

What makes Echelon different from other security companies:

1. *Unique Hiring Policy* - EPS mostly hires its employees mostly based upon industry referrals. We try to hire personnel with a personal reference from someone we know.
2. *Personnel Training* - EPS promotes the self-development of its personnel by offering bi-monthly training. Our training includes legal briefs, Tactical Casualty Care, Deescalation through communication, outreach services, and much more.
3. *Philanthropy* - EPS does not approach livability and safety from a law enforcement perspective. Rather, EPS utilizes philanthropic outreach to engage all community stakeholders. We approach security by maximizing relationships and community.
4. *ID Criminal Elements* - EPS conducts backgrounds on suspicious persons and actively identifies and trespasses criminal elements from its clients' properties.
5. *Safety Conscience Training* - We teach realtors, property managers, owners and others engaged in real estate services how to protect their staff against possible threats. This includes offering staff training on active threats and safety protocols.
6. *Professional Networking* - EPS works with non-profit associations, government institutions and private businesses to ensure that all stakeholders are strategically expending the necessary resources to achieve shared security and livability goals.

Frequently Asked Questions:

What is the proposed security solution that is being organized in NW District / Slabtown / Nob Hill ?

Hello, I am Alex Stone. I am the CEO and owner of Echelon Protective Services (EPS). Along with COO and Co-owner Reid Kerr, we have developed the *Consortium Security District* (CSD) security model. We intended the CSD model to serve the security needs of entire neighborhoods and districts, not just individual businesses. For this reason, the CSD model engages local businesses and property owners to combine resources in a cooperative fashion to pay for a higher level of shared security, such as the NW District / Slabtown /

Understanding the strain on emergency services caused by the lack of resources, Kerr and I developed the CSD model to cover “safety gaps” in the City of Portland and the greater Portland metro area. As owners of EPS, we never intended the CSD model to replace regular law enforcement services, but believe it serves to aid in addressing the increased criminal activity, livability issues and heightened levels of property damage impacting buildings and businesses.

The end result is expected to provide a high level of collaborative service, response, accountability, and follow through for a lower out-of-pocket private security cost due to an “economy of scale” service model.

What is the scope of work for this security solution? What does this look like?

The CSD Model provides a proactive solution to security in the NW District / Slabtown neighborhood in the form of private security services. This proactive approach includes highly trained security personnel engaged in community foot patrols focusing on the protection of each participating property and business.

When engaged in a security incident, Echelon personnel will properly investigate and perform the necessary strategies and tactics to stop criminal activities. In some cases, security will trespass these individuals and/or arrest them as needed for transport by law enforcement. Security personnel will also monitor emergency medical situations. When necessary, Echelon personnel will administer first aid and/or notify emergency medical services, the Department of Human Services, Project Respond, Central City Concern and other community partners, to ensure that proper measures are taken in a case-by-case manner. Echelon’s goal is more than the protection of property, it is the preservation of life and dignity for all who live and work in the district.

Patrol personnel will also be utilizing software documentation that will properly aid in the reporting of criminal incidents. These measures will assist Echelon and respective consortium members to more effectively pursue criminal prosecution. In addition, Echelon will provide quarterly reports and statistical analyses to consortium members to track the distinct progress toward lower rates of criminal activity and property damage upon request.

The ultimate goal is to have personnel patrolling the neighborhood 24-hours per day, 7 days per week. We anticipate seeing positive results in about 12 weeks and thereafter. In this early phase of organizing (Phase I), we are able to provide a full-time randomized patrol for an 8-hour - 12 hour period at night between 6pm and 6am, plus an additional randomized 4-hour patrol during the day time between the hours of 6am to 4pm.

If there is an incident at a property or business, how soon can security personnel respond?

In most cases EPS personnel can respond to an active incident within five (5) - eight (8) minutes. In many cases, an officer will be on scene in a shorter time span. Moreover, if an on-duty patrol unit is preoccupied on an active incident, Echelon will have additional personnel in the vicinity who can respond generally within 12 -15 minutes.

Who and how many businesses and property owners are currently involved in this program?

Currently, there are approximately 12+ businesses and property owners engaged in the process to develop the NW District / Slabtown / Nob Hill CSD. This group includes prominent property owners and management groups as well as locally owned small-businesses. Echelon believes that the only way to properly secure a neighborhood and its visitors, employees, residents is to commit to shared safety goals.

Will this replace my current security solution?

Depending on your property's needs and current services, the NW District / Slabtown CSD may augment, replace or reduce your current security provider. What's most important is that the CSD was developed to provide a gap replacement for regular livability and police services which NW District / Slabtown and other communities are not currently receiving from the City of Portland at acceptable levels.

How much does it cost for a business owner or property owner? How does pricing work?

Echelon Protective Services (EPS) employs a unique pricing formula tailored to the specific needs of every client. For the purpose of setting up a security consortium in OT/CT, EPS has agreed to base per business contracts on three factors.

First, interested parties generally must meet a minimum investment amount of \$650 a month. Second, EPS includes an additional cost based on the individual property business use. Each type of use translates into a unique cost multiplier applied to the initial investment cost of \$650.00. Each cost multiplier takes into account the amount of calls for service generated by properties of same or similar use. This standard is set by Echelon's collective training and experience in law enforcement and security services.

For example, occupied multifamily residential (MFR) properties have a multiplier of 2.5. MFR's are more likely to generate calls, as well as unique security needs. On the other hand, vacant / abandoned properties have a multiplier of 1.5. They may not generate as many calls but are more likely to attract higher rates of criminal incidents. As crime typically occurs where people congregate, especially in the night or early morning hours, businesses open outside of banking hours generally generate a higher volume of security calls. In contrast to this trend, occupied office buildings with limited card / fob access have a multiplier of 1.25, as they are likely to produce fewer calls. Retail shops or restaurants open after regular business hours have a

multiplier of 1.75. Similarly, entertainment businesses that operate late at night have a multiplier of 2.0.

Finally, Echelon determines pricing on a property-by-property basis. This pricing stage takes into consideration how easily a property can be patrolled. More difficult properties, such as abandoned buildings would have an added cost multiplier, especially if the building requires interior sweeps. A parking lot best represents properties having a low cost multiplier. In a parking lot, a staff member has a direct line of sight and can assess the security of the area in much less time.

What is the process for getting involved in the district and who do we contact?

Due to the urgency of the safety concerns in NW Industrial District / Slabtown / Nob Hill, Echelon and participating CSD members have agreed to begin service as soon as possible. To initiate service, each ownership or management group must sign contracts. While ratepayers have the option to end their respective contract at any time with a 30-day notice, we strongly recommend each ownership give this program a 12-month commitment to ensure success.

For pricing and or for having conversation about involvement in this security consortium, please contact the COO of Echelon Protective Services, Reid Kerr , at (405)-503-4153 or email at Reid@pacificechelon.com.

When can my business or property start receiving services if we decide to join?

TBD

What are Notices of Exclusion / Trespass?

Under the Oregon Revised Statutes (ORS 164.245) property owners have the right to trespass persons from their private property. As your representative, Echelon personnel will trespass criminal elements located within the security district. All persons trespassed will be issued a written or verbal Notice of Exclusion. Written notices will include the address from the participating business from which persons are trespassed.

Following the issuance of Notices, every business will receive via email a report of the incident including photographs of the suspect when possible and also photographs of the Notice. Upon

future trespass by excluded persons, Echelon security personnel or a PPB unit can arrest the individual(s).

PPB or Echelon will be able to use the documented trespass notice as probable cause for an arrest (PPB) or as proof that a crime is being committed in the presence of a security personnel, giving her/him/they the ability to legally effect an arrest. Echelon personnel will also provide courtroom testimony on behalf of the consortium members to ensure efficient prosecution and commitment to a case by the District Attorney's Office. The addition of professionally written reports will also aid in the prosecution of the alleged criminal perpetrators.

How many/how often would you expect patrols to occur along a business perimeter?

Patrol personnel will be able to patrol the property about 2-4 times per day or more depending on the rate of incidents on a shift-by-shift basis. In some instances, security personnel may spend an extended period of time on property in order to appropriately deal with incidents. The idea is to increase the overall livability of NW District / Slabtown / Nob Hill so businesses can successfully remain open and operate in a safe environment. In many cases, an Echelon staff member will have a direct line of sight on multiple properties due to the close proximity of properties within the respective patrol cluster.

How soon will it be before we see a difference in the neighborhood and overall feeling of safety?

Based on Echelon's past experiences and data we believe solving the problems facing the business consortium will be ongoing, multifaceted and occurring over many phases. The first phase will be establishing relationships in the patrol district.

During the second phase, Echelon focuses on reinforcing security gains while initiating outreach strategies, targeting any remaining criminal elements within the CSD.

After finishing phase 1 and 2, the consortium will be presented with analytics and metrics produced from Echelon staff. This will allow the consortium to make decisions based on hard data. After around 6-months, the consortium should notice a significant difference in overall livability; however, the problems facing downtown Portland will always need to be addressed with a proactive approach and eb and flow based on criminal activity.

What do the Echelon patrols look like?

Echelon's patrols will be conducted on foot, walking through the same streets, same blocks, and by the same business every day. Echelon personnel will actively engage the community, speaking and listening to business owners, displaced persons, criminal elements, and all that

live, work and visit the NW District / Slabtown / Nob Hill area of Portland. Business employees and residents, in particular, will feel safer observing a constant presence of highly trained security personnel they know by name and can easily and comfortably share information and work together to address on-going and new issues.

When necessary Echelon staff will effect arrests when crimes have been committed in their presence. Additionally, as previously noted, Echelon personnel will issue notices of trespass, communicate with all members of the community and investigate suspicious activity and noise complaints.

How fast could someone respond (estimated) to an incident should one occur during patrol hours?

Patrol personnel should be able to respond in about 5-7minutes. When needed a second Echelon staff member can assist from a neighboring cluster. Other Echelon employees will also be deployable from area vehicle patrols.

Are there any tools/supplies or equipment a business or property would be expected to provide to the Pacific Echelon?

Yes, patrol personnel may need access to the internet in the event they have to write a lengthy report, such as an arrest report, which would be due and presentable to the DA's office the following day. When requested by businesses, security personnel can be granted access to the interior of buildings for patrols. In addition, when a crime is committed and a business requests follow-up or assistance, such as an investigation, security personnel can be granted access to camera surveillance systems. Lastly, businesses with readily accessible restroom facilities are ideal for use by security staff to stay easily in their patrol areas.

What's important to remember:

- ❖ Echelon has additional patrol and supervisory units readily available who can respond to multiple calls or as a back-up officer.
- ❖ 911 - Central Precinct Police should always be contacted first in the event of all major emergencies. Although it is likely Echelon will arrive prior to emergency services, major crimes should be treated with due diligence and law enforcement should be the primary agency involved.

- ❖ Whereas law enforcement remains reactive due to the lack of local resources, a private security presence provides a proactive and preventative measure before crime occurs.
- ❖ In the case of criminal incidents, it is rare that they are isolated unrelated events. For example, in an incident of Criminal Mischief (Vandalism), a perpetrator might vandalize (break windows) at several properties in one evening. Respectively, in most cases, our security team will be able to reduce overall criminal incidents by dealing with the perpetrator at the first or second incident. thereby stopping future crimes. As it stands now, an untimely police response allows for multiple crimes to occur prior to their arrival.
- ❖ Synergy applies to security situations. Most security plans are property-by-property with little to no information sharing regarding suspect information or criminal modus operandi. With a collective agreement / the CSD model allows for the security team to properly investigate and pursue criminals.
- ❖ The power of trespass! With a shared security district, criminals that engage in excessive or violent behaviors will, over time, become trespassed from some, most or all of the CSD's properties. This means that if a Criminal Mischief (Vandalism) occurs on an adjacent property, security will trespass that individual from all willing and participating properties, making the perpetrator arrestable if they enter or remain unlawfully or attempt to loiter on premises.

Please feel free to contact me personally regarding any follow-up questions or concerns.
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