-held PDA or cell phone, this technology can run on a wide range system including hand-held devices, laptops, and desktop computers.

The event monitoring function seamlessly brings together security-related matters including incident management, guard tours, and safety inspections, consequently increasing our [security officer's](#) value in the field. The business intelligence platform provides advanced security and safety incident reporting, operational Key Performance Indicators (KPIs), post compliance measurements and a myriad of other capabilities including:

- GPS Tracking and History - View security officer location real-time as well as complete history of tours.
- Geo Fence - Create a virtual fence around your property and monitor the patrols present.
- Incident Notification - You define the information you want security officers to collect, and that information is sent (real-time) to your pre-defined recipients.
- Guard Tour - Combines GPS tracking with RFID tag tour of your preferred locations, then you view tour history via a secure website.
- Check-In/Check-out and Random Verification - Confirms covered posts, device location and ensures that personnel are in possession and on location.
- Safety Inspections - Safety issues are transmitted immediately to your pre-determined security or safety representatives.
- Panic Button - Security officer can send instant email and/or text message to supervisor and AEPS Communications Center.
- Communications - Security officer can communicate with you or your designated representatives via cell phone, push-to-talk, email or text message.
- Integrates with Your Systems - All reporting can be integrated with your current incident management system, reporting system, and command center.

Secure Trax™ is just one way AEPS is using technology to continuously improve what we do for our customers. Let us help you to see the opportunities that exist in the challenge of securing your world.



## POST ORDERS

It is preferable that the responsibility and authority of the security officer, the rules of the property and specific duties of the security staff be in writing. American Eagle Protective Services and **City of Huntington Park** will participate in the development of post orders with careful thought being given to the limitation of authority, actions to take when rules violation or crime occurs, and reaction to emergencies. *American Eagle Protective Services will require joint approval between **City of Huntington Park** and AEPS, Inc. on all written post orders prior to AEPS officer implementation.*

Post orders left behind by a predecessor security agency, or client-produced orders that have not been reviewed for a year or more, are evaluated for content and accuracy. Memos and notes to the security staff are evaluated and the current staff interviewed to determine how the job is really done. American Eagle Protective Services priorities include the production and maintenance of up-to-date post orders.

## UNIFORM POLICY

American Eagle Protective Services uniform policy provides our clients with flexibility and ensures that our security officers project an effective presence. AEPS offers a variety of uniform styles for any given security environment in which they have been assigned. The goal of the uniform selection is to set the tone for the function of the security officer and to establish his or her presence in the most effective manner.

All uniforms will be tailored to fit correctly, and worn uniforms will be replaced immediately during the duration of the contract.

Full cost of our standard uniforms will be the responsibility of American Eagle Protective Services. American Eagle Protective Services understands the importance of image for the employees and the public, and wants to ensure that each officer will have a clean, pressed uniform every day he or she is on duty.

Uniforms for the **City of Huntington Park** assignment will consist of the following for each security officer:

- (5) Hat
  - (4) Shirt
  - (3) Pair of pants
  - (2) Ties (all shift personnel)
  - (1) Bomber jacket
- Other weather gear as needed**

## AMERICAN EAGLE PROTECTIVE SERVICES SERVICING LOCATION

The American Eagle Protective Services headquarters will be servicing **City of Huntington Park** and is located at 425 W. Kelso Street Inglewood, CA 90301. The main telephone number is 310-412-0019. Our communication's center direct telephone number is 310-412-0019 and is answered twenty-four hours a day.

## AMERICAN EAGLE PROTECTIVE SERVICE, INC. EMERGENCY CONTACT LIST

<b>Position/Function</b>	<b>Name</b>	<b>Contact Number</b>
<b>American Eagle Protective Service, Inc. – Corporate Office Fax Number</b>	Monday – Friday 8:00 a.m.- 5:00 p.m.	310-412-0019 310-412-0042
<b>Lead Field Supervisor</b>	TBD Upon Award	310-412-0019
<b>Field Supervision</b>	All	TBD
<b>24-hour Dispatch Center</b>	AEPS Communications	310-412-0019
<b>Director of Client Relations</b>	Cathie Davis	310-472-7821
<b>Director of Administration</b>	Joelle Bonds M-F 9:00 a.m.-5:00 p.m.	310-412-0019
<b>Sales &amp; Marketing</b>	Veronica Bautista	310-484-9615
<b>General Manager</b>	Cynthia Jimenez	310-412-0019
<b>Vice President Operations</b>	John Labidi	213-276-4555

AMERICAN EAGLE HAS LISTED A FEW OF OUR PAST AND PRESENT CLIENTS TO ILLUSTRATE OUR CAPABILITIES AND TO PROVIDE YOU WITH CURRENT REFERENCES

**Rite Aids**  
Numerous Locations  
Contact: Matt Megill  
Corporate Operations Manager

**Autry Museum**  
210 S. Victory Blvd.  
Burbank, CA 91502  
Contact: Everett Drayton  
Director of Security

**Aids Healthcare Foundation**  
1300 N. Vermont Ave., Suite 407  
Los Angeles, CA 90027  
Contact: Jesse Galan  
Office Administrator

**Soltek Pacific Construction**  
2424 Congress Street  
San Diego, CA 92210  
Contact: Derek Good  
Superintendent

**Furniture of America**  
730 Epperson Dr.  
City of Industry, CA 91748  
Contact: Vincent Deng  
Director of Administration

**NMS Properties, Inc.**  
1430 5<sup>th</sup> Street Suite 101  
Los Angeles, CA 90017  
Contact: Eddie Valentin  
Development Associate

**Henkels & McCoy**  
2840 Ficus Street  
Pomona, CA 91766  
Contact: Joshua Shook  
Project Manager

**Museum of Latin American Art**  
628 Alamitos Ave.  
Long Beach, California 90802  
Contact: Anthony Hampton  
Director of Security

**Pacific Logistics Corp.**  
7255 Rosemead Blvd.  
Pico Rivera, CA 90660  
Contact: Ovie De La Torre  
Corporate Safety Admin.

**City of Los Angeles**  
Numerous Locations  
Los Angeles, CA  
Contact: Keith Boles  
General Manager

**Bank of America**  
400 National Way  
Simi Valley, CA 93065  
Contact: Steve Wilson  
Regional Account Manager

**Southern California Edison**  
1450 Iowa Ave. Suite 120  
Riverside, CA 92507  
Contact: Gene Scott  
Southern California Edison Project Manager

For additional information -- Visit us on the web at: <http://aeprotectiveservices.com>

American Eagle Protective Services has earned the reputation as one of the most pro-active, service-oriented management companies in the security industry. We are committed to maintaining this reputation with our current clients. We would certainly like this opportunity to demonstrate our capabilities of consistent high quality for you, your clients, and your community.

Once again, thank for your consideration and the opportunity to share our information. Should you have any questions and or comments regarding our services or this submission, I can be reached at the telephone numbers listed below.

Respectfully,

Veronica Bautista  
Business Development Director  
*American Eagle Protective Services*  
Telephone: 310.412.0019  
Fax: 310.412.0042  
Cell: 310.484.9615

# ATTACHMENT "B"



**Thomas M. Levee**  
Vice President  
Local Sales Manager  
10/13/2017

Cynthia Norzagaray  
Director of Parks & Recreation  
City of Huntington Park  
6550 Miles Ave.  
Huntington Park, CA 90255

Hi Cynthia:

It was nice speaking with you today and we look forward to airing the Huntington Park Christmas Parade, again, this year. Here are the details:

Sat 930-1030am 12/23 Net Price \$10,000

Please let me know if there is any additional information you need!

Thanks,

A handwritten signature in black ink, appearing to read 'Tom Levee'.

**KABC-TV**

500 Circle Seven Drive, Glendale, California 91201  
Phone 818.863.7821 Fax 818.863.7802 Cell 310.980.5145  
e-mail tom.levee@abc.com  
an ABC owned station.

# ATTACHMENT "C"

**From:** Murrietta-Chavez, Frances [<mailto:fmurriettachavez@tribunemedia.com>]  
**Sent:** Tuesday, October 03, 2017 2:59 PM  
**To:** Cynthia Norzagaray <[CNorzagaray@hpca.gov](mailto:CNorzagaray@hpca.gov)>  
**Subject:** RE: [EXT]Huntington Park Holiday Parade

Good Afternoon Cynthia,  
Sorry about the delay. I was waiting for approval for some additional slots. Here are the options for Sunday 12/24/17. I've attached a programming grid as well. On that day we are re-running the Hollywood Christmas Parade at 4pm. I think that would be a great opportunity to come in and run your broadcast prior to that airing. I think running your show on Sunday when families are together preparing for Christmas Eve is such a great programming opportunity. I've included the cost of the 1 hour block and then separately if you want to add any additional budget to promote the airing. I will also include some bonus spots as well. Then please review my Hispanic composition. KTLA has a high concentration of Hispanic viewers. Let me know if you need anything else, and I look forward to your feedback.

KTLA Sunday December 24<sup>th</sup>

KTLA Block Programming		Sunday 12/24/17 1 hour block	Addition Budget for Promotional :15 Spots to run week of broadcast
1130a – 12:30pm		\$7500	3k
12:30pm – 1:30pm		\$5500	3k
1pm – 2:00pm		\$5000	3k
2p-3p		\$5500	3k
3p-4p		\$6000	3k

Respectfully,  
Frances

**Frances Murrietta-Chavez**  
Account Manager  
5800 Sunset Boulevard, Los Angeles, CA 90028-6607  
☎: 323-460-5250  
☎: (o) 323-460-5994  
© 818-515-7898  
✉: [fmurrietta@kta.com](mailto:fmurrietta@kta.com)