

**KENNETH SCHMITT**  
*Town Supervisor*

**TOWN OF CARMEL**  
**TOWN HALL**

**ANN SPOFFORD**  
*Town Clerk*

**FRANK D. LOMBARDI**  
*Town Councilman*  
*Deputy Supervisor*

60 McAlpin Avenue  
Mahopac, New York 10541  
Tel. (845) 628-1500 • Fax (845) 628-6836  
[www.carmelny.org](http://www.carmelny.org)

**KATHLEEN KRAUS**  
*Receiver of Taxes*

**JOHN D. LUPINACCI**  
*Town Councilman*  
**SUZANNE MC DONOUGH**  
*Town Councilwoman*  
**JONATHAN SCHNEIDER**  
*Town Councilman*

**MICHAEL SIMONE**  
*Superintendent of Highways*  
Tel. (845) 628-7474

**TOWN BOARD WORK SESSION**  
**Wednesday, January 25, 2017 7:00pm**

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**Pledge of Allegiance – Moment of Silence**

**6:15pm Executive Session:**

1. Mary Ann Maxwell, Town Comptroller – Contractual Glens Falls National Bank
2. Mary Ann Maxwell, Town Comptroller - Bank Security Measures

**Town Board Work Session:**

- Review of Town Board Minutes January 4, 11 and 18, 2017
1. Jill Varricchio, President, Putnam County Economic Development – Recognizing Town Supervisor and Carmel Town Board for Their Economic Development Efforts in the Community
  2. Councilman Jonathan Schneider, Town Comptroller, Mary Ann Maxwell - Glens Falls National Bank – Russell Antonacci and Mary Pat Rabin - Consider LOSAP Investment Policy
  3. James Gilchrist, Director of Recreation & Parks – Consider Request to Purchase 2017 Licensing Agreement with American Society of Composers, Authors and Publishers (ASCAP)
  4. James Gilchrist, Director of Recreation & Parks – Consider Request to Accept Proposal for Floor Repair in Main Building at Sycamore Park
  5. Police Chief Michael Cazzari – Consider Request to Award Bid for the Purchase of Police Uniforms
  6. Police Chief Michael Cazzari – Consider Request to Accept Proposal for the Purchase and Installation of Lights and Equipment on Two (2) 2017 Dodge Charger AWD Police Cars
  7. Richard Franzetti, PE, Town Engineer- Consider Request to Accept Proposal for the Replacement of Two (2) Boiler Pumps – CSD#2 Sand Filter Building
  8. Michael Simone, Highway Superintendent – Discussion on Capital Budget - Purchase of Highway Vehicles
  9. Michael Simone, Highway Superintendent – Consider Proposals for GPS Tracking in Highway Vehicles
- **Public Comment (Three (3) Minutes on Agenda Items Only)**
  - **Town Board Member Comments**

**Open Forum:**

- **Public Comments on New Town Related Business (Three (3) Minutes Maximum per Speaker for Town Residents, Property Owners & Business Owners Only)**
- **Town Board Member Comments**
- **Adjournment**

**Executive Session:**

1. Michael Simone, Highway Superintendent – Personnel

**From:** [Jacqueline Sandoval](#)  
**To:** [Pasquerello, Anne](#)  
**Cc:** [JillMarie Varricchio](#)  
**Subject:** PEDC: Jill Varricchio on Town Board Agenda  
**Date:** Wednesday, January 04, 2017 10:45:41 AM  
**Attachments:** [image001.png](#)

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Good Morning,

Hope you had a great holiday season and a happy new year.

I am requesting that Jill Varricchio, President of Putnam County Economic Development be added onto the agenda for one of the January town Board meetings.

The reason why Jill would like to be in attendance is to recognize the Supervisor, and town council for their economic development efforts in the community.

She will award them with a Lepel pin along with a certificate and a tape measure at the meeting to show our appreciation.

Jill will then invite them to our upcoming March 28<sup>th</sup> event in honor of their efforts within the community.

Please let me know what date and time work best.

Best Regards,



**Jacqueline G Sandoval**

Administrative Assistant

*Hours: Mon-Wed 9-5*

Visit: [Putnam EDC.org](http://PutnamEDC.org)

40 Gleneida Avenue

Carmel, NY 10512

845-808-1021

## INVESTMENT POLICY

Plan Name: Town of Carmel Fire Protection District Service Award Program

Account Number: \_\_\_\_\_

The investment objective is to achieve an overall rate of return through capital appreciation and/or income that will at least meet the plan's actuarial assumption for a defined benefit plan, or the best return possible using prudent investments and also considering the level of risk appropriate for a defined contribution plan. After consideration of the plan's "Funding Policy and Method", the following objective is selected. The asset allocation used to meet that objective may change from time to time depending on market conditions:

ASSET ALLOCATIONS					
	<u>Cash Equivalents</u>	<u>Fixed Income</u>	<u>Convertibles</u>	<u>Equities</u>	<u>Alternatives</u>
___ All Equity	0-15%	0-10%	0%	75-100%	0-20%
___ Long-Term Growth	0-15%	10-30%	0-10%	55-85%	0-20%
___ Growth with Income	0-15%	25-50%	0-10%	40-65%	0-15%
___ Income with Growth	0-10%	45-75%	0-10%	20-50%	0-10%
___ Income with Minimal Growth	0-10%	65-90%	0-10%	5-25%	0-10%
___ All Fixed Income	0-20%	80-100%	0%	0%	0-10%
___ Other - Define:	_____				

The bond portfolio is structured to provide stable return plus liquidity through staggered maturities.

The stock portfolio will be diversified in nature with emphasis on those companies and industries that appear to hold the greatest promise for growth.

Convertibles include bonds and preferred stock which can be converted into shares of common stock.

Alternatives include investments other than stocks, bonds, and cash; and may include investments such as commodities, real estate, preferreds, and precious metals, and will be used to broaden diversification and manage risk.

The cash reserve is intended to provide a competitive return on a daily basis for funds awaiting either permanent investment or distribution.

The intent of this policy is to comply with requirements of ERISA concerning prudent investments.

I understand that the asset allocations associated with each objective above are those that are in effect as of the date below as established by the Glens Falls National Bank & Trust Company Investment Policy Committee.

ADOPTED this \_\_\_\_\_ day

of \_\_\_\_\_, 20\_\_

Signed: \_\_\_\_\_

**For the Town of Carmel**

\_\_\_\_\_  
**For Glens Falls National Bank and  
 Trust Company**

## Investment Presentation for

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# **Town of Carmel Losap**

**Account 1250548205**



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# VIEWPOINTS

Global analysis designed to keep you abreast of the latest economic and market changes.

## OUTLOOK

January 2017

Our investment strategy meetings last month led to an upgrade to our growth and interest rate outlook in the wake of the U.S. election, and our recently concluded December strategy meetings focused on validating those views. Even though the new administration won't take office until late January and meaningful legislation isn't close to passage, financial markets are discounting mechanisms, and investors who wait for the full formation of new economic conditions will likely be behind the curve. Recognizing this, we're dependent on assessing market reaction and anecdotal evidence, along with our own projections of the potential impact of changing policy on growth, inflation and monetary policy.

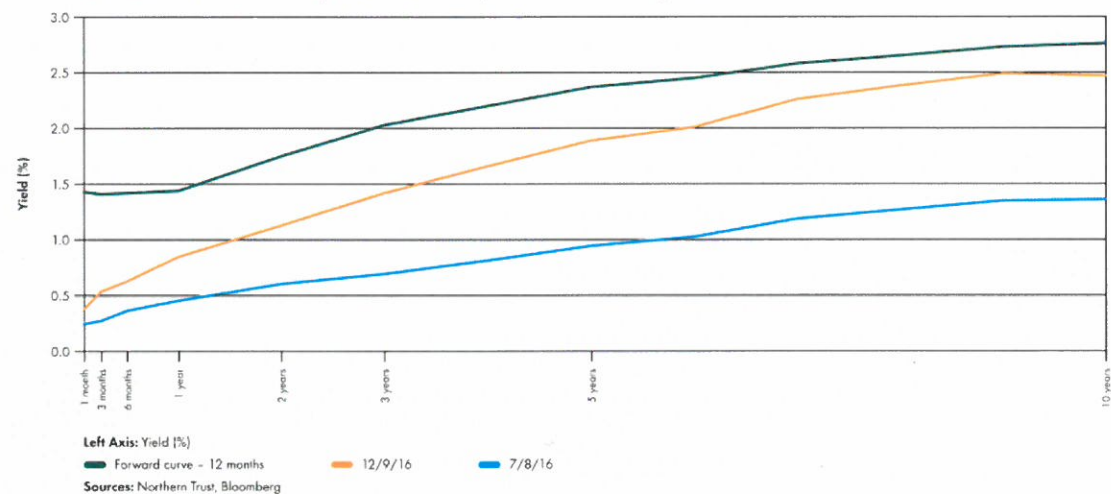
While it's been only a little over a month since the election, we think the developing evidence supports our view that the outlook for U.S. growth is likely to improve — which underpins our recommended increase in risk positioning last month. Rising financial markets directly boost consumer confidence and can also lead to increased business confidence. We're starting to hear of increased business spending plans after the election, and the potential for repatriation of overseas profits could further boost corporate spending and share repurchases. We also think our view that the U.S. interest rate picture has shifted to an upward trajectory is being substantiated, and the rise in market rates eases the Federal Reserve's job in normalizing monetary policy.

We'll further explore the outlook for the financial markets and themes in our 2017 Outlook report, which will be published mid-December. Two themes of particular importance are the rise of populist politics and the transition from monetary policy to fiscal/government policy. We assess the potential economic impact of populist politics, which we think will be negative for British growth

(due to the European Union [EU] exit) but positive for U.S. growth (due to some breaking of the legislative logjam in Washington). The transition from monetary to fiscal/government policy is currently focused in the United States, while its development in Europe will be slower to develop. This leads us to tactically favor U.S. assets because economic momentum is improving and the populist political outcome may actually lead to an improving economic outlook for the country.

### RIISING EXPECTATIONS

Rates have risen from their mid-year lows and are expected to continue rising in 2017.



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Past performance is no guarantee of future results. Index performance returns do not reflect any management fees, transaction costs or expenses. It is not possible to invest directly in any index. There are risks involved in investing including possible loss of principal. There is no guarantee that the investment objectives of any fund or strategy will be met. Risk controls and models do not promise any level of performance or guarantee against loss of principal. ViewPoints reflects data as of 12/14/16.

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**Glens Falls National**  
Bank and Trust Company

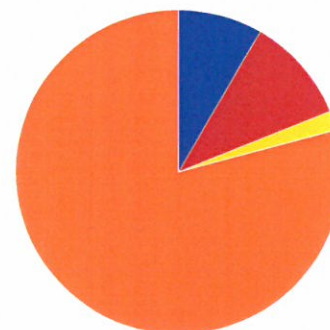
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## Asset Allocation

Investment Objective: TO BE DETERMINED

### Asset Allocation

Asset Category	Market Value	% Total
Equity	402,423.60	8.4
Fixed Income	503,514.33	10.5
Alternative	99,932.88	2.1
Cash	3,808,900.37	79.1
<b>Total</b>	<b>\$4,814,771.18</b>	<b>100.0%</b>



### Portfolio Detail

Asset	Price	Market Value	% Class	% Total
<b>Equity</b>				
Domestic Equity Mutual Funds		363,615.77	90.4	7.6
International Equity Mutual Funds		20,452.84	5.1	0.4
Closed End Equity Mutual Funds		18,355.00	4.6	0.4
<b>Total Equity</b>		<b>\$402,423.60</b>	<b>100.0%</b>	<b>8.4%</b>
<b>Fixed Income</b>				
Taxable Fixed Income Funds		503,514.33	100.0	10.5
<b>Total Fixed Income</b>		<b>\$503,514.33</b>	<b>100.0%</b>	<b>10.5%</b>
<b>Alternative</b>				
Alternative Funds		99,932.88	100.0	2.1
<b>Total Alternative</b>		<b>\$99,932.88</b>	<b>100.0%</b>	<b>2.1%</b>
<b>Cash</b>				

**Asset Allocation**

<i>Asset</i>	<i>Price</i>	<i>Market Value</i>	<i>% Class</i>	<i>% Total</i>
<b>Cash (continued)</b>				
Taxable Money Market Funds		3,808,900.37	100.0	79.1
<b>Total Cash</b>		<b>\$3,808,900.37</b>	<b>100.0%</b>	<b>79.1%</b>
<b>Total Portfolio</b>		<b>\$4,814,771.18</b>		<b>100.0%</b>

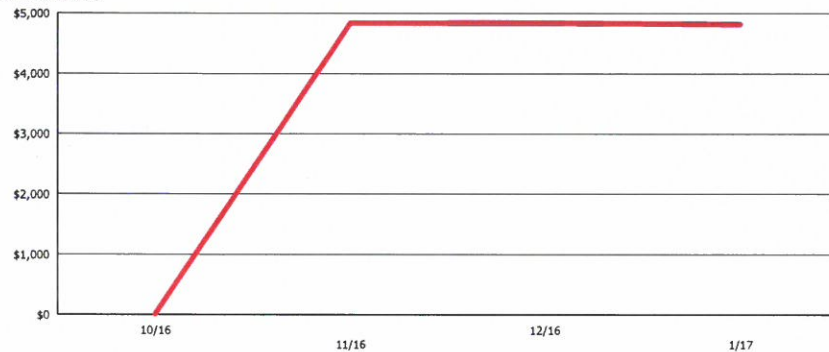




## Performance Summary as of 1/31/2017

### Portfolio Growth Since Inception

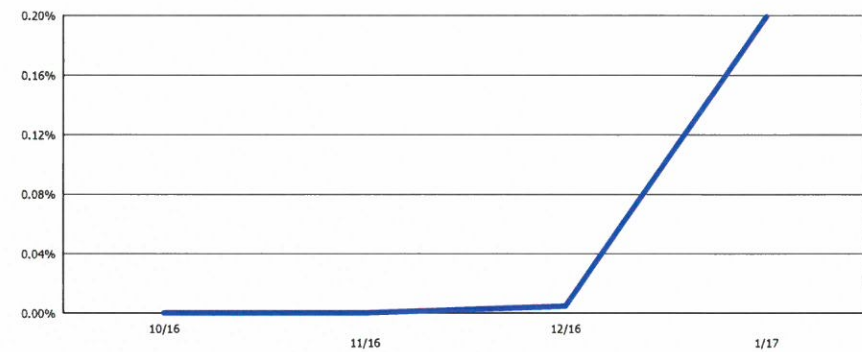
(in thousands)



Amounts shown for Total Fund

■ Portfolio Value ■ Net Amount Invested

### Cumulative Returns



Returns shown for Total Fund

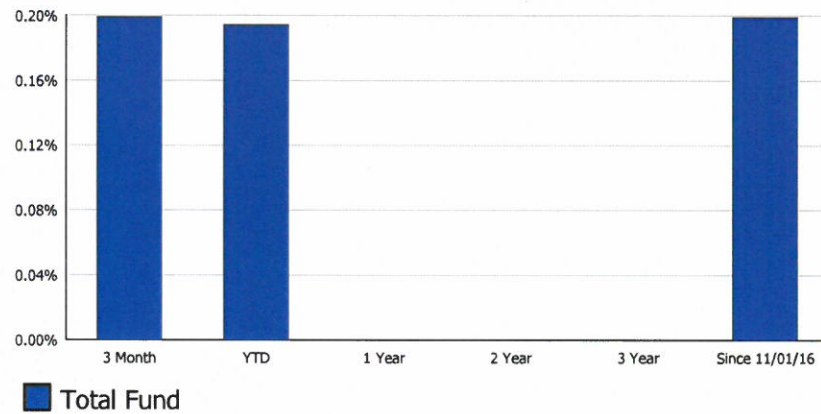
■ Account

### Return Details

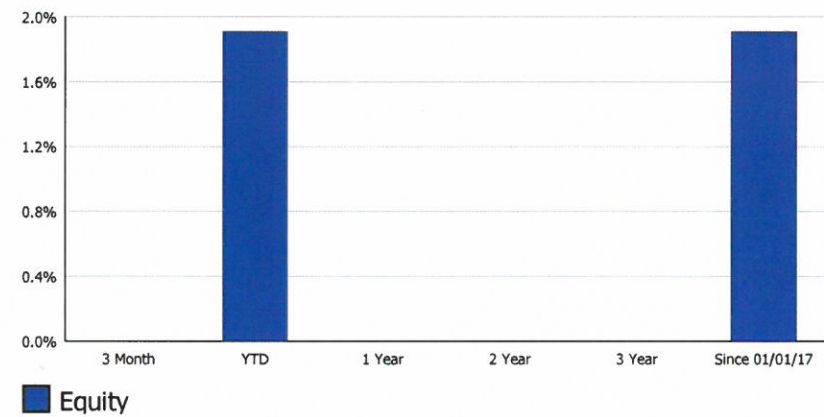
	QTD	YTD	Since Inception
Total Fund	0.19%	0.19%	0.20%
Equity	1.91%	1.91%	1.91%
Benchmark - S&P 500	N/A	N/A	N/A
Fixed Income	0.23%	0.23%	0.23%
Benchmark - Merrill 1-10 Yr Corp/govt	N/A	N/A	N/A
Alternative Assets	0.32%	0.32%	0.32%
Benchmark - MSCI US REIT	N/A	N/A	N/A

## Asset Class Performance Summary as of 1/31/2017

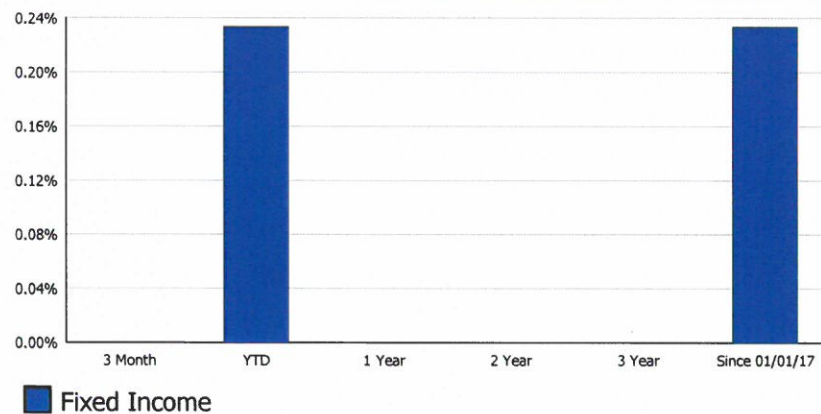
### Total Fund Performance



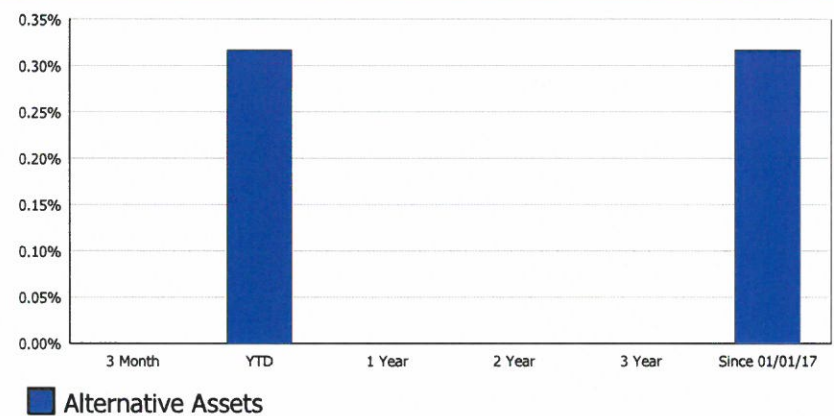
### Equity Performance



### Fixed Income Performance



### Alternative Assets Performance







## Portfolio Growth Analysis as of 1/31/2017

### Total Fund Performance



	2016*	YTD
Town of Carmel Losap		0.19%

### Account Flows from 11/01/2016 to 01/31/2017

Flow Type		
Beginning Market Value	\$ 0.00	\$ 4,833,152.09
Net Contributions Less Withdrawals	4,832,937.60	-27,237.26
Earned Income	5,229.30	497.29
Market Appreciation/Depreciation	-5,014.81	8,856.87
Ending Market Value	\$ 4,833,152.09	\$ 4,815,268.99

Market values include accruals; An (\*) indicates a partial time period.

## Holdings Detail

<i>Asset</i>	<i>Quantity</i>	<i>Price</i>	<i>Market Value</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Gain/Loss</i>
<b>Equity</b>						
<b>Domestic Equity Mutual Funds</b>						
North Country Equity Grw Fd	7,947	15.81	125,635.73	2.6	125,000.00	635.73
Vanguard 500 Index Fund-adm	475	209.63	99,487.46	2.1	100,000.00	-512.54
Vanguard Dividend Growth-iv	2,482	23.69	58,808.44	1.2	60,000.00	-1,191.56
Vanguard Mid Cap Index-adm	361	165.94	59,902.51	1.2	60,000.00	-97.49
Vanguard Small-cap Index-adm	317	62.50	19,781.63	0.4	20,000.00	-218.38
<b>International Equity Mutual Funds</b>						
Fidelity Overseas Fund	509	40.20	20,452.84	0.4	20,000.00	452.84
<b>Closed End Equity Mutual Funds</b>						
iShares MSCI Emerging Mkt ETF	500	36.71	18,355.00	0.4	17,028.75	1,326.25
<b>Total Equity</b>			<b>\$402,423.60</b>	<b>8.4%</b>	<b>\$402,028.75</b>	<b>\$394.85</b>
<b>Fixed Income</b>						
<b>Taxable Fixed Income Funds</b>						
North Country Intm Bond Fund	24,876	10.14	252,238.82	5.2	250,000.00	2,238.82
PIMCO Low Duration Fund-inst	25,510	9.85	251,275.51	5.2	250,000.00	1,275.51
<b>Total Fixed Income</b>			<b>\$503,514.33</b>	<b>10.5%</b>	<b>\$500,000.00</b>	<b>\$3,514.33</b>
<b>Alternative</b>						
<b>Alternative Funds</b>						
Nuveen Preferred Securiti-i	2,978	16.96	50,506.25	1.0	50,000.00	506.25
Vanguard REIT Index Fund-adm	422	117.24	49,426.63	1.0	50,000.00	-573.37
<b>Total Alternative</b>			<b>\$99,932.88</b>	<b>2.1%</b>	<b>\$100,000.00</b>	<b>\$-67.12</b>
<b>Cash</b>						
<b>Taxable Money Market Funds</b>						
Blackrock Liq Fd Treasury-in	3,808,900	1.00	3,808,900.37	79.1	3,808,900.37	0.00
<b>Total Cash</b>			<b>\$3,808,900.37</b>	<b>79.1%</b>	<b>\$3,808,900.37</b>	<b>\$0.00</b>
<b>Total Portfolio</b>			<b>\$4,814,771.18</b>	<b>100.0%</b>	<b>\$4,810,929.12</b>	<b>\$3,842.06</b>

## Investment Presentation for

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**Losap**

**Account AGG000053**

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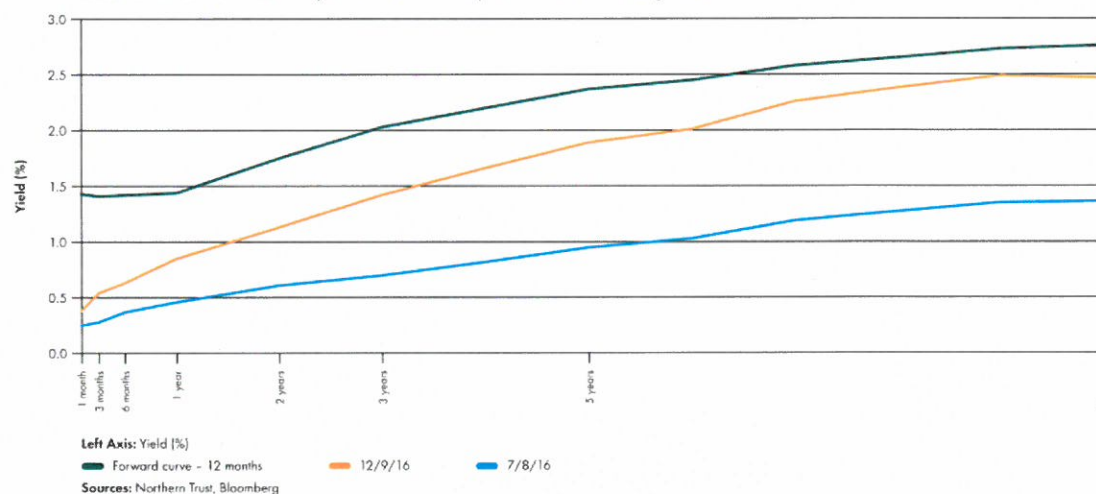
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### RIISING EXPECTATIONS

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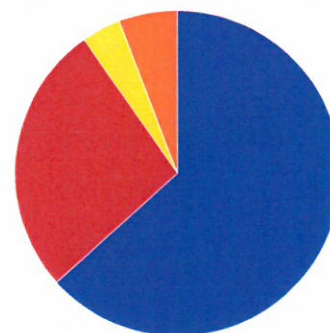
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**Asset Allocation as of 12/31/2016**

Investment Objective: GROWTH WITH INCOME

**Asset Allocation**

Asset Category	Market Value	% Total
Equity	25,725,080.07	63.5
Fixed Income	10,910,397.84	26.9
Alternative	1,590,933.95	3.9
Cash	2,308,681.94	5.7
<b>Total</b>	<b>\$40,535,093.81</b>	<b>100.0%</b>


**Portfolio Detail**

Asset	Market Value	% Class	% Total	Gain/Loss	Est. Income	Yield
<b>Equity</b>						
Domestic Common Stocks	16,084,804.42	62.5	39.7	3,827,960.83	278,390.18	1.73
Domestic Equity Mutual Funds	7,287,734.55	28.3	18.0	2,193,505.04	92,818.85	1.27
International Equity Mutual Funds	1,224,860.91	4.8	3.0	-46,788.95	22,396.93	1.83
Closed End Equity Mutual Funds	899,215.90	3.5	2.2	-45,757.68	17,502.35	1.95
Foreign Securities	228,464.30	0.9	0.6	11,423.38	0.00	0.00
<b>Total Equity</b>	<b>\$25,725,080.07</b>	<b>100.0%</b>	<b>63.5%</b>	<b>\$5,940,342.61</b>	<b>\$411,108.30</b>	<b>1.60%</b>
<b>Fixed Income</b>						
U.S. Corporate Bonds and Notes	1,760,041.10	16.1	4.3	10,885.44	57,035.00	3.24
Taxable Fixed Income Funds	5,995,394.20	55.0	14.8	-103,699.01	136,108.40	2.27
Closed End Fixed Income Funds (Tax)	3,154,962.54	28.9	7.8	-69,750.87	71,659.07	2.27
<b>Total Fixed Income</b>	<b>\$10,910,397.84</b>	<b>100.0%</b>	<b>26.9%</b>	<b>\$-162,564.44</b>	<b>\$264,802.47</b>	<b>2.43%</b>
<b>Alternative</b>						



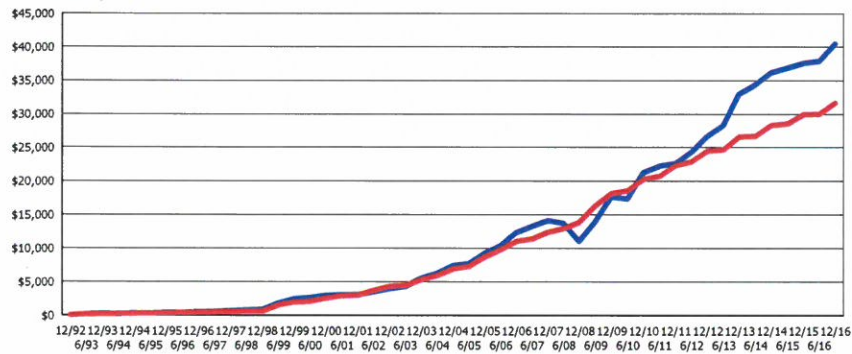
**Asset Allocation as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>% Class</i>	<i>% Total</i>	<i>Gain/Loss</i>	<i>Est. Income</i>	<i>Yield</i>
<b>Alternative (continued)</b>						
Alternative Funds	1,590,933.95	100.0	3.9	-40,159.66	85,165.79	5.35
<b>Total Alternative</b>	<b>\$1,590,933.95</b>	<b>100.0%</b>	<b>3.9%</b>	<b>\$-40,159.66</b>	<b>\$85,165.79</b>	<b>5.35%</b>
<b>Cash</b>						
Taxable Money Market Funds	2,304,433.30	99.8	5.7	0.00	4,599.65	0.20
Uninvested Cash	4,248.64	0.2	0.0	0.00	0.00	0.00
<b>Total Cash</b>	<b>\$2,308,681.94</b>	<b>100.0%</b>	<b>5.7%</b>	<b>\$0.00</b>	<b>\$4,599.65</b>	<b>0.20%</b>
<b>Total Portfolio</b>	<b>\$40,535,093.81</b>		<b>100.0%</b>	<b>\$5,737,618.52</b>	<b>\$765,676.21</b>	<b>1.89%</b>

## Performance Summary as of 12/31/2016

### Portfolio Growth Since Inception

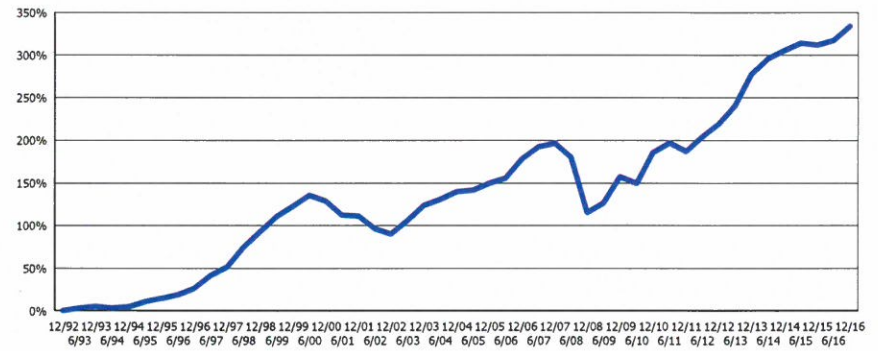
(in thousands)



Amounts shown for Total Fund

■ Portfolio Value ■ Net Amount Invested

### Cumulative Returns



Returns shown for Total Fund

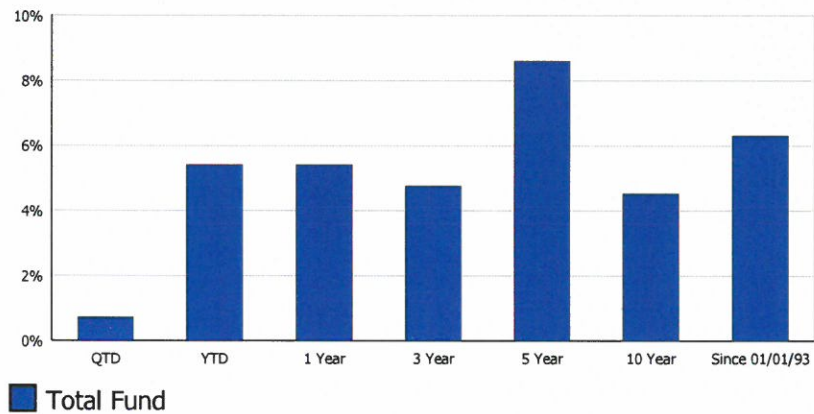
■ Account

### Return Details

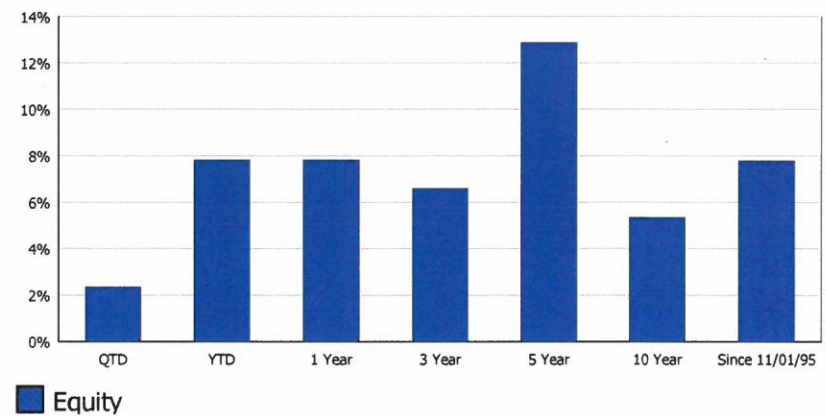
	QTD	YTD	1 Year	3 Year	5 Year	10 Year	Since Inception
Total Fund	0.71%	5.41%	5.41%	4.76%	8.60%	4.53%	6.31%
Equity	2.36%	7.82%	7.82%	6.60%	12.88%	5.34%	7.77%
Benchmark - S&P 500	3.82%	11.96%	11.96%	8.87%	14.66%	6.95%	8.61%
Fixed Income	-2.26%	1.89%	1.89%	2.01%	2.43%	2.72%	4.39%
Benchmark - Merrill 1-10 Yr Corp/govt	-2.02%	2.15%	2.15%	2.22%	1.96%	3.87%	5.03%
Cash Equivalents	0.06%	0.29%	0.29%	0.14%	0.15%	1.18%	3.02%
Benchmark - Citi 3 Mo T-bill	0.08%	0.27%	0.27%	0.11%	0.09%	0.73%	2.58%

## Asset Class Performance Summary as of 12/31/2016

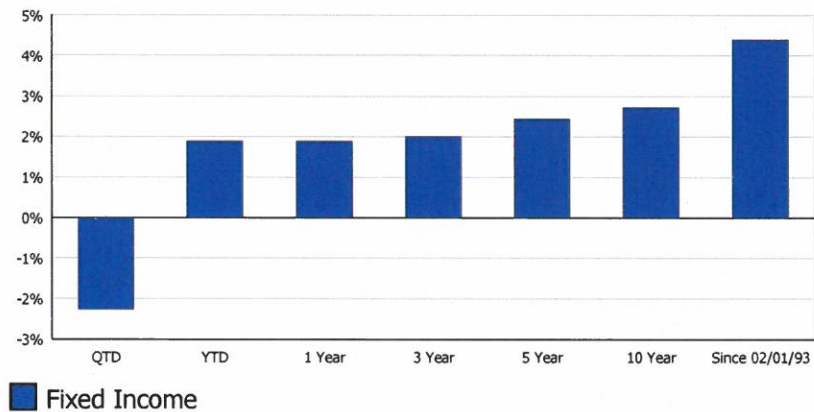
### Total Fund Performance



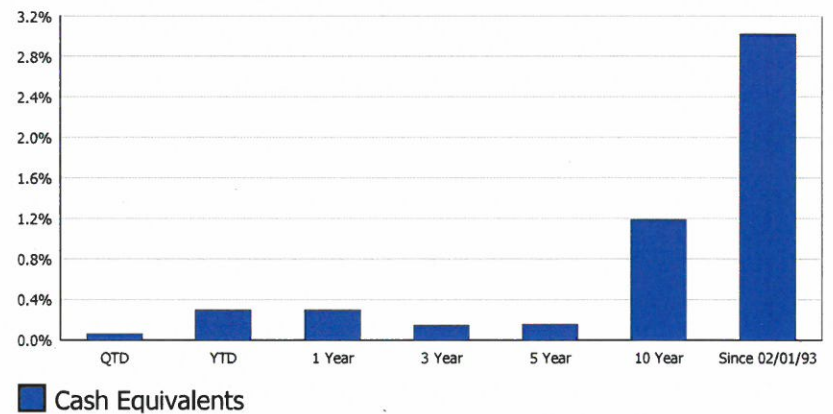
### Equity Performance



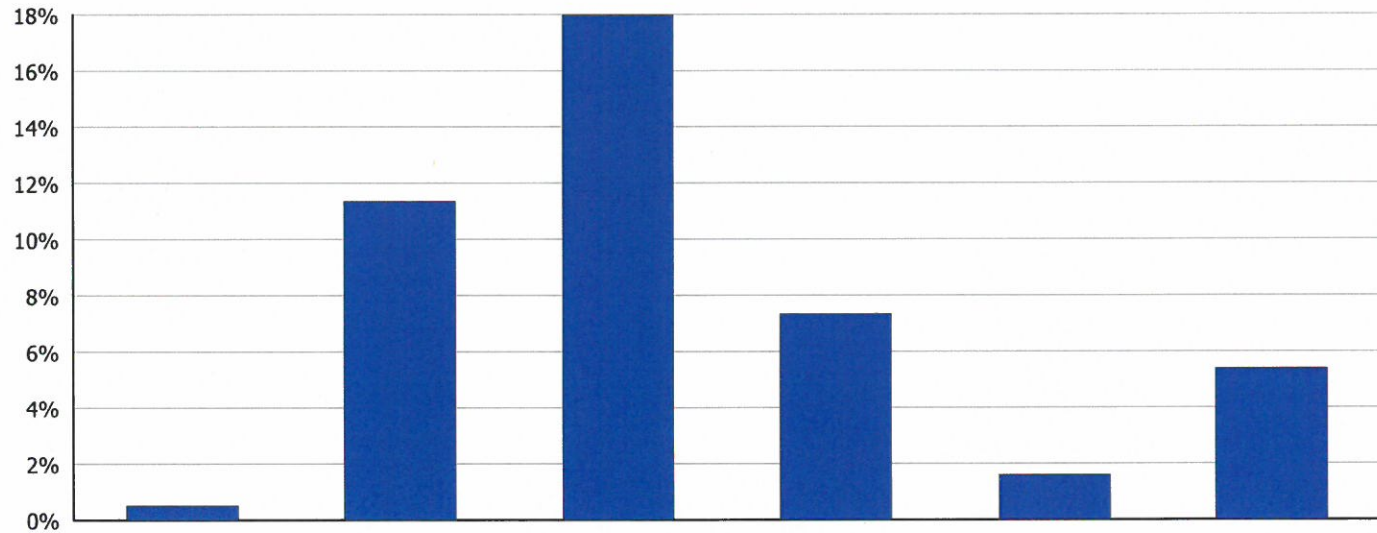
### Fixed Income Performance



### Cash Equivalents Performance





**Portfolio Growth Analysis as of 12/31/2016**
**Total Fund Performance**


	2011	2012	2013	2014	2015	2016
■ Losap	0.51%	11.36%	17.98%	7.34%	1.60%	5.41%

**Account Flows**

Flow Type						
Beginning Market Value	\$ 21,372,422.00	\$ 22,695,233.00	\$ 26,790,171.74	\$ 33,107,496.58	\$ 36,269,007.77	\$ 37,626,069.05
Net Contributions Less Withdrawals	1,217,268.00	1,474,849.32	1,422,918.63	733,698.39	770,641.55	919,526.13
Earned Income	832,800.00	668,331.27	738,086.98	908,313.97	848,216.86	747,378.21
Market Appreciation/Depreciation	-727,257.00	1,951,758.15	4,156,319.23	1,519,498.83	-261,797.13	1,277,987.20
Ending Market Value	\$ 22,695,233.00	\$ 26,790,171.74	\$ 33,107,496.58	\$ 36,269,007.77	\$ 37,626,069.05	\$ 40,570,960.59

Market values include accruals.

**Holdings Detail as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>Quantity</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Est. Income</i>	<i>Yield</i>	<i>% G/L</i>
<b>Equity</b>							
<b>Domestic Common Stocks</b>							
Alphabet Inc CL A	592,752.60	748	1.5	329,857.61	0.00	0.00	79.7
Alphabet Inc CL C	212,250.50	275	0.5	79,607.61	0.00	0.00	166.6
Amazon.com Inc	410,928.76	548	1.0	159,006.45	0.00	0.00	158.4
American International Group	161,642.25	2,475	0.4	129,639.15	3,168.00	1.96	24.7
AMGEN Inc	271,804.39	1,859	0.7	206,176.94	8,551.40	3.15	31.8
Apache Corp	13,011.35	205	0.0	13,189.29	205.00	1.58	-1.3
Apple Inc	763,253.80	6,590	1.9	521,776.63	15,025.20	1.97	46.3
AT&T Inc	85,060.00	2,000	0.2	80,860.00	3,920.00	4.61	5.2
Baker Hughes Inc	146,182.50	2,250	0.4	121,726.52	1,530.00	1.05	20.1
Bank of America Corp	165,750.00	7,500	0.4	123,825.57	2,250.00	1.36	33.9
Berkshire Hathaway INC-CL B	409,079.80	2,510	1.0	297,579.65	0.00	0.00	37.5
Blackrock Inc CL A	333,733.58	877	0.8	300,486.41	8,033.32	2.41	11.1
Bristol Myers Squibb CO	192,559.80	3,295	0.5	162,443.46	5,140.20	2.67	18.5
Capital One Financial Corp	22,246.20	255	0.1	18,791.71	408.00	1.83	18.4
Caterpillar Inc	97,377.00	1,050	0.2	74,078.49	3,234.00	3.32	31.5
Celgene Corp	164,365.00	1,420	0.4	111,280.93	0.00	0.00	47.7
Cerner Corp	148,599.69	3,137	0.4	189,137.90	0.00	0.00	-21.4
Chevron Corporation	173,607.50	1,475	0.4	117,833.60	6,372.00	3.67	47.3
Coca Cola CO	293,536.80	7,080	0.7	277,158.73	9,912.00	3.38	5.9
Conocophillips	168,470.40	3,360	0.4	159,715.81	3,360.00	1.99	5.5
Constellation Brands Inc	94,285.65	615	0.2	101,096.34	984.00	1.04	-6.7
Costco Wholesale Corp	19,213.20	120	0.0	19,672.46	216.00	1.12	-2.3
Cummins Inc	190,654.65	1,395	0.5	181,401.58	5,719.50	3.00	5.1
CVS Health Corp	181,493.00	2,300	0.4	119,501.67	4,600.00	2.53	51.9
Dick's Sporting Goods Inc	169,070.40	3,184	0.4	136,708.88	1,926.32	1.14	23.7

**Holdings Detail as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>Quantity</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Est. Income</i>	<i>Yield</i>	<i>% G/L</i>
<b>Equity</b>							
<b>Domestic Common Stocks (continued)</b>							
Discovery Communications CL A	20,146.35	735	0.0	19,755.91	0.00	0.00	2.0
Disney Walt CO New	330,481.62	3,171	0.8	259,660.67	4,946.76	1.50	27.3
Ecolab Inc	100,223.10	855	0.2	97,589.05	1,265.40	1.26	2.7
EOG RES Inc	182,991.00	1,810	0.5	165,238.48	1,212.70	0.66	10.7
Equity Residential REIT	128,720.00	2,000	0.3	141,318.35	4,030.00	3.13	-8.9
Exxonmobil Corp	212,562.30	2,355	0.5	179,537.26	7,065.00	3.32	18.4
Facebook Inc-a	44,524.35	387	0.1	36,304.24	0.00	0.00	22.6
FedEx Corporation	218,785.00	1,175	0.5	135,805.67	1,880.00	0.86	61.1
General Electric Corp	292,932.00	9,270	0.7	168,653.42	8,899.20	3.04	73.7
General MLS Inc	240,779.46	3,898	0.6	207,379.53	7,484.16	3.11	16.1
Gilead Sciences Inc	154,677.60	2,160	0.4	166,509.54	4,060.80	2.63	-7.1
Goldman Sachs Group Inc	324,454.75	1,355	0.8	237,143.48	3,523.00	1.09	36.8
Halliburton CO	75,996.45	1,405	0.2	72,593.12	0.00	0.00	4.7
Home Depot Inc	156,873.60	1,170	0.4	93,423.69	3,229.20	2.06	67.9
Honeywell International Inc	207,950.75	1,795	0.5	125,197.36	4,774.70	2.30	66.1
Intel Corp	99,561.15	2,745	0.2	63,531.03	2,854.80	2.87	56.7
Intercontinental Exchange Group, Inc	334,288.50	5,925	0.8	306,240.48	4,029.00	1.21	9.2
International Flavors & Fragrances	190,295.45	1,615	0.5	167,352.14	4,134.40	2.17	13.7
Intl. Business Machines Corp	82,995.00	500	0.2	45,014.45	2,800.00	3.37	84.4
Johnson & Johnson	424,548.85	3,685	1.0	344,219.29	11,792.00	2.78	23.3
JP Morgan Chase & CO	407,720.25	4,725	1.0	202,866.07	9,072.00	2.23	101.0
Marriott International Inc	124,846.80	1,510	0.3	115,654.63	1,812.00	1.45	7.9
Masco Corp	231,774.60	7,330	0.6	168,834.30	2,932.00	1.27	37.3
Materials Select SPDR Fund	57,105.30	1,149	0.1	53,210.19	1,113.38	1.95	7.3
Merck & CO Inc	247,548.35	4,205	0.6	218,746.25	7,905.40	3.19	13.2



**Holdings Detail as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>Quantity</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Est. Income</i>	<i>Yield</i>	<i>% G/L</i>
<b>Equity</b>							
<b>Domestic Common Stocks (continued)</b>							
Microsoft Corp	508,615.90	8,185	1.3	313,702.71	12,768.60	2.51	62.1
Morgan Stanley	126,750.00	3,000	0.3	97,390.46	2,400.00	1.89	30.1
Netflix Inc	308,881.00	2,495	0.8	260,624.13	0.00	0.00	18.5
Nextera Energy Inc	155,298.00	1,300	0.4	114,249.98	4,524.00	2.91	35.9
Oracle Corporation	94,010.25	2,445	0.2	60,623.33	1,467.00	1.56	55.1
Paypal Holdings Inc	319,312.30	8,090	0.8	265,634.93	0.00	0.00	20.2
Pepsico Inc	166,361.70	1,590	0.4	110,917.85	4,785.90	2.88	50.0
Pfizer Inc	292,969.60	9,020	0.7	237,493.35	11,545.60	3.94	23.4
Phillips 66	188,373.80	2,180	0.5	182,845.27	5,493.60	2.92	3.0
Priceline Group Inc	277,085.34	189	0.7	225,092.80	0.00	0.00	23.1
Procter & Gamble CO	277,043.60	3,295	0.7	233,369.01	8,824.01	3.19	18.7
Public Storage Inc REIT	167,625.00	750	0.4	178,422.43	6,000.00	3.58	-6.1
Salesforce.com	447,043.80	6,530	1.1	286,104.05	0.00	0.00	56.3
Schlumberger Ltd	84,705.55	1,009	0.2	89,096.90	2,018.00	2.38	-4.9
Southwest Airlines CO	145,034.40	2,910	0.4	102,195.31	1,164.00	0.80	41.9
Starbucks Corp	272,048.00	4,900	0.7	206,403.85	4,900.00	1.80	31.8
Stryker Corporation	288,742.10	2,410	0.7	286,387.58	4,097.00	1.42	0.8
Tesla Motors Inc	148,514.55	695	0.4	144,756.47	0.00	0.00	2.6
TJX Cos Inc	95,790.75	1,275	0.2	87,505.32	1,326.00	1.38	9.5
Under Armour Inc CL C	83,639.91	3,323	0.2	87,586.72	0.00	0.00	-4.5
Under Armour Inc-class A	121,574.25	4,185	0.3	117,231.83	0.00	0.00	3.7
Union Pac Corp	191,289.60	1,845	0.5	139,594.13	4,464.90	2.33	37.0
United Parcel Service CL B	68,784.00	600	0.2	39,518.20	1,872.00	2.72	74.1
United Technologies Corp	103,590.90	945	0.3	55,358.15	2,494.80	2.41	87.1
US Bancorp New	113,014.00	2,200	0.3	92,775.56	2,464.00	2.18	21.8

**Holdings Detail as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>Quantity</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Est. Income</i>	<i>Yield</i>	<i>% G/L</i>
<b>Equity</b>							
<b>Domestic Common Stocks (continued)</b>							
Utilities Select Sector SPDR	34,776.12	716	0.1	34,468.17	1,187.13	3.41	0.9
Verizon Communications	122,774.00	2,300	0.3	104,311.29	5,313.00	4.33	17.7
Visa Inc CL A	322,222.60	4,130	0.8	152,221.32	2,725.80	0.85	111.7
Vulcan Materials CO	185,222.00	1,480	0.5	126,630.50	1,184.00	0.64	46.3
<b>Domestic Equity Mutual Funds</b>							
North Country Equity Grw Fd	2,012,475.51	130,342	5.0	1,498,398.22	8,876.27	0.44	34.3
Vanguard 500 Index Fund-adm	1,010,402.24	4,891	2.5	805,153.55	20,391.96	2.02	25.5
Vanguard Dividend Growth-iv	288,503.17	12,313	0.7	285,986.16	5,541.03	1.92	0.9
Vanguard Mid Cap Index-adm	3,152,349.67	19,347	7.8	1,978,924.62	45,696.88	1.45	59.3
Vanguard Small-cap Index-adm	824,003.96	13,340	2.0	525,766.96	12,312.70	1.49	56.7
<b>International Equity Mutual Funds</b>							
Fidelity Overseas Fund	1,224,860.91	30,978	3.0	1,271,649.86	22,396.93	1.83	-3.7
<b>Closed End Equity Mutual Funds</b>							
iShares MSCI Emerging Mkt ETF	826,656.12	23,612	2.0	875,373.21	15,631.14	1.89	-5.6
Real Estate Select Sect SPDR	34,286.25	1,115	0.1	35,245.04	1,447.27	4.22	-2.7
SPDR S&P Telecom ETF	38,273.53	552	0.1	34,355.33	423.94	1.11	11.4
<b>Foreign Securities</b>							
Check Point Software Tech Ltd	228,464.30	2,705	0.6	217,040.92	0.00	0.00	5.3
<b>Total Equity</b>	<b>\$25,725,080.07</b>		<b>63.5%</b>	<b>\$19,784,737.46</b>	<b>\$411,108.30</b>	<b>1.60%</b>	
<b>Fixed Income</b>							
<b>U.S. Corporate Bonds and Notes</b>							
AT&T Inc 3.875% 8/15/21	118,731.75	115,000	0.3	120,114.90	4,456.25	3.75	-1.2
Blackrock Inc 3.375% 6/01/22	25,918.50	25,000	0.1	25,135.00	843.75	3.26	3.1
Blackrock Inc 3.500% 3/18/24	103,568.00	100,000	0.3	99,080.00	3,500.00	3.38	4.5
Coca-Cola CO 3.150% 11/15/20	259,712.50	250,000	0.6	258,152.50	7,875.00	3.03	0.6
Costco Wholesale 5.500% 3/15/17	100,923.00	100,000	0.2	100,819.75	5,500.00	5.45	0.1



**Holdings Detail as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>Quantity</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Est. Income</i>	<i>Yield</i>	<i>% G/L</i>
<b>Fixed Income</b>							
<b>U.S. Corporate Bonds and Notes (continued)</b>							
Costco Wholesale Crp 1.700% 12/15/19	24,973.50	25,000	0.1	24,310.00	425.00	1.70	2.7
Ebay Inc 3.250% 10/15/20	117,703.65	115,000	0.3	118,697.25	3,737.50	3.18	-0.8
Gen Elec Cap Crp MTN 3.150% 9/07/22	117,449.50	115,000	0.3	114,885.00	3,622.50	3.08	2.2
Goldman Sachs Group 5.625% 1/15/17	50,061.00	50,000	0.1	51,941.50	2,812.50	5.62	-3.6
Home Depot Inc 2.250% 9/10/18	202,704.00	200,000	0.5	204,252.00	4,500.00	2.22	-0.8
Home Depot Inc 3.750% 2/15/24	26,319.50	25,000	0.1	25,350.00	937.50	3.56	3.8
IBM Corp 3.375% 8/01/23	25,679.75	25,000	0.1	24,575.00	843.75	3.29	4.5
JPMorgan Chase & CO 4.350% 8/15/21	26,745.00	25,000	0.1	26,650.00	1,087.50	4.07	0.4
Microsoft Corp 3.000% 10/01/20	258,432.50	250,000	0.6	258,471.96	7,500.00	2.90	0.0
Oracle Corp 3.625% 7/15/23	120,529.20	115,000	0.3	116,792.30	4,168.75	3.46	3.2
Pepsico Inc 3.125% 11/01/20	25,801.75	25,000	0.1	25,575.00	781.25	3.03	0.9
Target Corp 3.875% 7/15/20	26,480.75	25,000	0.1	26,762.50	968.75	3.66	-1.1
Wal-Mart Stores Inc 1.950% 12/15/18	50,475.50	50,000	0.1	50,110.50	975.00	1.93	0.7
Wal-Mart Stores Inc 3.250% 10/25/20	52,110.50	50,000	0.1	52,180.50	1,625.00	3.12	-0.1
Wells Fargo CO MTN 3.500% 3/08/22	25,721.25	25,000	0.1	25,300.00	875.00	3.40	1.7
<b>Taxable Fixed Income Funds</b>							
Fidelity Intermediate Bond	1,069,498.41	99,119	2.6	1,100,000.00	26,068.40	2.44	-2.8
North Country Intm Bond Fund	1,718,151.81	169,946	4.2	1,730,620.15	30,930.13	1.80	-0.7
PIMCO Low Duration Fund-inst	658,845.99	66,888	1.6	660,387.35	13,310.70	2.02	-0.2
Vanguard Inflat Protected-ad	1,155,632.35	45,354	2.9	1,172,328.97	40,320.14	3.49	-1.4
Vanguard Short Term Treas-iv	573,068.00	53,860	1.4	577,346.73	4,993.34	0.87	-0.7
Vanguard Total Bd Mkt Idx Adm	820,197.64	77,014	2.0	858,410.01	20,485.69	2.50	-4.5
<b>Closed End Fixed Income Funds (Tax)</b>							
iShares Barclays 1-3 Year CR ETF	409,266.00	3,900	1.0	409,119.15	5,951.40	1.45	0.0
iShares Core U.S. Aggregate Bo	2,745,696.54	25,409	6.8	2,815,594.26	65,707.67	2.39	-2.5

**Holdings Detail as of 12/31/2016**

<i>Asset</i>	<i>Market Value</i>	<i>Quantity</i>	<i>% Total</i>	<i>Tax Cost</i>	<i>Est. Income</i>	<i>Yield</i>	<i>% G/L</i>
<b>Total Fixed Income</b>	<b>\$10,910,397.84</b>		<b>26.9%</b>	<b>\$11,072,962.28</b>	<b>\$264,802.47</b>	<b>2.43%</b>	
<b>Alternative</b>							
<b>Alternative Funds</b>							
Nuveen Preferred Securiti-i	853,682.23	50,754	2.1	871,594.49	49,637.41	5.81	-2.1
Vanguard REIT Index Fund-adm	737,251.72	6,308	1.8	759,499.12	35,528.38	4.82	-2.9
<b>Total Alternative</b>	<b>\$1,590,933.95</b>		<b>3.9%</b>	<b>\$1,631,093.61</b>	<b>\$85,165.79</b>	<b>5.35%</b>	
<b>Cash</b>							
<b>Taxable Money Market Funds</b>							
Blackrock Liq Fd Treasury-in	2,304,433.30	2,304,433	5.7	2,304,433.30	4,599.65	0.20	0.0
<b>Uninvested Cash</b>							
Principal Cash	4,248.64	4,249	0.0	4,248.64	0.00	0.00	0.0
<b>Total Cash</b>	<b>\$2,308,681.94</b>		<b>5.7%</b>	<b>\$2,308,681.94</b>	<b>\$4,599.65</b>	<b>0.20%</b>	
<b>Total Portfolio</b>	<b>\$40,535,093.81</b>		<b>100.0%</b>	<b>\$34,797,475.29</b>	<b>\$765,676.21</b>	<b>1.89%</b>	



**TOWN OF CARMEL RECREATION & PARKS  
DEPARTMENT**

SYCAMORE PARK, 790 LONG POND ROAD  
MAHOPAC, NEW YORK 10541

JAMES R. GILCHRIST, CPRP, DIRECTOR

TELEPHONE: (845) 628-7888 FAX: (845) 628-2820

EMAIL: [carmelrecreation@ci.carmel.ny.us](mailto:carmelrecreation@ci.carmel.ny.us)

WEB: <http://www.carmelny.org>

DATE: January 9, 2017

TO: Kenneth Schmitt, Supervisor  
Carmel Town Hall

FROM: James R. Gilchrist, CPRP  
Director, Recreation and Parks

SUBJECT: ASCAP (American Society of Composers, Authors and  
Publishers) License Agreement – Account #500613865

REFERENCE: Memo dated December 20, 2016 (copy attached)

As in the past, we are again required to pay a license fee for our 2017 Sunset Concert Series. It is an annual fee of \$341.00 and is due within 30 days of our April 30, 2017 renewal date. Please sign page 3 of the Local Government Entities form and return the original to me.

A Town Board resolution is required authorizing renewal of this agreement.

Please contact me with any questions.

/sms  
Attachment





PO BOX 331608  
Nashville, TN 37203-7515  
Attn: Account Services  
Phone: 1-800-505-4052  
Fax: 1-615-691-7795

December 20, 2016

G6EX6X003002209 -

James Gilchrist  
Director Of Parks &  
Town Of Carmel, NY  
Town Of Carmel, NY  
60 McAlpin Ave  
Mahopac, NY 10541-2340

Re: Account No. - 500613865  
Town Of Carmel, NY  
Town Of Carmel, NY  
60 McAlpin Ave  
Mahopac, NY 10541-2340

Dear Mr. Gilchrist:

Hello from ASCAP! We thank you for being an ASCAP licensee, and for recognizing the immense value music brings to your constituents.

To ensure that your ASCAP license remains current, we ask that you please complete the following step:

**1. Submit payment for your 2017 license**

Go paperless – pay your license fees online! Access your account at [www.ASCAP.com/mylicense](http://www.ASCAP.com/mylicense) to pay your statement online with either check or credit card.

Your online account also makes it easy to:

- Print invoices for current or past billing cycles on demand
- Update your contact information
- Live chat with a customer service agent if you have any questions or concerns
- Complete a report if there have been changes to your population or if you have a special event to report

*If you would prefer to send your payment through mail, we have enclosed your current Billing Statement and a self-addressed envelope for your use. Please mail full payment to the address on the remittance portion of your invoice.*

Your adjusted rate schedule for 2017 is attached and reflects a rate increase of approximately **1.63599%**, based on the increase of the Consumer Price Index, All Urban Consumers – (CPI-U) between October 2015 and October 2016.

If you have any questions about your license, reporting, and/or payment, please don't hesitate to contact our office at 1-800-505-4052 or send us an email at [glcs@ascap.com](mailto:glcs@ascap.com).

Remember, 88¢ of every \$1 from your license fee goes directly to our members, helping them pay their bills and continue writing music. Our 600,000+ songwriters, composers, and music publisher members thank you for being an ASCAP licensee and supporting music creators!

Sincerely,

*Account Services*

Account Services

Enclosures:

Rate Schedule  
Report Form  
Return Envelope

F0166\_0117  
IMLA





**LOCAL GOVERNMENT ENTITIES**  
**2017 Rate Schedule and Report Form**

Account No.: 500613865

Premise Name: Town Of Carmel, NY; Mahopac, NY

Report Due: 12/30/2017

**SCHEDULE A: Base License Fee**

Population Size			Base License Fee
1	to	50,000	\$341.00
50,001	to	75,000	\$680.00
75,001	to	100,000	\$818.00
100,001	to	125,000	\$1,091.00
125,001	to	150,000	\$1,363.00
150,001	to	200,000	\$1,772.00
200,001	to	250,000	\$2,180.00
250,001	to	300,000	\$2,590.00
300,001	to	350,000	\$2,999.00
350,001	to	400,000	\$3,408.00
400,001	to	450,000	\$3,814.00
450,001	to	500,000	\$4,226.00
500,001	Plus***		\$5,178.00

\*\*\* \$5,178.00 plus \$500 for each 100,000 of population above 500,000  
to a maximum fee of \$68,140.00

**SCHEDULE B: Special Events**

The rate for Special Events shall be 1% of Gross Revenue.

"Special Events" means musical events, concerts, shows, pageants, sporting events, festivals, competitions, and other events of limited duration presented by LICENSEE for which the "Gross Revenue" of such Special Event exceeds \$25,000.


"Gross Revenue" means all monies received by LICENSEE or on LICENSEE'S behalf from the sale of tickets for each Special Event. If there are no monies from the sale of tickets, "Gross Revenue" shall mean contributions from sponsors or other payments received by LICENSEE for each Special Event.

**SCHEDULE C: State Municipal and/or County Leagues or State Associations of Attorneys**

The annual license fee for LICENSEES who are legally organized as state municipal and/or county leagues or state associations of municipal and/or county attorneys shall be \$341.00

**License Fee for Year 2018 and Thereafter**

For each calendar year commencing 2018, all dollar figures set forth in Schedules A, B and C above (except for \$500.00 add-on for populations of 500,001 or more) shall be the license fee for the preceding calendar year, adjusted in accordance with the increase in the Consumer Price Index - All Urban Consumers (CPI-U) between the preceding October and the next preceding October. Any additional license fees due resulting from the CPI adjustment shall be payable upon billing by ASCAP.

	<b>LOCAL GOVERNMENT ENTITIES</b> <b>2017 Rate Schedule and Report Form</b>
<b>Account No.:</b> 500613865	<b>Premise Name:</b> Town Of Carmel, NY; Mahopac, NY
<b>Report Due:</b> 12/30/2017	

**SCHEDULE A: Base License Fee** (Due upon execution of Agreement and within 30 days of the Agreement's Renewal Date.)

Population Size: --- 38,000      Base License Fee: \$341.00  
 (Per current U.S. Census Data)      (Please refer to attached Rate Schedule)

**SCHEDULE B: Special Events\*** (Report and Payment due 90 days after the conclusion of each Special Event)

Event Date (mm/dd/yyyy) If More than 1 Event Per Day. Please Report As Separate Entries)	Performer(s) or Group(s) Appearing	Gross Revenue of Event (Must Exceed \$25,000)	% Applies to Gross Revenue	Event Fee	Is a Program of Musical Works Attached? (Yes/No)	If the Event is Co-Sponsored (Please Identify The Co-sponsor's Name, Address, Phone Number and ASCAP Account Number)
			x .01	\$		Name: _____ Address: _____ Phone No: _____ Account No: _____
			x .01	\$		Name: _____ Address: _____ Phone No: _____ Account No: _____
			x .01	\$		Name: _____ Address: _____ Phone No: _____ Account No: _____
			x .01	\$		Name: _____ Address: _____ Phone No: _____ Account No: _____

**\*\*Special Events** means musical events, concerts, shows, pageants, sporting events, festivals, competitions, and other events of limited duration presented by LICENSEE for which the "Gross Revenue" of such Special Event exceeds \$25,000.

**\*\*\*Gross Revenue** means all monies received by LICENSEE or on LICENSEE'S behalf from the sale of tickets for each Special Event. If there are no monies from the sale of tickets, "Gross Revenue" shall mean contributions from sponsors or other payments received by LICENSEE for each Special Event.

GLCS@ascap.com 1-800-505-4052 1-615-691-7795 (FAX)  
 Epayment Websites: <http://www.ascap.com/mylicense> or <http://www.ascap.com>

Report Form Continued On Reverse Side

**LOCAL GOVERNMENT ENTITIES (continued):** (Please complete form in its entirety.)**SCHEDULE C: State Municipal and/or County Leagues or State Associations of Attorneys**Report Year: 2017Annual License Fee: **\$341.00** (Due within 30 days of Renewal Date.)Total Fees Reported From Any or All of Schedules A, B or C: \$ ---

Base Licensee Fees accompanied by a completed Report Form are due and payable within 30 days of the License Agreement's renewal date.  
The Report along with payment may be mailed to the ASCAP address below.

Contact Person: Kenneth Schmitt / Supervisor, Town of Carmel  
(Please print Contact's Name.) (Please print Contact's Title.)  
Phone No.: (845) 628-1500 Fax No.: (845) 628-2820 Email: ks@ci.carmel.ny.us Website: carmelny.org  
I certify that the above information is true and correct. Signature: \_\_\_\_\_  
Dated: / / 2017 (Please print Name and Title of Signature name above.)

GLCS@ascap.com 1-800-505-4052 1-615-691-7795 (FAX)  
Epayment Websites: <http://www.ascap.com/mylicense> or <http://www.ascap.com>

12/20/2010 F0166\_0117



Account No.: 500613865

Town Of Carmel, NY  
60 McAlpin Ave  
Mahopac, NY 10541-2340

ASCAP  
Account Services  
P. O. Box 331608-7515,  
Nashville, TN 37203-9998

IMLA



TOWN OF CARMEL RECREATION & PARKS DEPARTMENT  
SYCAMORE PARK, 790 LONG POND ROAD  
MAHOPAC, NEW YORK 10541

JAMES R. GILCHRIST, CPRP, DIRECTOR

TELEPHONE: (845) 628-7888 FAX: (845) 628-2820

EMAIL: [carmelrecreation@ci.carmel.ny.us](mailto:carmelrecreation@ci.carmel.ny.us)

WEB: <http://www.carmelny.org>

DATE: January 19, 2017

TO: Carmel Town Board  
Carmel Town Hall

FROM: James R. Gilchrist, CPRP  
Director, Recreation and Parks

SUBJECT: Repairs to Sycamore Park Main Building Floor

The following is a status update on the subject project:

Engineering (Rob Vara) investigated a loose/sloping section of the floor adjacent to the main entrance door and, under Rob's direction, hard wood sections were removed by the Blue Horizons Construction Corporation. Approximately 8 rotted floor joists and a rotted box beam supporting the exterior wall were identified; the plate where the walls studs connected was intact. The Engineering Department's position was that the work constituted emergency repair, and that structural elements of the building required immediate attention. As a result, about 15 feet of flooring from the exterior wall back to the main girder was replaced and pieced in to match the existing floor. Blue Horizons built a grade beam about a foot off the exterior wall, installed sheathing, and replaced the joists from the girder to the grade beam.

Photos were taken to document the damage for our files, and Supervisor Schmitt was in full agreement with moving forward with the repairs. The cost for Blue Horizons Construction to complete the work includes 96 man hours (\$50 per hour), 180 square feet of hardwood flooring, splines and nails, concrete, sono tube, rebar, epoxy, anchors, 4 post bases, 30 joist hangers and nails, girder, 16 floor joists, 5 sheets of plywood, paper underlayment and 2 Masonite sheets. The \$6,855.00 cost of this project will be funded from the 2016 budget 7020.45 line (Recreation Building Special Repairs).

As a resolution is needed, please add this to the next Town Board Meeting agenda and contact the Engineering Department with any questions.

/sms



Blue Horizons Construction Corp.

91 Shear Hill Road  
Mahopac, NY 10541

845 628-5422

<http://www.blhrzns.com/>

# Invoice

Date	Invoice #
1/10/2017	2836

Bill To
Town Of Carmel 60 McApin Ave Mahopac, NY 10541

P.O. No.	Terms	Project

Item	Description	Est Amt	Prior Amt	Prior %	Qty	U/M	Rate	Curr %	Total %	Amount
Time & ...	Blue Horizons Const. Corp. Time: 96 man hours @ \$50/hour				90		50.00			4,500.00T
Time & ...	Blue Horizons Const. Corp. Materials 180 sq ft. Select Hardwood flooring, hardwood splines and nails , concrete, sono tube, rebar, epoxy, 4-1/2" anchors, 4 teco post bases. 30 Teco joist hangers and nails, 16' double 2x8 girder, 16 2x6 floor joists, 5 sheet 3/4 cdx plywood, paper underlayment, 2 masonite sheets						2,355.00			2,355.00T

							<b>Subtotal</b>		\$6,855.00	
							<b>Sales Tax (0.0%)</b>		\$0.00	
							<b>Total</b>		\$6,855.00	
							<b>Payments/Credits</b>		\$0.00	
							<b>Balance Due</b>		\$6,855.00	


**Michael Cazzari**  
Chief of Police

**TOWN OF CARMEL**  
**POLICE DEPARTMENT**  
60 McAlpin Avenue  
Mahopac, New York 10541

**WORK SESSION #5**  
(845) 628-1300  
Fax (845) 628-2597  
[www.carmelny.org/police](http://www.carmelny.org/police)

**MEMORANDUM**

**To:** Town Board, Town of Carmel

**From:** Chief Michael Cazzari 

**Date:** January 11, 2017

**Ref:** Accepting Bid Proposal for Police Uniform Purchase - 2017

---

Attached is the bid proposal for the purchase of police uniforms.

New England Uniform, LLC, 356 Main Street, Danbury, CT 06810, is the lowest price qualified bidder for purchasing of police uniforms.

I am recommending that the Town Board award the bid to New England Uniform for the calendar year 2017.

Thanks  
MC

*Ann Spofford*  
*Town Clerk*  
*Town of Carmel*

*Town Hall*  
*60 McAlpin Avenue*  
*Mahopac, New York 10541*

*Telephone: 845.628.1500*  
*Fax: 845.628.7434*

**MEMORANDUM**

To: Michael Cazzari, Police Chief  
From: Ann Spofford, Town Clerk  
Date: January 5, 2017  
Re: Bid Opening for Purchase of Police Uniforms for Calendar Year 2017

---

The above referenced bid opening was held today. I have attached herewith, a copy of the bid opening results and a copy of the bid received. Please be advised that a non-collusive bidding certification was **not** included with the bid received. The original bid is on file in the office of the Town Clerk.

cc: G. Folchetti, Town Counsel

**BID OPENING RESULTS**  
**PURCHASE OF POLICE DEPARTMENT UNIFORMS**  
**JANUARY 5, 2017**

A bid opening was held in Meeting Room 1 at the Carmel Town Hall, 60 McAlpin Avenue, Mahopac, New York on the 5<sup>th</sup> day of January 2017, at 11:00 a.m. by Ann Spofford, Town Clerk and witnessed by Phyllis Bourges, Deputy Town Clerk. With no bidders present, reading of the following legal notice was waived.

LEGAL NOTICE  
LEGAL NOTICE  
ADVERTISEMENT  
FOR BID  
NOTICE IS HEREBY  
GIVEN that sealed bids will  
be received at the office of  
the Town Clerk of the Town  
of Carmel, Town Hall, 60  
McAlpin Avenue, Mahopac,  
New York 10541 until 11:00  
a.m. on Thursday, the 5<sup>th</sup>  
day of January, 2017, at  
which time all bids will be  
opened, publicly read and  
recorded by the Town Clerk,  
not less than five (5) days  
subsequent to publication  
of this notice in the official  
newspaper of the Town of  
Carmel for the following:  
**PURCHASE OF**  
**POLICE UNIFORMS**  
**FOR CALENDAR YEAR**  
**2017**

Specifications may be  
obtained at the office of the  
Town Clerk, at the above  
address, between the hours  
of 8:30 a.m. and 4:30 p.m.  
Monday through Friday.

All bidders must comply  
with Section 103-a and 103-d  
of the General Municipal  
Law relating to non-collusive  
bidding and waiver against  
criminal prosecution.

Bid envelopes shall be  
marked "Bid" plus item bid.  
Bid must be submitted on  
Town of Carmel bid form.  
The Town Board of the Town  
of Carmel reserves the right  
to reject any and all bids  
and abandon the proposal  
or may reject all bids and  
re-advertise for new bids  
at a future date.

By Order of  
the Town Board  
of the Town of Carmel  
Ann Spofford, Town Clerk

All bids received were opened, publicly read and recorded as follows:

**Purchase of Police Uniforms**

	<u>Bidder Name</u>	<u>Address</u>
1.	New England Uniform, LLC	356 Main Street Danbury, CT 06810

Flying Cross Gore-Tex Public Safety Jacket	229.00
---	--------

Flying Cross Single Breasted Dress Coat	205.00
--	--------

Cap (summer) 8 point	27.00
----------------------	-------

Cap (winter) 8 point	29.00
----------------------	-------

Rain Coat	160.00
-----------	--------

Shirt (summer) Flying Cross Short Sleeve	53.00
--	-------

Shirt (winter) Flying Cross Long Sleeve	54.00
---	-------

Pants Flying Cross Wool Blend	84.50
----------------------------------	-------



**Purchase of Police Uniforms (Continued)**

The bid was **NOT** accompanied with a signed non-collusive bidding certification. Specifications were sent to seven (7) potential bidders.

Respectfully submitted,

A handwritten signature in cursive script that reads "Ann Spofford".

Ann Spofford, Town Clerk

2017

BID SPECIFICATIONS FOR UNIFORM BID

1

Flying Cross Gore-Tex  
Public Safety Jacket  
style # 79900GTXA \* \$ 229.00 each

Flying Cross  
Single Breasted Dress Coat  
55/45 Polyester/Wool  
Style # 34891 \$ 205.00 each

Cap (summer) 8 point \$ 27.00 each

Cap (winter) 8 point \$ 29.00 each

Flying Cross Reversible  
Rain Coat #76120 \$ 160.00 each

Shirt (summer) \*

Flying Cross Short Sleeve Shirt  
Style #57R84  
75% Polyester 25% Wool \$ 53.00 each

Shirt (winter) \*

Flying Cross Long Sleeve  
Style #07W84  
75% Polyester 25% Wool \$ 54.00 each

Pants \*\*

Flying Cross Wool Blend Pants  
Style #V47680  
75% Polyester 25% Wool \$ 84.50 each

NEW ENGLAND Uniform  
DANBURY CT 06810

Includes sewing flag & patch on garment. U.S. Flag to be included as part of garment price.  
Patch to be supplied by Department.

\*\* Side seaming waist to hem, according to Rank, ½ braid for Police Officer and 1" braid for Sergeant(s) and Lieutenant(s).

\*\*\* Embroidered police shield left chest, officers first initial last name right breast; shield and name in silver for police officers, gold for sergeants, lieutenants and chief.

Instructions to bidders:

1. The bidder must maintain a showroom within a thirty-five (35) mile radius of the Town of Carmel.
2. The bidder, upon request, must schedule at least three (3) measurements at the Town of Carmel Police Department headquarters to accommodate the three (3) Tour rotation work schedule.
3. The bidder must have on-site facilities for the alterations and repair of uniforms.
4. All articles of clothing shall be free of damage and defects of any kind. Upon the Police Department's request, each bidder must submit samples, without any expense to the Town of Carmel Police Department.
5. The Town of Carmel has the option to choose the vendor that would best serve the interest of the Department.

Legal name of bidder: NEW ENGLAND UNIFORM LLC

A/k/a (if applicable): \_\_\_\_\_

Address: 356 MAIN ST DANBURY CT 06810

Telephone # (203) 792-5256

Print Representative's name: NORMAN ASMAR

Norman Asmar  
(Representative's signature)

Date: 12/28, 2016

New England Uniform  
356 Main St  
DANBURY CT 06810

①

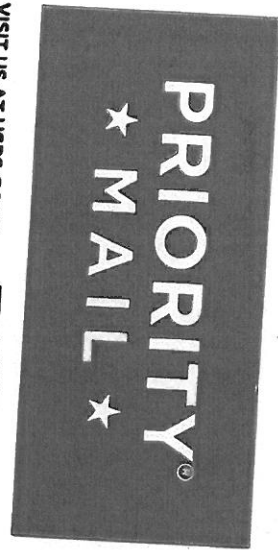
RECEIVED  
JAN 03 2017  
TOWN OF CARMEL  
Ann Spofford

ATT: Ann Spofford

Pin

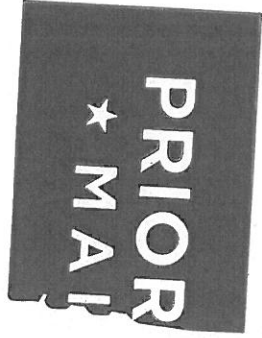
<b>P</b>	<b>\$5.75</b>	<b>US POSTAGE PAID</b>	
	12/29/2016 From 06810 0 lbs 1 ozs Zone 1	Pitney Bowes ComBasPrice 0010501749 024P0007876416	
<b>PRIORITY MAIL 1-DAY™</b>			
NEW ENGLAND UNIFORM CO 2490 Main St Bridgeport CT 06606-5323		Delivery Date 12/30/2016	
		0025	
Town of Carmel Town Hall Ann Spofford 60 McAlpin Ave Mahopac NY 10541-2340		C002	
USPS TRACKING #			
			
9405 5096 9993 7204 4133 08			

VISIT US AT USPS.COM®  
Label 106A, Jan 2015



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This label is not for resale.

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Label 106A, Jan 2015





**Michael Cazzari**  
Chief of Police

**TOWN OF CARMEL**  
**POLICE DEPARTMENT**  
60 McAlpin Avenue  
Mahopac, New York 10541

(845) 628-1300  
Fax (845) 628-2597  
[www.carmelny.org/police](http://www.carmelny.org/police)

**MEMORANDUM**

**To:** Town Board, Town of Carmel

**From:** Chief Michael Cazzari 

**Date:** January 10, 2017

**Ref:** 2017 Dodge Charger AWD Police Package Lights and Equipment Build

---

I am requesting authorization to outfit the two new AWD Dodge Chargers with emergency lighting and equipment at Hudson Valley Safety Lighting for a total price of \$15,488. Attached is pricing for the lighting and equipment installation per car. The vendor pricing is as follows: from Robert Green Truck Division, Route 17 East Exit 107, Rock Hill, New York, \$9,343.96; from Specialty Warning, 82 Mill Plain Road, Danbury Connecticut, \$9,316.60 and the lowest responsible bidder is Hudson Valley Safety Lighting, 53 West Cedar Street, Poughkeepsie, New York, \$7,771.96.

I am also requesting authorization for the purchase and installation of the mobile data terminal plus accessories for the two new Dodge Chargers. Attached is the NY State contract price from Island Tech Services, PO Box 88, Brookhaven, New York, of \$6,389.25 each unit for a total cost of \$12,778.50.

Thank you for your consideration.



# HV PUBLIC SAFETY LIGHTING

53 WEST CEDAR STREET ♦ POUGHKEEPSIE, NY 12601  
(845) - 452-5800, FAX (845) - 471-5593

WWW.NYCOMCO.COM

PAGE 1

## QUOTATION - SALES ORDER

QUOTE NO. 274508 -00

DATE: 10/04/16

TERMS: NET 30

DELIVERY:

TO: 3230  
CHIEF MIKE CAZZARI  
CARMEL PD TWN  
60 MC ALPINE AVENUE  
MAHOPAC, NY 10541

Please reference Quote No. on correspondence & purchase orders.

Prices firm for 60 days.

Phone: 845-628-1300

WE ARE PLEASED TO SUBMIT THE FOLLOWING QUOTE FOR YOUR CONSIDERATION.

QTY	DESCRIPTION	UNIT PRICE	DISCOUNT	TOTAL
2	C-VS-2400-CHGR-2 24" CHARGER CONSOLE	289.00		578.00
2	C-CUP2-1 INTERNAL CUP HOLDER	33.00		66.00
2	C-LP-3 2"Brkt w/3 Lighter Plug Outlet	36.00		72.00
2	C-MCB HAVIS MIC CLIP BRACKET	11.00		22.00
2	C-TTB-CHGR-4 HAVIS TRUNK TRAY FOR DODGE CHARGER	360.00		720.00
1	C-AP-0625 6" ACCESSORY POCKET	41.00		41.00
2	QK0634CGR11 FULL REPLACEMENT SEAT WITH CENTER PULL BELT SYSTEM	671.00		1,342.00
2	QK0491CGR11 FLOOR PAN	167.00		334.00
2	WK0513CGR11 WINDOW BARRIER STEEL VERTICAL	167.00		334.00
2	PK1130CGR11SCA #10XL COATED POLY PARTITION CHARGER	685.00		1,370.00

ORDERS SUBJECT TO SHIPPING & HANDLING AND SALES TAX IF APPLICABLE

TERMS SUBJECT TO CREDIT REVIEW

BY PAUL HERMAN 28

THIS QUOTATION DOES NOT CONSTITUTE A SALES ORDER UNLESS SIGNED BY YOU, OUR CLIENT. SEE TERMS AND CONDITIONS OF SALE ATTACHED.

Accepted

by

LEGAL NAME OF PURCHASER

P.O. No.

Date

AUTHORIZED SIGNATURE

QTY	DESCRIPTION	UNIT PRICE	DISCOUNT	TOTAL
2	CCSRN3 CENCOM SAPPHIRE SIREN SYSTEM	963.00		1,926.00
2	STPKT82 STRAP KIT FOR A 2012 DODGE CHARGER	71.00		142.00
2	SA315P 100 Watt Siren Speaker	180.00		360.00
2	SAK37 SA315P Mnt Brkt Kit DODGE CHARGER	27.00		54.00
4	FSM-180-RW FUSION® 180° RD/WHT Dual Color surface mount	79.00		316.00
2	FN-0416D FUSION 400 LIGHT STICK RED/WHITE 180/40/40/180	279.00		558.00
2	FN-0416 FUSION® 400series LightStick	199.00		398.00
6	FN-4016 FUSION® L Bracket	6.25		37.50
4	LINSV2R V-SERIES COMB WARN/PUDDLE RED UNDER SURFACE MOUNTING	180.00		720.00
2	LSVBKT35 WHELEN UNDER MIRROR MOUNT KIT FOR LINSV2 LIGHT HEAD CHAR	18.00		36.00
2	BK0532CGR15 PB 400 SETINA PUSH BUMPER	279.00		558.00
2	12VEP 12 VOLT ELECTRICAL PACKAGE	129.00		258.00
2	HRDW25 MISC.ELECTRICAL CHARGE	25.00		50.00
2	HVPSL S/I HVPSL INSTALLATION HVPSL INSTALLATION	2,254.00		4,508.00
2	LINZ6B SUPER LED LIGHT HEAD BLUE	90.00		180.00
2	LINZ6R RED LINZ6 LED	90.00		180.00
2	L6BKT2 LINZ TRUNK BRACKETS	16.00		32.00
2	RKR4R Illum Rnd Rkr Sw Blk W/Red Led SPST ON-OFF	1.72		3.44

QTY	DESCRIPTION		UNIT PRICE	DISCOUNT	TOTAL
2	AG3011-77C	DC TILT SWITCH	18.99		37.98
2	MAG MIC CLIPS	MAGNETIC MIC CLIPS	30.00		60.00
		Subtotal			15,293.92
		Shipping & Handling			250.00
		Grand Total			15,543.92



ONEIDA COUNTY #1777 DODGE CHARGER AWD POLICE PACKAGE STATEWIDE PIGGY BACK

CARMEL POLICE, TOWN OF  
60 MCALPIN AVE  
MAHOPAC, NY 10541  
ROB BAGNAROL  
RB@CI.CARMEL.NY.US

CONTRACT  
1/10/2017

PH 845 628-1300  
FX 845 628-2597  
VN

[illegible]

# PROPOSAL

PREPARED FOR: Carmel Police Dept.  
60 McAlpin Avenue  
Mahopac, NY 10512

## SPECIALTY WARNING SYSTEMS

LLC

*"When Quality & Pride Count The Most"*

82 Mill Plain Road – Unit 2

Danbury CT 06811

Phone: 203-778-2769

Fax: 203-778-2786

Proposal valid for 30 days from  
today's date: 01/11/16

Email: [specialtywarningsystems@yahoo.com](mailto:specialtywarningsystems@yahoo.com)  
On the Web: [specialtywarningsystems.com](http://specialtywarningsystems.com)

*Specialty Warning Systems proposes to furnish labor & materials  
outlined below, for the following:*

Full width prisoner containment system for 2016 Dodge Charger patrol vehicle.

### NEW COMPONENTS: (optional)

1. One (1) Pro Gard prisoner containment system to include the following:

1,498.95

- Full width front partition with center sliding window
- Full width lower extension panel
- Transport seat
- Transport floorpan
- Steel window armor

COMPONENT TOTAL:

1,498.95

# PROPOSAL

PREPARED FOR: Carmel Police Dept.  
60 McAlpin Avenue  
Mahopac, NY 10512

## SPECIALTY WARNING SYSTEMS

LLC

*"When Quality & Pride Count The Most"*

82 Mill Plain Road – Unit 2

Danbury CT 06811

Phone: 203-778-2769

Fax: 203-778-2786

Proposal valid for 30 days from  
today's date: 01/11/16

Email: [specialtywarningsystems@yahoo.com](mailto:specialtywarningsystems@yahoo.com)  
On the Web: [specialtywarningsystems.com](http://specialtywarningsystems.com)

*Specialty Warning Systems proposes to furnish labor & materials  
outlined below, for the following:*

Audible & visual warning system, center console, computer mount,  
pushbumper and related accessories for 2016 Dodge Charger patrol vehicle.

### NEW COMPONENTS:

1. One (1) Whelen STPKT82 Liberty lightbar mounting strap kit	66.50
2. One (1) Whelen CCSRN3 CenCom Sapphire lighting / siren control system	977.20
3. One (1) Whelen SA315P 100 watt compact siren speaker	229.60
4. One (1) Whelen SAK37 siren speaker bracket	28.70
5. Two (2) Whelen I3JC ION TRIO lightheads (red/blue/white-white override) @ 163.80 ea	327.60
6. Two (2) Whelen I3JA ION TRIO lightheads (red/blue/amber-amber override) @ 163.80 ea	327.60
7. Two (2) IONK1B mounting brackets for above @ 22.75 ea	45.50
8. Two (2) Whelen I3SMJC surface mount ION TRIO lightheads (red/blue/white-wh override) @ 163.80 ea	327.60
9. Two (2) Whelen LINSV2R (red) under mirror lightheads @ 171.50 ea	343.00
10. One (1) Whelen LSVBKT35 under mirror mount kit for LINSV2 lightheads above	17.15
11. Two (2) Whelen VTX609B (blue) Vertex HideAway LEDs @ 94.50 ea	189.00
12. One (1) Setina PB400 aluminum pushbumper	336.15

13. One (1) Havis C-TSM-CHGR-P-1 passenger side fold down trunk tray	208.13
14. One (1) Havis C-TSM-CHGR-D-1 driver side fold down trunk tray	208.13
15. One (1) Havis VS-2400-CHGR-2 center console configured as follows:	760.79
<ul style="list-style-type: none"> <li>Vehicle specific horizontal console</li> <li>24" equipment mount space</li> <li>Dual cup holders</li> <li>Three 12V power outlets</li> <li>Top mount adjustable armrest</li> <li>2 mic clips</li> </ul>	<ul style="list-style-type: none"> <li>2 mic clip brackets</li> <li>APD specific equipment brackets</li> <li>Required filler plates</li> <li>Heavy duty side mount telescoping laptop pole</li> <li>Heavy duty 6" laptop offset arm</li> </ul>

**COMPONENT TOTAL:**

**4,392.65**

# PROPOSAL

PREPARED FOR: Carmel Police Dept.  
60 McAlpin Avenue  
Mahopac, NY 10512



*"When Quality & Pride Count The Most"*

82 Mill Plain Road – Unit 2  
Danbury CT 06811  
Phone: 203-778-2769  
Fax: 203-778-2786

Proposal valid for 30 days from  
today's date: 01/11/16

Email: [specialtywarningsystems@yahoo.com](mailto:specialtywarningsystems@yahoo.com)  
On the Web: [specialtywarningsystems.com](http://specialtywarningsystems.com)

***Specialty Warning Systems proposes to furnish labor & materials  
outlined below, for the following:***

Installation of customer supplied audible & visual warning system, communications  
equipment, center console, computer mount, pushbumper, prisoner containment  
and related accessories into 2016 Dodge Charger patrol vehicle.

Misc installation supplies, ie: wire, cable, loom, ties, connectors, fuse holders, hardware, relays,  
grommets, heat shrink, battery lugs etc

325.00

## ***LABOR:***

(all components identified below to be customer supplied)

- I. Remove and reinstall headliner, carpet, seats, trim, panels etc as required to complete installation of all components.



2. Install all related power, ground, switch, function and serial wiring, with applicable circuit protection at all source power locations.
3. Install Liberty lightbar on vehicle roof above front doors.
4. Install siren speaker behind front grille.
5. Install Setina pushbumper
6. Install two (red/white/blue) ION TRIO lightheads on pushbumper crossbar.
7. Install one red/white/blue surface mount ION TRIO lighthead on each outer pushbumper side plate.
8. Install two red/blue/amber ION TRIO lightheads on rear package shelf, facing rearward.
9. Install one LSV2R lighthead under each side view mirror.
10. Install one blue HideAway LED in each rear reverse light housing.
11. Install CenCom Sapphire remote lighting / siren control system. CenCom ARM (operating brain) to be installed inside driver side trunk fold down tray.
12. Install Havis vehicle specific center console.
13. Install Havis heavy duty console side mount telescoping computer pole with 6' offset arm.
14. Install laptop dock and Getac computer.
15. Enable horn / siren control.
16. Install Havis fold down trunk trays on driver & passenger sides of the trunk. CenCom ARM to be installed on the driver side.....Motorola radio chassis and Sierra modem to be installed on the passenger side.
17. Install Pro Gard prisoner containment system.
18. Install Motorola MCS2000 remote chassis radio system. Chassis to be installed on passenger side fold down trunk tray.
19. Install Sierra GX440 modem with roof mounted GPS/PCS antenna. Install required communication cable from modem to laptop docking station.
20. Install overhead weapon rack on prisoner partition roll bar.
21. Install rechargeable handlight on front console.
22. Configure system to Carmel Police Department specs.
23. Configure OEM headlight flasher and taillight flasher to operate in conjunction with overall warning system.
24. Install all control heads, accessories and filler plates in console.
25. Test run system under full load for a minimum of two hours.

**LABOR TOTAL:**

**3,100.00**

**PROPOSAL TOTAL:**

**\$3,425.00**

## INSTALLATION NOTES:

1. A booklet containing computer generated drawings detailing all power, ground and switching circuits, fuses, relays and system configurations (s) will be provided with each vehicle upon completion. These are done so as to provide a ready reference for the purpose of simplified system diagnosis to decrease any future service time, assure technicians an accurate map of the system and, ultimately, to help decrease vehicle down time and associated repair costs. Our harnesses utilize a circuit specific wire coding system, incorporating 22 different colors or color combinations to speed future identification of individual circuits and assure identical installation(s) between multiple vehicles.
2. We design and install the wiring harness specific and custom to each vehicle. In this way, we assure no circuit is undersized for the intended load, the final configuration meets (and exceeds) the customer's specifications exactly and unused or excess wiring and components (typically found in aftermarket add on harnesses) are minimized, eliminating added up front cost and circuit identification confusion during service. It also results in a cleaner (visible and non visible) completed installation.
3. All source power circuits incorporate load specific protection by way of ATO. ATO Mini, MAXI, J CASE or MEGA fuses as applicable to the given load. Each fuse would be function identified by way of a label affixed to the fuse holder. (Identification of all circuit fusing is included within the wiring booklet that is provided with each completed vehicle).
4. As required, harnesses will be encased in black corrugated "split loom" of an appropriate size and secured by way of cable ties or insulated clamps.
5. Any hole in the roof, firewall, metal bulkhead or extrusion that will have a cable or wire passing through, will be edge protected by way of a non conductive grommet to provide short circuit protection. (Communications antennas are designed for this type of installation and, therefore, do not require installation of a grommet).
6. All connections made in the engine compartment or in a climate exposed location, will be soldered and / or heat sealed to provide a connection safe from corrosion, contamination or moisture.
7. All exterior body lighthouse lenses are clear unless otherwise noted or specifically requested.
8. All warning system, communications equipment, component chargers and related accessories will be Ignition controlled. This eliminates any continued drain on the OEM battery when the vehicle has been shut off, that

could lead to dead batteries. The only exception will be the Getac laptop power adapter which will be ChargeGuard controlled.

9. Included above is the installation of one Motorola MCS2000 remote chassis radio system. This assumes a typical installation of chassis power & ground with external speaker (if applicable), antenna and ignition sense activation. It is assumed the radio will be fully functional, programmed and free from defect at the time of removal from the existing vehicle and/or installation into the new vehicle. If the radio is removed from an existing vehicle, prior to conversion of the new vehicle, the radio, antenna / cable / mount / brackets etc should be boxed together to assure all related components remain with the system for installation into the new vehicle.
10. If radio repairs or reprogramming are required, this should be accomplished prior to removal for transfer to the new vehicle, to assure all communications equipment is working correctly. The Carmel Police Department approved radio service vendor would accomplish any future reprogramming or technical repairs to the radio.
11. In the event the existing radio antenna cable is too short for the new installation vehicle, shows signs of damage or wear or has been spliced, it will be replaced with new. We generally recommend their replacement when transferring radios from one vehicle to another. At a cost of \$25.00 each, we feel this to be a very cost effective investment in the long term reliability of the radio.
12. Vehicle must be legally registered and fully insured in it's state of origin prior to delivery to Specialty Warning Systems for conversion.
13. While every effort is made to provide as accurate and complete a proposal cost as possible, unforeseen factors may, in some cases arise, resulting in additional cost. Changes or additions requested by the Carmel Police Department in the course of conversion, deviations from or additions to the original system configuration or installation locations, fabrication of brackets or mounts, custom installation (other than standard) of components, extreme wiring or harnessing requirements and the like, could all result in additional labor or material costs. Component repairs or replacement parts that are identified in the course of removal from the existing vehicle would also be in addition to the above. The Carmel Police Department will be consulted as quickly as possible what the potential impact would be on the proposal balance.
14. Vehicle will be washed and vacuumed prior to delivery.
15. Photos and/or videos of the vehicle may be posted on our web site, used in advertising or promotional materials or provided to other agencies for use in evaluating the various components, graphics or configurations to assist them in determining the layout of their future vehicles.

16. The Carmel Police Department agrees to allow employees of Specialty Warning Systems to operate the vehicle for the purposes of testing, graphics installation, photography etc as required, during and at the completion of conversion.
17. Vehicle and all customer supplied equipment, to be delivered to the Specialty Warning Systems facility, 82 Mill Plain Road, Danbury CT, by the Carmel Police Department for installation of the above equipment and picked up by the same following completion. (All customer supplied equipment must be provided at the time the vehicle is delivered (or earlier) to SWS for conversion. This is required to minimize the possibility of delays in conversion and delivery of the vehicle, while awaiting delivery of components intended for installation. We make a concerted effort to accomplish overall installation / conversion in as efficient a way as possible and aggressively address issues that arise regarding (unforeseen) repairs and/or parts replacement(s) to achieve completion of the vehicle in a timely manner.

Any additions or alterations to the above would be with the approval of the Carmel Police Department and would be invoiced in conjunction with the proposal balance. Any component or labor deletions would be incorporated into the final invoice.

**TERMS: NET BALANCE DUE IN FULL UPON COMPLETION OF THE VEHICLE AND  
DELIVERY TO THE CARMEL POLICE DEPARTMENT.**

\_\_\_\_\_  
For Specialty Warning Systems      Date

\_\_\_\_\_  
For Carmel Police Dept.      Date

**SPECIALTY WARNING SYSTEMS MAINTAINS INSURANCE COVERAGE SPECIFIC TO THE INSTALLATION AND REPAIR OF AUDIBLE AND VISUAL WARNING SYSTEMS IN EMERGENCY VEHICLES. MANY STANDARD "GARAGE OWNERS" OR REPAIR SHOP POLICIES DO NOT AFFORD THE SAME PROTECTION FOR POLICE, FIRE OR EMS VEHICLES. WE OPTED TO CARRY THIS LEVEL OF PROTECTION IN ORDER TO PROVIDE THE GREATEST DEGREE OF SECURITY AND PEACE OF MIND TO ALL OUR EMERGENCY SERVICES CUSTOMERS.**

Excellent CT & NY emergency services (FD, PD & EMS) references are available upon request. We believe that the agencies and contacts contained therein are the single best source of feedback about us and the services we provide. We highly recommend, and strongly encourage, using these references to their fullest.

The information contained herein is the intellectual property of Specialty Warning Systems, is copyrighted and considered confidential and for Carmel Police Dept. reference only. It is agreed the information, drawings, photos, sketches, text and pricing contained above shall not be provided, in whole or in part, verbally, electronically or in print to personnel or organizations outside of Carmel Police Dept. for the purposes of review, the preparation of another contractors proposal and/or for comparison or evaluation of associated labor and/or component specifications or pricing by another vendor. No portion of the above shall be "copied" and "pasted" into a separate document or transposed verbatim to act as or become a part of a bid spec, "RFP" (request for proposal), "RFQ" (request for quotation) or "RFI" (request for information) without the knowledge or written consent of Specialty Warning Systems.

**IMPORTANT PRICING NOTE:** Component pricing above is based upon the respective manufacturers pricing schedules in effect at the time of proposal submission. Component orders placed after the expiration of the pricing schedule(s) in effect at the time of proposal submission will be subject to any increases that result from the implementation of new pricing schedules. We can provide information on each manufacturers pricing revision dates as required. As each manufacturer's revision may occur at different times during the year, we recommend that agencies take these factors into account for planning purposes.

In the course of proposal preparation, we strive to include the most accurate and detailed information pertaining to the proposed installation, as possible. In addition to a detailed description of the components to be installed and their respective installation locations, we provide various component and installation "notes" that provide specific information on individual components or factors that influence the overall conversion. We also try to provide suggestions, concerns or alternatives that may pertain to individual aspects of the proposed installation. We include this degree of information in an effort to assure an accurate and detailed proposal that encompasses all aspects of the proposed installation. In the course of proposal review, if conversion questions arise, specific information requires clarification or additions/changes are required, we ask that we be contacted immediately by one of the methods below so that a revision to the proposal can be accomplished as quickly as possible.

Phone: 203-778-2769

Fax: 203-778-2786

Email: [specialtywarningsystems@yahoo.com](mailto:specialtywarningsystems@yahoo.com)



A07#27

**Q U O T E****ISLAND TECH SERVICES (ITS)** 10476

980 S 2nd Street, Ronkonkoma, NY 11779

Phone: 631-447-2442 Fax: 631-447-2514

Contact: Robert Gronenthal

Email: robert@islandtechservices.com

Number

ITSQ16579

Date

Sep 12, 2016

**Sold To**

**Carmel Police Department**  
Mike Cazzari  
60 McAlpin Avenue  
Mahopac, NY 10541  
United States

**Phone** (845) 628-1305  
**Fax**

**Ship To**

**Carmel Police Department**  
Mike Cazzari  
60 McAlpin Avenue  
Mahopac, NY 10541  
United States

**Phone** (845) 628-1305  
**Fax**

Salesperson	P.O. Number	Contract Number	Ship Via	Terms
robert		PT65147 / PT65676 / PT64775		NET 30

Qty	Part #	Description	Unit Price	Ext. Price
<b>** TOUGHBOOK / MOUNTING **</b>				
2	CF-54F2401KM	Panasonic Toughbook CF-54 - Win7 (Win10 Pro COA), Intel Core i5-6300U 2.40GHz - 14.0" FHD, Gloved Multi Touch, 256GB SSD, 8GB(4+4) - Intel WiFi a/b/g/n/ac, TPM, Bluetooth, Emissive Backlit Keyboard - No DVD Drive, Toughbook Preferred	\$2,785.00	\$5,570.00
2	CFSVCLTNF5Y	Panasonic Protection Plus - 5 Year - Service - Maintenance - Parts & Labor	\$785.00	\$1,570.00
2	DS-PAN-422	Docking Station with Power Supply for Panasonic's Toughbook 54	\$790.00	\$1,580.00
2	C-MD-102	Swing arm with motion adapter	\$230.00	\$460.00
2	C-HDM-214	8.5" Heavy Duty Telescoping Pole, side mount	\$87.00	\$174.00
2	C-ARPB-114	Brother Arm rest printer bracket: top mount	\$195.00	\$390.00
2	CG-X	Chargeguard-select	\$69.00	\$138.00
<b>** MODEM **</b>				
2	1102360	Sierra Wireless AirLink GX450 - 4G XLTE Gateway - Ethernet/Serial/USB/GPS + WiFi - LTE Bands - Verizon - Includes DC Power Cable - 3 Year Warranty	\$719.00	\$1,438.00
2	AP-CCWG-Q-S2222-RP3-BL	Antenna Plus MIMO LTE/Cellular/PCS/GPS/WiFi Combo Antenna - Threaded Bolt Mount - Omni-Directional - Black	\$175.00	\$350.00
2	15212	C2G Cat5e Patch Cable -RJ-45 Male Network - 25ft - GRAY	\$4.25	\$8.50
<b>** INSTALLATION **</b>				
2	ST-ITS-MDCI	Installation of vehicle mounted equipment - Onsite Installation at Customer Site - Customer must provide garage or covered location - Installation includes wiring and labor - Installation based on manufacturers install guide	\$550.00	\$1,100.00

WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING. PANASONIC & GETAC PRODUCTS ARE BUILT TO ORDER AND NOT RETURNABLE.

Qty	Part #	Description	Unit Price	Ext. Price
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To accept proposal please sign bottom and fax to 631-447-2514. Please remember to reference a PO on your quote.

Signature: \_\_\_\_\_

<b>SubTotal</b>	<b>\$12,778.50</b>
<b>Tax</b>	<b>\$0.00</b>
<b>Shipping</b>	<b>\$0.00</b>
<b>Total</b>	<b>\$12,778.50</b>

2 @ \$6,389.25

WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING. PANASONIC & GETAC PRODUCTS ARE BUILT TO ORDER AND NOT RETURNABLE.

Richard J. Franzetti, P.E.  
Town Engineer




(845) 628-1500  
(845) 628-2087  
Fax (845) 628-7085

**Office of the Town Engineer**  
60 McAlpin Avenue  
Mahopac, New York 10541

## MEMORANDUM

**To:** Carmel Town Board

**From:** Richard J. Franzetti P.E. Town Engineer 

**Date:** January 18, 2017

**Re:** Boiler Pumps in Sand Filter Building CSD#2

Severn Trent Environmental Services (STES), the operators for Carmel Sewer District #2 (CSD 2), have alerted the Engineering Department (Department) that one (1) of the two (2) boiler pumps in the sand filter building is not functioning and the second pump occasionally trips out due to bad bearing and requires a manual restart. STES contacted SUECO fuel to assess the problem and to repair the

SUECO provided the following quotes (attached) to replace these pumps:

Two (2) circulator pumps at \$2,727.50 each	\$5455.00
Miscellaneous parts/equipment	\$ 410.00
Labor to install	\$2,760.00
Total	\$8,850.00

It should be noted that the original pumps were installed approximately 10 years ago and the life expectancy of the new equipment is approximately 10 - 15 years. SUECO will provide warranty information prior to installation.

This Department spoke with the Town of Carmel Comptroller and she indicated that there are sufficient funds in the CSD#2 budget. A copy of this correspondence is attached.

This Department requests that the Town Board authorize the purchase and installation of these pumps at cost of \$8,850.00.

# **SUECO FUEL OIL, INC**

**PO Box 708                      Phone: 845-628-6400**  
**Mahopac NY 10541    Fax:    845-628-7330**  
**www.SuecoFuel.com**

1/12/17

Please note that the heat will shut down again (emergency situation)  
If approved there is a 2 week wait for circulators to be built

Town of Carmel  
Acct#36542 (Our #)  
#2 Building behind NY Sports Club  
Vinny from Severn Trent called to inspect boiler which has 2 circulators  
(1.5 hp Taico) one circulator has failed and on the other circulator the  
bearing is bad.

Each circulator is \$2727.50 each total \$5425.00  
Shipping \$225.00  
One day labor to install each    \$2760.00  
Water feeder-gauges & misc fittings \$410.00

Grand Total for job \$8850.00

Rich to call me to stop in & go over

Respectfully submitted,  
Joseph Simone Jr  
President

**From:** [Esteves, Donna](#)  
**To:** [Franzetti, Richard](#)  
**Cc:** [Maxwell, Mary Ann](#)  
**Subject:** RE: 01-12-16 CSD #2 FW: Proposal  
**Date:** Wednesday, January 18, 2017 12:47:43 PM

---

Rich,

Yes there are sufficient funds in the budget for this repair.

Thanks,

*Donna Esteves*

Engineering Department  
Town of Carmel  
60 McAlpin Ave, Mahopac, NY 10541  
845-628-1500 ext. 184

---

**From:** Franzetti, Richard  
**Sent:** Wednesday, January 18, 2017 12:23 PM  
**To:** Esteves, Donna  
**Cc:** Maxwell, Mary Ann  
**Subject:** FW: 01-12-16 CSD #2 FW: Proposal

Donna

Are there sufficient funds in the CSD 2 budget to cover the cost of the attached?

Equipment - \$6,090.00

Labor – \$2,760.00

Total 8850.00

Thanks

Richard J. Franzetti. P.E, BCEE, LEED <sup>AP</sup>  
Town Engineer  
60 McAlpin Avenue  
Mahopac, New York 10541  
Phone - (845) 628-1500 ext 181  
Fax – (845) 628-7085  
Cell – (914) 843-4704  
[rjf@ci.carmel.ny.us](mailto:rjf@ci.carmel.ny.us)

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---

**From:** Esteves, Donna  
**Sent:** Thursday, January 12, 2017 12:52 PM  
**To:** Franzetti, Richard  
**Subject:** 01-12-16 CSD #2 FW: Proposal

Rich,

Please see attached quote for CSD #2

*Donna Esteves*  
Engineering Department  
Town of Carmel  
60 McAlpin Ave, Mahopac, NY 10541  
845-628-1500 ext. 184

**From:** [suecoolco@aol.com](mailto:suecoolco@aol.com) [<mailto:suecoolco@aol.com>]  
**Sent:** Thursday, January 12, 2017 11:09 AM  
**To:** Esteves, Donna  
**Subject:** Proposal

Good Morning Donna,

I am submitting a proposal for work on Town circulators for the units behind the NY sports club.

Thanks,  
Joe Simone (Sueco)

## TOWN OF CARMEL HIGHWAY DEPARTMENT

---

Carmel Highway Department  
55 McAlpin Avenue  
Mahopac, NY 10541

**MICHAEL SIMONE**  
***Superintendent of Highways***

845.628.7474  
FAX 845.628.1471  
MSimone@bestweb.net

**FROM THE DESK OF:** *Michael Simone*

**TO:** TOWN BOARD

**DATE:** JANUARY 19, 2017

**RE:** AGENDA – JANUARY 25<sup>TH</sup> WORKSESSION

---

Please place me on the January 25, 2017 Work Session as follows:

- Discuss purchase of NEW Highway Vehicles  
– Budgeted & Capital
- Discuss and Review Proposals for GPS tracking in Highway Vehicles  
– Three Proposals Attached
- Executive Session - Personnel

cc Highway Request File  
2017 Chrono Book



③ Pages

53 West Cedar Street  
Poughkeepsie, NY 12601  
845-471-5520

845-527-0454 (cell)

845-471-5593 (fax)

[Jenna49@nycomco.com](mailto:Jenna49@nycomco.com)

COPY

October 11, 2016

Mr. Michael Simone  
Highway Superintendent  
Town Of Carmel  
55 McAlpin Ave  
Carmel, NY 10541

Dear Mr. Simone,

We at NYCOMCO feel that we have a solution for your two way communication needs that will give you the service and coverage that you are striving for and deserve. NYCOMCO's Connect Plus Regional Network will give the Town Highway the ability to have broad coverage throughout its jurisdiction as well as beyond into neighboring communities.

We have worked up some updated pricing since your last proposal, and our recommendation would be to lease the radios through NYCOMCO's All Inclusive Lease Program so that the Town does not have to worry about radio failures/repairs. Our lease package includes a service agreement that covers the radios under all failures, other than intentional damage/destruction.

Town of Carmel Highway Dept. Lease Quote – All on our Connect Plus Regional System

Mobile Units- \$25.00 each per month  
Base Unit/ Control Station - \$39.00 each per month  
Portable Units - \$29.00 each per month

Installation and Programming – Included at No Charge

Sincerely,

A handwritten signature in cursive script that reads "Jenna Riess".

Jenna Riess  
Owner, Communications Consultant

**NYCOMCO's 6 Year Special\* All Inclusive Refurbished Lease Program**

**Carmel Highway Department**

	Monthly
1- Motorola XPR-4550- Base Station .....	\$ 39.00
Includes XPR-4550 radio, power supply, desk microphone and exterior antenna.	
*41- Motorola XPR-4550 Mobile Radio .....	\$ 1025.00
Includes antenna, extension speaker, battery charge guard and microphone @ \$ 25.00/ea.	
7 – Motorola XPR-6550 Portable Radio w/ desktop charger - @ \$29.00 ea.	\$ 203.00
3 – Remote desk Microphones – 3 @ \$39.00 ea.	\$ 117.00

**Monthly \$ 1,384.00**

*41-Motorola XPR-5350 Mobile radios WITH GPS* \$ 1,640.00

**Proposed New Monthly Lease Pricing with 5 Minute GPS Refresh** **\$ 1,999.00**

~~~~~

**NYCOMCO's 6 Year Special All Inclusive Lease Program**

**Carmel Highway Department**

|                                                                                         | Monthly    |
|-----------------------------------------------------------------------------------------|------------|
| 1- Motorola XPR-5550- Base Station .....                                                | \$ 59.00   |
| Includes XPR-5550 radio, power supply, desk microphone and exterior antenna.            |            |
| *41- Motorola XPR-5350 Mobile Radio .....                                               | \$ 1476.00 |
| Includes antenna, extension speaker, battery charge guard and microphone @ \$ 36.00/ea. |            |
| 7 – Motorola XPR-7550 Portable Radio w/ desktop charger - @ \$43.00 ea.                 | \$ 301.00  |
| 3 – Remote Desk Microphones – 3 @ \$39.00 ea.                                           | \$ 117.00  |

**Monthly \$ 1,953.00**

*41-Motorola XPR-5350 Mobile radios WITH GPS* \$ 2,091.00

**Proposed New Monthly Lease Pricing with 5 Minute GPS Refresh** **\$ 2,568.00**



### **NYCOMCO “ALL INCLUSIVE LEASE PROGRAM” DETAILS**

Two of the main functions of the NYCOMCO “All Inclusive Lease Program” are to provide a fixed budgetary line item for communications as well as ensuring that the equipment is maintained at optimized performance. Our leasing customers utilize state of the art equipment by typically updating every six years.

The lease covers all of the following:

1. All initial system programming and installation.
2. Routine and emergency service.  
24 hour/7 days a week on base stations & console equipment  
Monday - Friday / 8AM – 5PM on mobiles & portables
3. Removals and reinstallation of all mobile radios.
4. Antenna replacements.
5. Base station antenna replacements.
6. FCC licensing consultation services, as necessary.
7. Battery, antenna, case replacements, loss and theft (with police report) on portable radios.
8. One fleet re-programming per year.
9. Non-escalating six year lease term.
10. Open ended contract providing ability to add and delete equipment without penalty.
11. Yearly customer requested PMI (Preventative Maintenance Inspection) on all equipment.





PROPOSAL

② Pages

December 13, 2016

Michael Simone  
Superintendent of  
Highway Department  
Town of Carmel  
55 McAlpin Avenue  
Mahopac, NY 10541

Dear Michael:

TracManager is pleased to respond to your request for a proposal to provide GPS Tracking Services for your vehicles. We understand that you are currently facing budget limitations, and are interested in putting a creative solution together that will work for both of us.

**Who we are:**

We are a Syracuse-based minority-owned nationwide tracking service that uses a unique combination of Cloud, GPS and cell phone data technology to provide our customers with a powerful money-saving audit and productivity tool. We're on the approved vendor lists of the Federal & NY State governments and I am one of the owners.

**References:**

Some of the local, regional and national organizations who have used our services include: Camden Central School District, Town of Manlius, Town of Lysander etc., U.S. Army, Columbia University, Syracuse Haulers, and many more in various industries.

**Key Features, Partial List:**

- Our frequent satellite pings (about every 45 seconds) give you near-real-time data.
- Our trackers are small and completely self-contained, very easy to install:
- Use our custom "Geofence" alerts and reporting to see when a vehicle leaves or enters a specific geographic area.
- Take advantage of our "Share Users" feature to add others in the Department who need to monitor any or all vehicles.

**Benefits, Partial List:**

- You may be surprised at how much time and money our service could save you, and also improve the way you run your organization on a day-to-day basis.

- Our pinpoint accuracy and frequent updates might be another pleasant surprise for you in addition to improved tracking, scheduling, dispatching, customer service, fuel savings, HR oversight, productivity, safety, security, etc.
- With TracManager your vehicles will be the main characters in your own live video game.
- Use our "Mileage" reports to schedule preventative maintenance, and also to help file your tax returns.
- Use our "Fuel" reports to know exactly how much gas each vehicle is consuming, and to match to your purchase records/receipts.
- You will know everything about their movements, etc. 24 hours a day, 7 days week, 365 days a year-- and even get custom warning alerts if you want.

#### **Free Trial Month:**

We are pleased to offer you a free trial month of our GPS tracking service for the 3 vehicles in your Pilot Program.

#### **Money-Back Guarantee:**

If at any time during this Agreement term or any subsequent renewal periods you decide to discontinue our services, we will refund the remaining prepaid balance for any unused full months upon 2 weeks written notice and return of all trackers/power cords.

#### **No Long-Term Agreement or Penalties:**

Simply prepay for one full year or on monthly basis whichever fits into your budget schedule.

#### **Pricing:**

We will provide your town with its first 12 Pilot Program leased trackers at the initial price-point stated below. Because you are leasing these trackers from us, any time you require a replacement of a damaged tracker we will provide it for free. You will get all the features you need from our system.

First 10 trackers as in Pilot program @ \$20.45 per tracker x 12 months = \$2,454 per year  
 Another 23 trackers @ 23 per tracker per month x 6 months = 3174 for 6 months

We look forward to serving your town.

Sincerely,

YiWei Qi ,  
 Chief Operating Officer  
 TracManager LLC  
 Mobile: 315-308-0068



# Proposal for Town of Carmel, NY

---



SUBMITTED BY  
Vehicle Tracking Solutions  
Al Napolitano

Date: December 14, 2016

21 Pages



# NYS OGS Contract # PT67543 SB

Subscription Pricing: No hardware to buy

| DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | QUANTITY | Price per vehicle, per month |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|------------------------------|
| <b>Monthly Subscription Fee Including:</b><br><b>Hardwired GPS Receiver/Wireless Data Modem</b> <ul style="list-style-type: none"> <li>• AVL Device</li> <li>• Programmed with VTS proprietary programming</li> <li>• SP Speed: to monitor posted speed limits</li> <li>• Over the air programming capabilities</li> <li>• Warranty for Life of Term</li> <li>• Warranty Service Included</li> <li>• Silent Passenger Access</li> <li>• Wireless and data transfer fees included</li> <li>• 1 minute updates plus 5 second "rapid updates"</li> <li>• Onsite installation</li> </ul> <p style="text-align: center;"><b><u>OFF-SEASON PRICING</u></b></p> <p style="text-align: center;">\$15 per vehicle per month<br/>Or<br/>Portable Device Rental: \$39.99 per vehicle, per month</p> | 41       | \$25.00                      |

**Additional Features pricing is per vehicle per month, unless One-Time Fee**

|                                                                                          |         |
|------------------------------------------------------------------------------------------|---------|
| SP Safety (includes SP Speed, Hard Braking/Rapid Acceleration, Driver Score Card Report) | \$2.50  |
| Fuel Card Integration                                                                    | \$1.50  |
| Key FOB Driver Assignments & Reports                                                     | \$1.50  |
| Reader Equipment/Installation (One Time Fee)                                             | \$50.00 |
| Each Key FOB (One-Time Fee)                                                              | \$2.50  |
| AVL device equipped with Driver E-Logs, (Android device required, NOT Included)          | \$10.00 |

## Letter of Transmittal

Town of Carmel, NY  
60 McAlpin Ave.  
Mahopac, NY 10541

Dear Mike,

Thank you for the opportunity to present the Vehicle Tracking Solutions ("VTS") proposal. We value your time and understand your business – our job it to be your Fleet Management Specialist – a partner in the growth and success of your organization. We are very interested in sharing our industry leading solutions and innovative ideas to help you maximize your ROI on our services as well as be a partner to show you value as we proceed forward in the years to come. This proposal outlines the key points of our service and an overview of implementation. We welcome the chance to present such and look forward to your feedback and discussion.

This proposal shall remain valid for 90 days.

John Cunningham, CEO, is authorized to bind Vehicle Tracking Solutions, LLC to the terms of this proposal.

**Company Name:** Vehicle Tracking Solutions, LLC

**Address:** 152 Veterans' Memorial Highway, Commack, NY 11725

**Phone:** (631) 586-7400

**Website:** [www.VehicleTracking.com](http://www.VehicleTracking.com)

**Principals:** John M. Cunningham Jr., CEO  
Karen A. Cunningham, CFO

**Main Contact:** Al Napolitano, VP of Client Services  
P: (631) 492-1160  
E: [al@vehicletracking.com](mailto:al@vehicletracking.com)

**Main Contact:** Mike Dawes, VP of Operations  
P: (631) 492-1158  
E: [mike@vehicletracking.com](mailto:mike@vehicletracking.com)

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## Overview & Background Information

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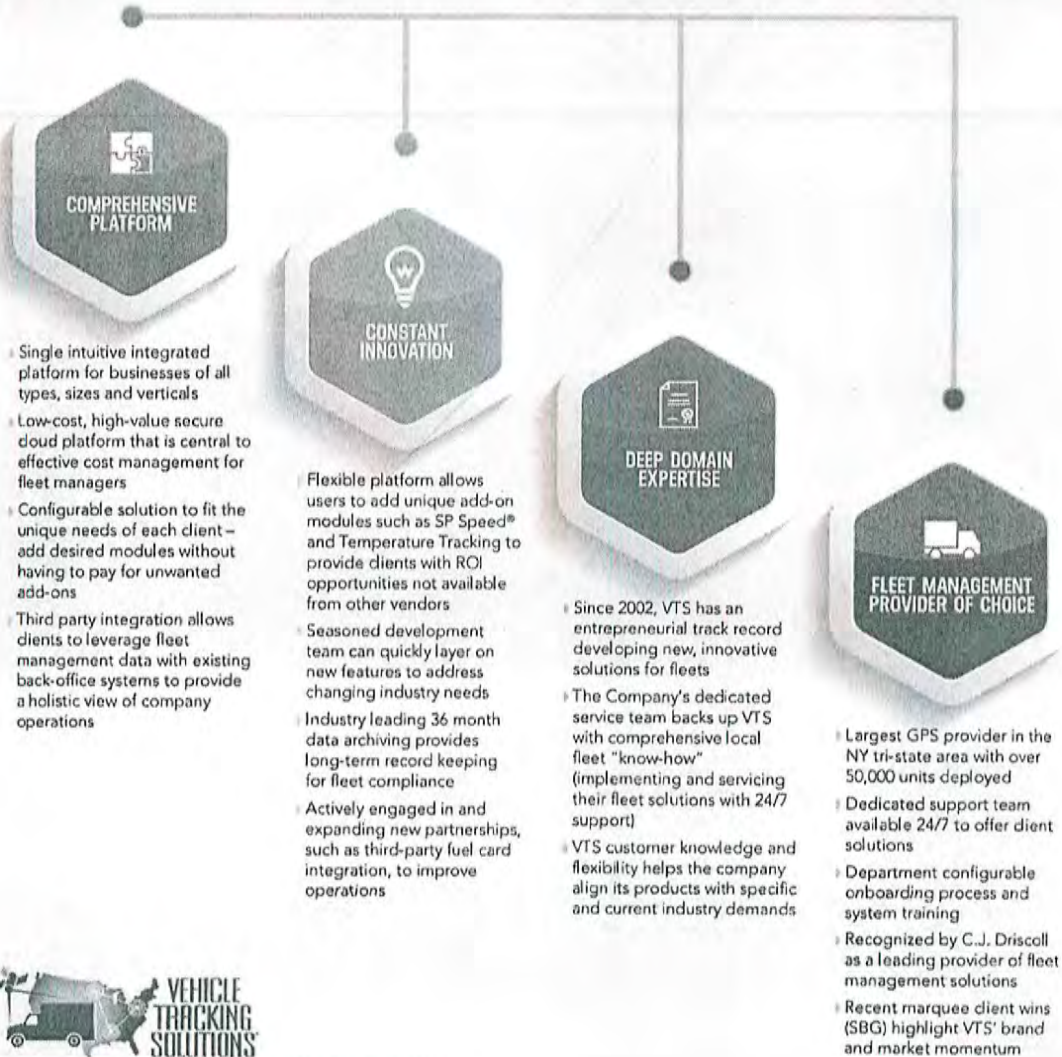
Founded in 2002 by John M. Cunningham Jr., VTS, a limited liability company, has been providing GPS fleet management solutions to thousands of private companies and governmental agencies throughout the U.S. for nearly 15 years. These solutions allow companies and municipalities to effectively increase their bottom line through the management and reduction of excessive engine idling and speeding, while improving fleet efficiency and reducing operating costs.

Vehicle Tracking Solutions employs 50+ team members which help design, develop, sell and service our proprietary software. We are ready to put that knowledge and experience to work for you, bringing the highest level of expertise to your organization. All operations are completed in-house at Vehicle Tracking Solutions' 24/7/365 Commack, NY headquarters. Using our expertise, VTS will work to reduce operating costs and harness the power of GPS fleet technology. We currently have over 2,500 clients tracking over 50,000 vehicles throughout the U.S.

Silent Passenger®, Vehicle Tracking Solutions' GPS fleet management service offering, can be installed immediately as a way to decrease vehicle emissions and environmental waste, improve fleet operations and maintenance, maximize transparency, and ensure accountability. The decrease in waste, increase in efficiency and reduction of costs can be realized within days of implementing this type of solution. By monitoring excessive idling, speeding and keeping track of vehicle maintenance activities, clients could potentially see thousands of dollars in savings per week. With our SaaS-based solution, there are no capital expenditures, and savings would be immediate. This response will outline the various ways a GPS fleet management system would benefit your organization as it strives to improve its fleet operations and accountability.

## Qualifications

# VEHICLE TRACKING SOLUTIONS WHAT SETS US APART?



LET US SHOW YOU THE RETURN ON INVESTMENT, CONTACT US TODAY.  
152 Veterans Memorial Highway, Commack, New York 11725  
1.800.671.5222 | vehicetracking.com



## Staffing & Project Organization

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### Leadership Team

#### **John Cunningham – President and CEO**

John is the founder of Vehicle Tracking Solutions, and is recognized as a pioneer in the fleet management industry. He is a visionary leader and an advocate for the use of technology to better manage, operate and increase the profitability of his customers' businesses as well as VTS's business. With more than 20 years of experience and an extensive background in telecommunications and wireless technology, John has built Vehicle Tracking Solutions into a leading SaaS business in the fleet management technology market with an ongoing commitment to growth and innovation. On a daily basis, John is involved in all areas of the business, from ensuring customer satisfaction to supporting all VTS team members who are committed to demonstrating the substantial return on investment that VTS technology provides. John's passions include his family and community. VTS provides an opportunity to pay it forward by giving back to the community as he and his wife Karen support multiple charitable and civic organizations. John's love of family life impacts his business philosophy as he treats his employees and customers as he would his family – with respect and integrity while also helping them grow and be successful.

#### **Karen Cunningham – Chief Financial Officer**

Karen helped co-found VTS in 2002, bringing her complementary experience in telecommunication and wireless technology to the business. Prior to co-founding VTS, Karen held positions in Field Operations and Management where she became known as a "get it done" leader. At Vehicle Tracking Solutions, Karen's intense focus on growth and success drive the business as she manages and enhances efficiencies that translate into important value both for the company and for customers. Her business instincts and respect of team members and our customers have been keys to the continuing growth of VTS. A graduate of Dowling College with a Bachelor of Science, Karen works closely with John and the Leadership team, while also being actively involved in and supporting causes for children and animal welfare along with her long-time commitment to education and religious based programs.

#### **Ryan Wilkinson – Chief Technology Officer**

Ryan joined VTS in 2009 and has been a key player and architect of the company's growth. As Chief Technology Officer, Ryan is responsible for managing internal and external teams as they maintain an unsurpassed level of performance and ensure reliability of VTS Software as a Service (SaaS) utilized 24/7/365 by VTS customers and VTS staff. He frequently meets customers and prospects to keep in touch with the current business market and to assist him in driving future initiatives and enhancements. Ryan spends a significant amount of time on "tomorrow" – where the company and the industry are heading, helping to make certain we are always ready to meet the changing needs of our customers and the market with new features and functions. Ryan graduated from Sacred Heart University, earning a Bachelor of Science degree in Information Technology. He has been known to delight Leadership and customers by regularly delivering on Arthur C. Clarke's quote, "Any sufficiently advanced technology is indistinguishable from magic."

### **Michael Dawes – Vice President of Operations**

Mike has been a member of VTS since 2008, rising to VP Operations through his behind-the-scenes work on all operational aspects of the VTS business and through his commitment to keeping our customers satisfied. He has streamlined key functions of the business, not only working to build on the skills of our growing in-house Installation team and Service department, but also working to become an expert on a variety of vehicles and uses across numerous industries. His knowledge has been instrumental in the success of both VTS and our customers in identifying, addressing and finding solutions for their business needs. Mike is a graduate of Dowling College, earning a BBA in Business Administration and Management. His training doesn't end with the work day, and for the past 12 years he has also coached and run soccer and golf clinics for his community.

#### **Dedicated Full Service Team**

Account Manager – Al Napolitano, VP Of Client Services

Technology Liaison – Ryan Wilkinson, CTO

Operations Contact – Michael Dawes, VP

Billing Contact – Keith Lindahl, Accountant

Software Support Specialist – Danielle Goff

Service Manager – Russ Conti

Customer Relations Manager – Patrick Quiry

### **Work Plan & Technical Services**

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#### **Understanding of the Project**

Using the expertise we have gained by working with many municipalities, we will work to understand Ocean City, NJ' unique goals and will help you achieve them. Vehicle Tracking Solutions prides itself on providing exceptional customer service and becoming a true business partner to our clients. We understand that municipalities are faced with unique challenges, and we are equipped to help you overcome these challenges.

Some key items that set Vehicle Tracking Solutions apart from the competition:

- **Customer Service and Support**

When you call Vehicle Tracking Solutions, someone will be at the other end to answer your questions and provide any help you need. Our customer service and support truly is 24/7/365.



- **Reliability and Up Time**

Having a tracking system that is not operating properly is a waste of taxpayers' money, and a waste of employees' time. Vehicle Tracking Solutions has made the investment in its infrastructure to ensure that VTS customers receive the most reliable service available.

- **Nearly 14 Years of Expertise**

Our decade of experience in the telecommunications industry has allowed us to gain invaluable expertise which we then share with our client base. We have helped more than 2,500 companies improve their operations and efficiency.

In addition to gaining a wealth of knowledge by working with municipalities, we have also come to understand the unique way government entities operate. We understand there are various "audiences" to answer to, including taxpayers and union workers. Our entire staff has been trained on how to introduce a tracking system to these audiences, as well as how to prove a return on investment using data collected by Silent Passenger®.

#### Approach to Proposed Solution

Vehicle Tracking Solutions will customize Silent Passenger® and the enhanced roll out to fit your organizational needs. Our Service Department will work on a schedule to get all of the AVL units installed for your company within 30 days. Our technicians will make sure that Silent Passenger® has your vehicle plate number, V.I.N., and updated mileage at the time of the service. Once installation is complete, an experienced SP trainer will give you a call to enroll your staff into Silent Passenger® School, our enhanced training sessions, in order to provide you with your greatest return. Once your team has been trained on Silent Passenger® and has set up notifications and reports to help manage the fleet, our relations team will coordinate quarterly reviews to maximize the potential.



## Functionality of Silent Passenger®

---

Silent Passenger® is a cutting-edge fleet management program that makes it easy to effectively and efficiently monitor your Fleet. Silent Passenger® integrates detailed, up-to-date maps from Google with real-time traffic information, estimated time of arrival information, and turn-by-turn directions.

Any device (laptop, desktop, mobile device) connected to the internet may access Silent Passenger® to view real-time events and historical data. Because Silent Passenger® is a web-based solution, you have the convenience and mobility of working from any computer, anywhere.

Silent Passenger® is capable of providing access to all users and administrators (able to handle an unlimited number of users with individual sign on capability, all of which may sign on concurrently, with variable levels of user permissions).

Silent Passenger® includes the following functionality:

- The ability to identify and track GPS equipped vehicles/assets on overlaid maps
- An industry leading update rate of 60 seconds for standard usage, with included five (5) seconds in Rapid Update mode
- The ability to track assets by individual, department, territorial area, town wide, or other defined grouping
- Single sign on capability
- Multi-level, role based security (including Administrator roles that can monitor and set restrictions for other users)
- Control user access by customized user permissions per account level
- Ability to provide identifier and attributes about the asset while GPS enabled including location, speed, distance and breadcrumb information
- The ability to identify boundaries by assets in terms of territory and restricted areas. These areas can be displayed as overlays on the map, and alerts may be set up to notify administrators when an asset goes "out of area"
- An easy-to-use GUI for maintaining all system administration functions

## Silent Passenger® Features:

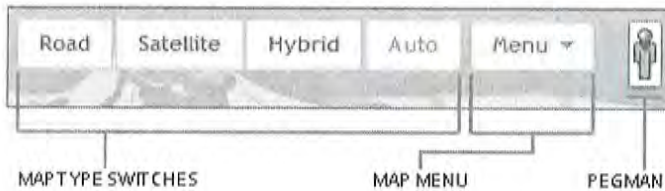
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**Fleet Status** – Displays the exact location of all vehicles on a lined display. Click on any vehicle to zoom to street level detail. It also displays the engine on/off status. When this screen is open it updates automatically when vehicle locations change.

**Map View Mode** - Full screen map that automatically zooms to display all vehicle names/numbers that the user has rights to see and has enabled to see. When this screen is open it updates automatically when vehicle locations change.



Silent Passenger® Map View to use Google Maps.



**Map Types:**

**Road:** Standard map with roadways and street names.

**Satellite:** Satellite map without roadways and street names.

**Hybrid:** Satellite map with roadways and street names.

**Auto:** This is the default map view. It automatically switches the map between "Road" and "Hybrid" based on the zoom level.

**Pegman:** By dragging this marker and dropping at a desired location on the map, you can switch to the Street View.

**NOTE:** Not all locations have available street views. When dragging a pegman over the map, streets with available street view imagery will be highlighted in purple, just like on the image above.

**Map Navigation:** Full screen maps and top driven menus allow users to quickly access the information they need. Map navigation is extremely simple: pan and zoom with the click of your mouse.

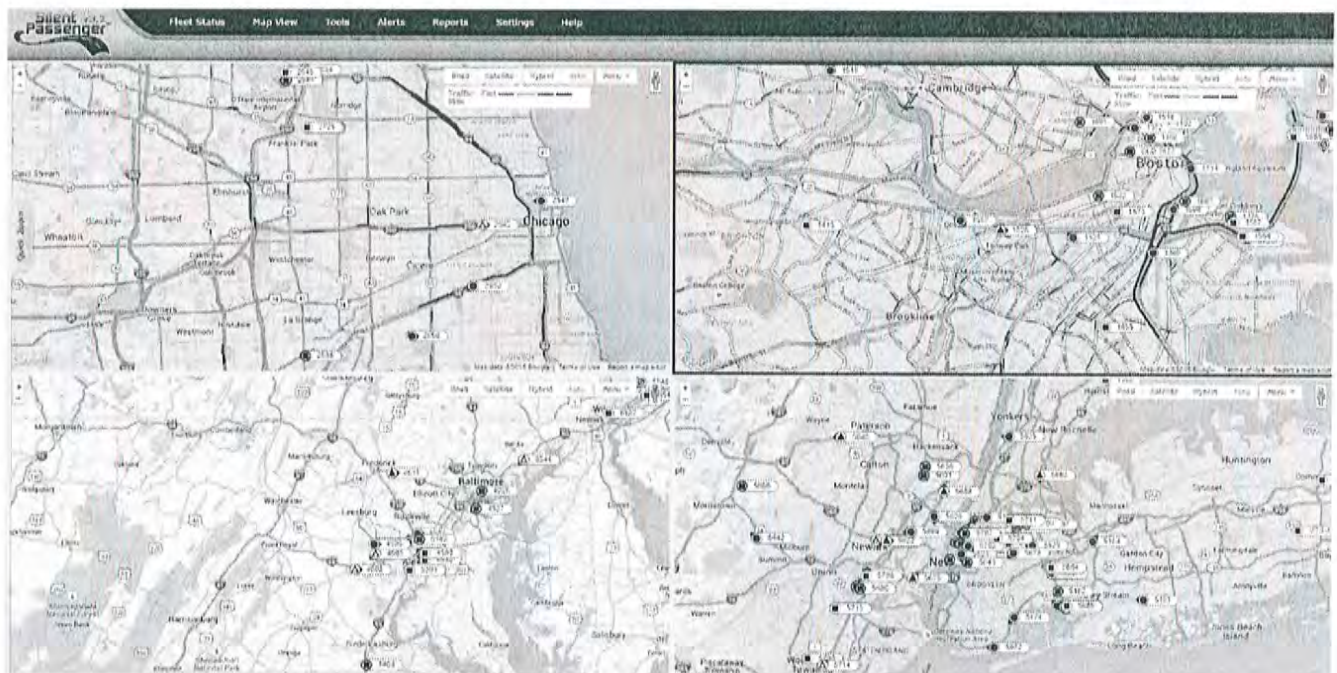


**Color coded Vehicle Status:** Very user-friendly icons displayed next to each vehicle name in fleet status and on the map denote the following:

- Moving
- Stopped for less than 5 minutes
- Stopped between 5 minutes and 60 minutes
- Stopped for more than 60 minutes
- Stopped for more than 3 days
- Speeding
- Loss of connection with hardware
- Idle (stopped with the Ignition On)

- ▲ Speeding
- ▲ SpeedGauge™ (optional)
- Moving
- Stopped < 5 min
- Stopped < 5 min w/Ignition on
- 5 min < Stopped < 60 min
- 5 min < Stopped < 60 min w/Ignition on
- Stopped > 1 hr
- Stopped > 1 hr w/Ignition on
- Stopped > 3 days
- Stopped > 3 days w/Ignition on
- ▼ Low Battery (optional)
- ➔ Arrow shows vehicle heading

**Split Screen Map View:** This feature gives the user the ability to customize the Map View screen to show up to 9 different map tiles at one time. This is a very useful feature for large fleets, so you can monitor multiple vehicles at one time, or multiple yards, or cities without having to adjust the program or map in anyway.





Below is an example of the flexible and versatile Map View screen that is incredibly user friendly. Below are 4 maps being viewed by one dispatcher, showing the Google Street View of a vehicle (top left), showing multiple vehicles in the standard road map with Google's real time traffic overlay color coding the road based on traffic (top middle), showing a satellite image of a vehicle at an intersection with Google's real time traffic overlay color coding the road based on traffic, showing a fleet of vehicles on the standard road map (bottom map).



**Vehicle Bubbles –** The vehicle bubbles feature makes it easier to view the information you need. A Zoom tab gives you a detailed view of the selected vehicle.

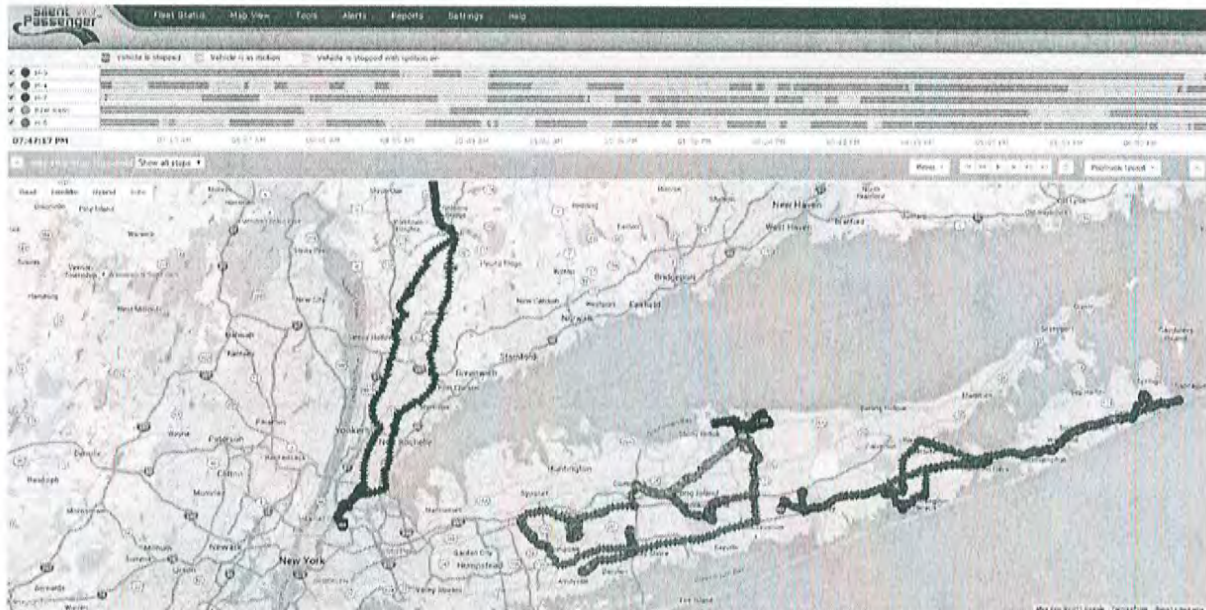
- An ETA tab allows you to calculate arrival time at an address or landmark.
- A Stops tab will show you all stops made by that vehicle for the day, including location and time of each stop, length of stop, and idling at each stop.
- If your vehicles are equipped with Garmin Routing, you will see a Dispatch tab which allows you to view that vehicle's assigned route for the day.
- A Stats tab will show you total drive time, stop time, and idle time for each vehicle for the day.

You can "pin" vehicle bubbles to the screen, allowing you to view multiple vehicle bubbles at once.





**Route Playback-** View the breadcrumb trail for any vehicle or multiple vehicles on one map simultaneously.



**Landmarks -** All users with permission can set up landmarks which can be categorized by type. For example, you can create landmarks for all company yards, or all customer locations. The purpose of this feature is for the Fleet Status window and all reports to list the name of the location that the vehicle is parked or stopped at, instead of the street address, making the alerts and reports much more useful and easier/faster to interpret.





**Geofencing** – Silent Passenger® users are able to set a radius and be notified when vehicles enter or exit that area with the geofencing tool.

### Real-Time Traffic Updates -

Real-time traffic is available on Town, County and State roads. Real-time traffic updates will allow your dispatchers to make effective and efficient decisions when routing your department vehicles. Stay ahead of the game by knowing about congestion, bottle-necking and road closures before you send your trucks out.



**Closest Vehicles** - Mouse over a landmark or vehicle and see the vehicles closest to the location, as well as their distance and ETA.

**Administrative Access**- This is where administrative users may create usernames and assign viewing permissions to other users. You may also change vehicle names, edit vehicle groups and enter the vehicles' true odometer readings.

**Preferences** - This feature allows users to change various system preferences.

**Help**- Users have access to an electronic interactive user guide, tutorial videos, and may contact VTS for technical support and remote live assistance right from within the Silent Passenger® interface.



## Vehicle Service Module

The Vehicle Service Module in Silent Passenger® allows you to monitor and keep track of routine maintenance items for your fleet. Maintenance items can be customized to be named and tracked by a number of different items. You can schedule maintenance items like Oil Changes, or Brake jobs to be due based on mileage, or engine hours, or a period of time. You can also schedule items like Vehicle Registrations or Inspections based on time intervals (Example: annually).

This module will monitor the jobs that have been setup, and alert you via text or e-mail before the item is overdue so you can schedule time to get the work performed on the vehicle.

The "Upcoming Service" screen shows users a quick glance what is overdue, and what is almost due so they can monitor the service jobs needed to keep the fleet operating in real-time!

| Vehicle Service Jobs                                                                  |             |            |               |            |                                     |                                             |                                                                                     |
|---------------------------------------------------------------------------------------|-------------|------------|---------------|------------|-------------------------------------|---------------------------------------------|-------------------------------------------------------------------------------------|
| <div> <div>Vehicle Filter</div> <div>Show all vehicles</div> <div>Result</div> </div> |             |            |               |            |                                     |                                             |                                                                                     |
| Vehicle Name                                                                          | Mileage     | Service    | Scheduled for | Priority   | Recurring                           |                                             |                                                                                     |
| H-10                                                                                  | 7668.14 mi  | Oil Change | 7322 mi       | Overdue    | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Process | <input checked="" type="checkbox"/> Edit <input checked="" type="checkbox"/> Delete |
| 016 Jeep 2014 Jeep Grand Cherokee Overland                                            | 10137.44 mi | Brakes     | 16008 mi      | Overdue    | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Process | <input checked="" type="checkbox"/> Edit <input checked="" type="checkbox"/> Delete |
| Patrick's 2014 Ram 1500                                                               | 21227.49 mi | Oil Change | 21534 mi      | Almost Due | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Process | <input checked="" type="checkbox"/> Edit <input checked="" type="checkbox"/> Delete |
| H-31 2013 Honda Gold                                                                  | 161306 mi   | Inspection | Jun 30, 2015  | Almost Due | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Process | <input checked="" type="checkbox"/> Edit <input checked="" type="checkbox"/> Delete |



## Real-Time Alerts

Vehicle Tracking Solutions knows how valuable your time is, with the state of the art alert module in Silent Passenger®, the system will alert you only when an exception occurs.

The alerts can be customized by department or vehicle, as well as time frame, so the system will monitor what vehicles you want, when you want.

Users can setup alerts to be sent to numerous e-mail addresses or cell phone numbers for text message alerts in real-time!

Silent Passenger® will monitor the activity of the tracking devices installed in your fleet and notify you in real time when exceptions occur, like after-hours movement, excessive speed, extended stops, no movement, idling, or when users enter or leave any "landmarked" location such as company sites, employee homes, or any other known locations.

## Historical Reporting

**On Demand Reports:** Users with permission have the right to view individual or multiple vehicles' historical data. The start and end date of the report is user definable. 13 months of historical reports are available at all times.

### Stops Report

Start Date/Time : 6/17/2015 12:00:00 AM  
End Date/Time : 6/17/2015 11:59:59 PM

Stop Threshold : 5 min.      Show Route : No      Show Idle: No

| Reading Time          | Stop           | Departure           | Location                                  | Event               | Distance         |
|-----------------------|----------------|---------------------|-------------------------------------------|---------------------|------------------|
| H-4 - Bryan           |                |                     |                                           |                     |                  |
| Jun 17, 2015 06:17AM  |                |                     | <u>The Company Yard, Medford, NY</u>      | <b>Ignition On</b>  |                  |
| Jun 17, 2015 06:26AM  |                |                     | <u>32 Nantucket Dr, Medford, NY</u>       | First Movement      | 0.05 mi          |
| Jun 17, 2015 06:32AM  | 24m 55s        | Jun 17 2015 6:56AM  | <u>Customer 1 (1234) Medford, NY</u>      | Movement Stopped    | 1.95 mi          |
| Jun 17, 2015 07:10AM  | 08m 18s        | Jun 17 2015 7:18AM  | <u>7-11, Manorville, NY</u>               | Movement Stopped    | 10.32 mi         |
| Jun 17, 2015 07:27AM  | 23m 14s        | Jun 17 2015 7:50AM  | <u>Customer 2 (3456), Riverhead, NY</u>   | Movement Stopped    | 7.25 mi          |
| Jun 17, 2015 07:50AM  | 56m 07s        | Jun 17 2015 8:46AM  | <u>Customer 3 (7891), Riverhead, NY</u>   | Movement Stopped    | 0.09 mi          |
| Jun 17, 2015 09:02AM  | 46m 43s        | Jun 17 2015 9:49AM  | <u>Customer 4 (6578), Westhampton, NY</u> | Movement Stopped    | 10.93 mi         |
| Jun 17, 2015 09:51AM  | 15m 02s        | Jun 17 2015 10:06AM | <u>2 Summit Blvd, Westhampton, NY</u>     | Movement Stopped    | 0.25 mi          |
| Jun 17, 2015 10:13AM  | 10m 08s        | Jun 17 2015 10:23AM | <u>38 Montauk Hwy, East Quogue, NY</u>    | Movement Stopped    | 3.77 mi          |
| Jun 17, 2015 11:00AM  | 23m 56s        | Jun 17 2015 11:24AM | <u>Customer 5 (3214), Water Mill, NY</u>  | Movement Stopped    | 19.23 mi         |
| Jun 17, 2015 12:08PM  | 02h 19m        | Jun 17 2015 2:27PM  | <u>Customer 6 (9214), Montauk, NY</u>     | Movement Stopped    | 23.33 mi         |
| Jun 17, 2015 02:28PM  | 41m 56s        | Jun 17 2015 3:10PM  | <u>86 Industrial Rd, Montauk, NY</u>      | Movement Stopped    | 0.06 mi          |
| Jun 17, 2015 03:10PM  | 01h 24m        | Jun 17 2015 4:34PM  | <u>82 Industrial Rd, Montauk, NY</u>      | Movement Stopped    | 0.03 mi          |
| Jun 17, 2015 06:26PM  |                |                     | <u>The Company Yard, Medford, NY</u>      | <b>Ignition Off</b> | 59.36 mi         |
| <b>Totals for H-4</b> | <b>07h 54m</b> |                     |                                           |                     | <b>136.60 mi</b> |

Some of the standard reports that are available in Silent Passenger® are as follows:

- **Stops with Options**– Displays all stops the vehicle made in the date range you select. It shows travel time between each stop, length of stop and distance from previous stop. Additional information such as engine idle and vehicle events may also be displayed on this report. Stop intervals for report range from 1 min+, determined by the end user running the report.
- **Speeding Report**- This report shows each time a vehicle or group of vehicles exceeded the speed limit threshold you set. You can also subscribe to our Posted Speed Limit verification service, to know every time a vehicle exceeds the posted speed limit on the road that vehicle is driving on.
- **Start/End of Day**- This report shows the location where the vehicle started its day, how many hours it worked, how many hours it was in motion, how many hours of idle time, the total distance it traveled and the location it was parked at the end of the shift.
- **Odometer**- This report shows the amount of total mileage of your vehicles. The resettable trip odometer feature is used in conjunction with our optional maintenance module.
- **Engine Idle**- This report displays the total time your vehicle's engine has been idling throughout the day. (Can also add PTO monitoring to this report to deduct PTO time from actual idle time)
- **Hours of Use**: Displays how many hours each vehicle was used for the day
- **Non-Responsive Units**- Shows any units that have not reported in 3+ days.
- **Geofence Report** - Shows historical geofence information for your fleet (when and where a vehicle entered or exited a geofenced area)
- **Vehicle Location Search Report** - Displays the date and time a vehicle was at a specific location, allowing users to search the GPS tracking history based on a customer's location or a specific street address.

Reports can be viewed on screen or may be exported to PDF, Excel, HTML or Word formats. All reports can be printed, and will appear the same when printed as they appear on screen.

**Automatic Scheduled E-mail Reports** – Users with permission can have any or all standard reports automatically created and e-mailed on a daily, weekly, or monthly basis.

## Google Mapping & Map Maintenance

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The Google platform is an integrated set of services that provides quality mapping and address data, street view, rich imagery, cutting-edge technology, and dependable performance that helps companies visualize data and provide an immersive end-user experience.

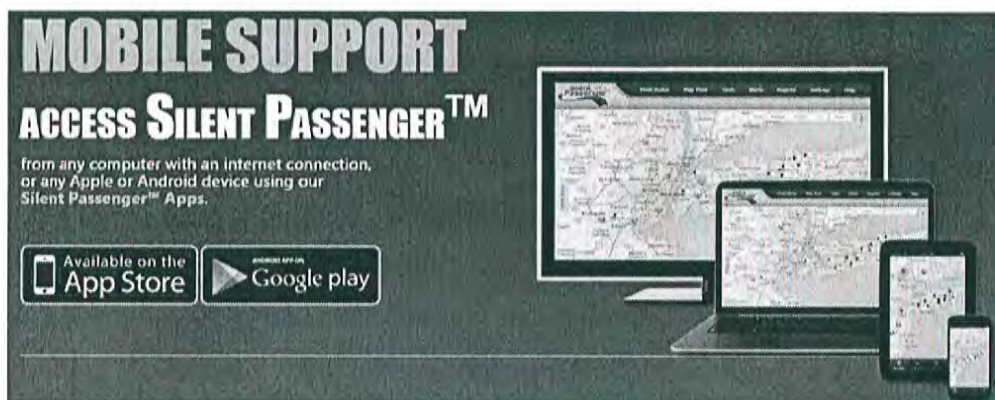
Google mapping is an industry leader in providing precise views of the world through satellite views and street level views, with photorealistic and geospecific 3D capability, among other features.

All mapping updates released by Google will be automatically released to VTS customers via the Silent Passenger® platform.

## Apple and Android Apps

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Silent Passenger® apps are available for Apple and Android devices. Users can be granted permission to utilize these apps, which allow users to view their fleet's activities right from a smart device in real-time.

A promotional banner for Silent Passenger mobile support. On the left, the text "MOBILE SUPPORT" is in large, bold, white letters, followed by "ACCESS SILENT PASSENGER™" in a similar font. Below this, smaller text reads: "from any computer with an internet connection, or any Apple or Android device using our Silent Passenger™ Apps." At the bottom left are two buttons: "Available on the App Store" and "ANDROID APP ON Google play". On the right side of the banner, there are images of a desktop monitor, a laptop, a tablet, and a smartphone, all displaying the Silent Passenger web application interface which shows a map with various data points.



## Additional Features

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- **SP Speed** – SpeedGauge technology instantly alerts you when your vehicles exceed posted speed limits, creating significant savings on fuel costs. In addition to the monetary and safety benefits of reducing speeding, SpeedGauge takes speed reporting a step further by expanding the monitoring to include not just highways but also residential areas.
- **SP Driver Behavior** – By monitoring rapid acceleration and hard braking and coupling that with speed analysis, you will have the ability to monitor your drivers' behavior while they are behind the wheel of your fleet vehicles.
- **SP Driver ID** – This module allows customers to know who is operating every vehicle in their fleet at all times. With a small, durable key fob reader installed in each vehicle, your Managers have the ability to know (in real time, or historically) who is operating each vehicle for accurate driver reporting analysis.
- **SP Fuel Card**– Get better insight, management and accountability with our *SP Fuel Card* offering. Silent Passenger® a custom fuel usage reporting system. This module will deliver you reports on fuel consumption per vehicle, MPGs, excessive fuel purchases, and even unauthorized fuel card usage.
- **SP Messaging** – *Powered by Garmin* – Stop worrying if your driver's phones are on to get them messages, updates and route changes...Silent Passenger® and Garmin have integrated their solutions to provide subscribers with a 2-Way Messaging feature in SP allowing users and dispatchers to send messages or address information to each vehicle's Garmin navigation unit
- **SP Routing** – “We Help You Drive Productivity”. With *SP Routing*, you can efficiently dispatch your fleet by building optimized routes. The routes can then be sent directly to an in-vehicle Garmin device with the *SP Messaging* module.
- **SP Workforce** – “You can't manage what you can't see”. With the SP Workforce app, every single smart device operated by your mobile workforce can be used to manage and communicate with your field employees at all times throughout the day. With flexible modules, this app can become a mobile time clock, vehicle inspection terminal, or a workforce accountability tool.
- **SP Connect** – Let Silent Passenger® help unlock the full potential of your existing Management tools– we help you connect Silent Passenger® real-time data with your other systems so you can get better information and make better management decisions. Our in-house Development team can connect with an existing software solution you already use, from dispatch, scheduling or maintenance program to many others. *SP Connect* will give you a 360 degree view of your operation.

## Maintenance and Support

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Vehicle Tracking Solutions warrants and represents that hardware be free from defects in material and workmanship for a period of one year from the date of acceptance.

Ongoing remote training and technical support is provided for all users, free of charge. This includes access to a 24/7/365 help desk phone and online real-time remote diagnostic services.

## Training

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Vehicle Tracking Solutions will provide the following as part of our services:

- Remote/webinar training for all users which includes, but are not limited to: logging on, icon status, basic reporting and how to get help. Software training can be conducted immediately after hardware installation is completed.
- The initial training for system administrators which includes, but is not limited to: logging on, icon status, basic reporting, how to get help, how to create and manage system users how to assign permissions for users to see certain groups of vehicles, how to label vehicles, create management reports, automatic e-mail based reports, automatic text alerts.
- Ongoing training and technical support, when needed, for all users, free of charge. This includes access to a 24/7/365 help desk phone and online real-time remote diagnostic services.
- User guides, video tutorials, and implementation guides to help users integrate the Silent Passenger® application into their daily operations.