



**Downtown Hayward Improvement Association
Board of Directors Meeting
Wednesday, March 24th, 2021 – 10:00 a.m.
Zoom Video Meeting – please see link e-mailed out**

AGENDA

1. **Call to Order & Introductions: Jeff Jurow, President**
2. **Approval of Minutes from January 13th, 2021 Meeting** *Action Item*
3. **Community/Public Comment/City Announcements**
 - a. Public Safety in Downtown
 - b. Heritage Park Opening
 - c. Navigation Center & Downtown Homeless Outreach
4. **Committee Reports:**
 - a. FY20-21 YTD Budget Report: Review

(DISI Committee) – Sara Buizer

 - a. DHIA Social Media Resumption
 - b. Main Street Outdoor Dining Platforms: Architect Commissioned

(SOBO Committee) – Jeff Jurow

 - a. DHIA Pilot Camera Program:
 - I. Installation Site Scope
 - II. Finalized Property Owner MOU
 - III. Approval of Installation Proposal (attached) *Action Item*
 - b. Update on camera installations – Dominic and Jeff.
NexStreets contract, \$2,000 per month to aid Dominic in the overseeing of the maintenance crew, see attached proposal *Action Item*
 1. Contains escape clause;
 2. Regularly reports to Dominic on daily logs
 3. Create greater efficiencies in the crew
 - c. Landscape contract for Downtown
 - d. Navigation Center and Downtown outreach

DOWNTOWN HAYWARD IMPROVEMENT ASSOCIATION

22650 Main Street • Hayward, CA 94541

- e. Proposal from Barbary Coast to provide supplemental security services in Downtown including the following: (see attached proposal)
 - 1. Not to exceed \$18,000 per month;
 - 2. Has adequate insurance covering DHIA and City;
 - 3. Initial term would be 7 months; (\$126,000)
 - 4. Interact daily with HPD
 - 5. Report to Dominic and Jeff regularly on hot spots and issues;
 - 6. Work with DHIA attorneys on facilitate Civil Stay Away orders if any transient in Downtown threatens business owners, employees or property owners in Downtown
 - 7. Help monitor cameras for documentation of criminal activity in Downtown
 - 8. Attend all SOBO meetings
 - 9. Include escape 30 day clause **Action Item**

(Land Use Committee) – Bill Matheson

- a. B Street Empty Lots
- b. Need to Review Slated Development Projects In-District

5. Other

6. Next Board of Directors Meeting: _____

BROWN ACT: Government Code 54950 (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72 hours prior to a regular meeting. The Corporation posts all Board and Committee agendas at 22654 Main Street, Hayward, CA 94541. This meeting is noticed and conducted pursuant to § 54953(b) as amended by Executive Order N-25-20. Action may not be taken on items not identified as such and posted on the agenda. For more information, please call Monica Montes at 888 356-2726



Downtown Hayward Improvement Association
Board of Directors Meeting
Wednesday, January 13th, 2021, 10:00 a.m.
Zoom Video Board meeting

Present: Dinesh Shah, Sara Buizer, Resti Zaballos, Thomas Leung, Jeff Jurow, Kim Huggett, Bill Matheson, Catherine Ralston, Ben Schweng, Jeff Jurow

Absent: Michael Helanius, Alfredo Rodriguez, Nicole Franklin

Guests:

Staff: Marco Li Mandri, Dominic Li Mandri/New City America

MINUTES:

<i>Item</i>	<i>Discussion</i>	<i>Action Taken?</i>
1. Introductions	Introductions of all present were made. Resti Zaballos, Vice President, called the zoom Board together at 10:10	No action taken
2. Approval of the November 18th Annual Board of Directors meeting minutes	The minutes of the November 18 th , 2020 Annual Board of Directors meeting were reviewed.	Sara moved and Dinesh seconded approval of the November 18th, 2020 Annual Board of Directors minutes. The minutes were approved unanimously
3. Community/Public Comment/City Announcement	(Outdoor Dining) Sara and Catherine reported that Alameda County has been in Purple Tier since late November. We are not sure when we will get to the Red Tier again. The Bistro, Sakura and Acqua Farina continue to serve outside on Main Street. Brews and Brats are serving in the alley off of B Street. Dirty Bird has recently opened their back door dining.	No action taken

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	<p>All will stay in place as long as the purple tier is in place. There are no charges for outdoor dining from the City. The barriers have been removed from the old Playt location on B. Marco gave an update on lawsuits throughout the state challenging the shut down orders. The City is extending the commercial tenant rent moratorium until March 31st, 2021. Discussion followed.</p> <p>(Banners) The holiday banners are still up on Main Street.</p> <p>(Downtown Crime) Ben gave an update on the issue of security and plywood throughout Downtown. The plywood makes downtown appear as if it is closed. Code Enforcement will not take any action on ongoing plywood covering windows in Downtown even though the businesses remain open. Discussion followed.</p> <p>People can purchase anti glass graffiti elements for around \$7.00 per square foot.</p> <p>Sara and Catherine stated that the RFP for redevelopment of the old City Hall on Foothill will be issued soon. The City is looking at options, subject to the surplus land act. The City Council will have a closed session discussion about this in February, but perhaps in April</p> <p>Main and Maple developers have submitted plans. Marco asked Sara when Land Use might be able to review these plans.</p>	
<p>4. Committee Reports</p>		
<p><u>Executive Committee:</u> Jeff Jurow.</p> <p>a. Year end budget report for 2020 b. Budget for 2021</p>	<p>a. The 2020 Year End budget (preliminary) was reviewed. There is a large carry forward due to the impact of COVID and no events done throughout the year.</p>	<p>a. Sara moved and Catherine seconded the motion to approve the 2020 year end budget. The motion was approved unanimously.</p>

	<p>b. The Executive Committee had met in December to formulate the 2021 FY budget. That budget was presented to the Board.</p>	<p>b. Ben moved and Thomas seconded adoption of the 2021 budget. The motion was approved unanimously.</p>
<p>District Identity: Sara Buizar</p> <p>a. Heritage Park update</p> <p>b. Status of PR Firm</p>	<p>a. Sara reported that Heritage park completion is within sight. The Committee is hoping to review the park status sometime in February or March.</p> <p>b. Dominic and Sara gave an update on our work with Full Court Press. They meet via zoom every two weeks. We have now created 1200 Facebook followers with pushing through ad dollars.</p> <p>Sara and Dom proposed that we pause our contract with them due to no activity and COVID. Funds remain in the DISI budget for 2021, but there is very little to promote at this point. The Committee will look at other options for social media and allowing our communication to the public at large to continue without a full PR/Social Media firm to conduct this work. Discussion followed.</p>	<p>a. No action taken</p> <p>b. No action taken</p>
<p>SOBO Committee: Jeff Jurow</p> <p>a. Camera status</p> <p>b. Civil Stay Away orders</p> <p>c. Landscaping agreement with the City</p> <p>d. Navigation Center status</p>	<p>a. Dominic reported that VDO did a tour with a third-party installer, on line. They have identified 5 locations for ideal camera placements. Two buildings proposed did not want the cameras. Approved sites were Weight Watchers, Dinesh’s back parking lot (City owned), Lincoln Landing for the License plate reader cameras. The sites have been assessed and will go ahead with the three locations mentioned.</p> <p>Discussion followed.</p> <p>b. Marco discussed the value of civil stay away orders if transients pose a physical threat, whether verbally or physically to members of Downtown. He mentioned what was going on in one of their other managed CBDs in the state. Discussion followed</p>	<p>a. No action taken</p> <p>b. No action taken</p>

	<p>c. Dominic reported that the City has contacted him about possibly taking over the Downtown landscaping contract from the current contractor. Dominic will get the details and report back. The proposed agreement must be revenue neutral to the Association.</p> <p>d. The Navigation Center is at reduced capacity. They had put RVs near the Center to hold people who can't be inside due to social distancing. A local hotel may also be providing beds. Between the Center, RVs and the hotel, the Center will have up to 45 beds again.</p>	<p>c. No action taken</p> <p>d. No action taken</p>
<p><i>Land Use; Bill Matheson</i></p>	<p>Land Use has not met due to COVID. We still need to review the plans for Main and Maple, B and Main Street, the old Hibernia Bank. Main and Maple will have market rate apartments and market rate retail. They will also have affordable housing units, there will not be any office space. Discussion followed. Once the Committee can meet again, Sara will set up a meeting with the Developer to go over the final plans. Lincoln Landing should be open by the end of the summer in 2021.</p>	<p>a. No action taken</p>
<p>Next Board Meeting</p>	<p>The next meeting of the Board of Directors will be held as a zoom meeting on March 24th, 2021 at 10:00 a.m.</p>	

Minutes taken by Marco Li Mandri, Administrator

7:58 AM
03/22/21
Cash Basis

**Downtown Hayward Improvement Association
Profit & Loss Budget Performance
February 2021**

	Feb 21	Budget	Jan - Feb 21	YTD Budget	Annual Budget
Income					
Assessment Income					
Delinquency	0.00	0.00	0.00	-40,000.00	-40,000.00
Carry Forward	0.00	0.00	0.00	363,142.54	363,142.54
Assessment Income - Other	0.00	49,637.00	0.00	99,274.00	595,644.00
Total Assessment Income	0.00	49,637.00	0.00	422,416.54	918,786.54
Total Income	0.00	49,637.00	0.00	422,416.54	918,786.54
Expense					
Administration					
Accounting Fees	0.00	333.00	0.00	670.00	4,000.00
Bank Charges	0.00	4.00	0.00	10.00	50.00
Insurance - Liability, D and O	0.00	666.00	0.00	1,340.00	8,000.00
Legal Fees	75.00	83.00	75.00	170.00	1,000.00
Office Supplies	92.13	166.00	660.81	340.00	2,000.00
Postage, Mailing Service	0.00	125.00	0.00	250.00	1,500.00
Printing and Copying	0.00	166.00	0.00	340.00	2,000.00
Rent	1,200.00	1,200.00	2,400.00	2,500.00	15,000.00
Staff Consulting (New City)	6,500.00	6,500.00	13,000.00	13,000.00	78,000.00
Telephone, Telecommunications	225.00	166.00	450.00	340.00	2,000.00
Utilities	115.35	250.00	115.35	500.00	3,000.00
Admin Contingency	360.00	166.00	659.00	340.00	2,000.00
Total Administration	8,567.48	9,875.00	17,360.16	19,800.00	118,550.00
DISI					
Advertising	344.82	166.00	526.23	340.00	2,000.00
Annual Report	0.00	250.00	0.00	500.00	3,000.00
Branding & Signage	0.00	333.00	0.00	670.00	4,000.00
DISI Unallocated	0.00	833.00	0.00	1,670.00	10,000.00
Outdoor Dining	0.00	1,333.00	0.00	2,670.00	16,000.00
PR / Social Media	3,000.00	1,000.00	6,000.00	2,000.00	12,000.00
Seasonal Displays	0.00	500.00	4,570.00	1,000.00	6,000.00
Special Events	0.00	0.00	3,500.00	0.00	0.00
Staff Consulting (New City)	1,500.00	1,500.00	3,000.00	3,000.00	18,000.00
Website	0.00	166.00	0.00	340.00	2,000.00
Total DISI	4,844.82	6,081.00	17,596.23	12,190.00	73,000.00
SOBO					
Capital Improvements	0.00		6,820.00		
Fixed Assets - Major Purchase	0.00	1,000.00	0.00	2,000.00	12,000.00
Maintenance and Supplies	344.37	1,250.00	1,426.61	2,500.00	15,000.00
Nursery Supplies & Equipment	0.00	1,666.00	0.00	3,340.00	20,000.00
Payroll Expenses					
Health Insurance	-742.08	2,100.00	261.96	4,200.00	25,200.00
Payroll Service	377.28	320.00	665.93	640.00	3,800.00
Payroll Tax Expense	6,901.58	4,670.00	14,353.80	9,340.00	56,000.00
Payroll Workers Comp Ins	760.00	2,100.00	-3,587.00	4,200.00	25,200.00
Payroll Expenses - Other	12,481.18	14,150.00	26,502.52	28,300.00	169,800.00
Total Payroll Expenses	19,777.96	23,340.00	38,197.21	46,680.00	280,000.00
Cameras	0.00	8,333.00	0.00	16,670.00	100,000.00
Professional Services	0.00	18,333.00	0.00	36,670.00	220,000.00
Supplies for SOBO	1,124.54	416.00	1,437.54	840.00	5,000.00
Vehicle Related					
Pressure Washing	618.85	500.00	618.85	1,000.00	6,000.00
Gas	0.00	416.00	311.90	840.00	5,000.00
Vehicle Repair & Maintenance	23.00	333.00	23.00	670.00	4,000.00
Vehicle Related - Other	0.00		465.37		
Total Vehicle Related	641.85	1,249.00	1,419.12	2,510.00	15,000.00
Total SOBO	21,888.72	55,587.00	49,300.48	111,210.00	667,000.00
Contingency / Reserve	0.00	5,019.00	12.60	10,046.54	60,236.54
Total Expense	35,301.02	76,562.00	84,269.47	153,246.54	918,786.54
Net Income	-35,301.02	-26,925.00	-84,269.47	269,170.00	0.00

Downtown Hayward Improvement Association
Balance Sheet
As of February 28, 2021

	Feb 28, 21
ASSETS	
Current Assets	
Checking/Savings	
Checking at First Republic Ban	281,070.22
Total Checking/Savings	281,070.22
Total Current Assets	281,070.22
Fixed Assets	
Accumulated Depreciation	-9,754.00
Fixed Assets	56,287.33
Total Fixed Assets	46,533.33
TOTAL ASSETS	327,603.55
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	
Federal Tax	-936.93
State Tax	936.93
Total Payroll Liabilities	0.00
Total Other Current Liabilities	0.00
Total Current Liabilities	0.00
Total Liabilities	0.00
Equity	
Unrestricted Net Assets	411,873.02
Net Income	-84,269.47
Total Equity	327,603.55
TOTAL LIABILITIES & EQUITY	327,603.55

* Deposit 3/15 \$ 373,005⁻

Covalt Communications
 925-993-8053
 www.covaltcommunications.com



Estimate

ADDRESS

Dominic Limandri

ESTIMATE #

DATE 03/11/2021

DESCRIPTION	QTY	RATE	AMOUNT
The scope of this project will include 5 separate properties. There will be a total of 12 dome cameras, 7 license plate cameras, 4 NVRs and 1 varifocal camera. In addition, 2 Ubiquiti antennas will be installed on building #1 and building #2. A POE switch will be installed in building #2 for the cameras. Rest of the properties will have its own NVR. Each property will be wired with cat6 cable. Cat6 cable will be installed from NVR to each camera. Cable routing from NVR to camera will be unique and be different from property to property. We will provide cat6 cable and any hardware necessary to mount the cameras to the property.	1	10,200.00	10,200.00
Cat6 Cable, Riser Rated White	7	125.00	875.00
Cat6 RJ-45 Connector	52	0.80	41.60
Zip Ties 8" White W/hole	6	7.25	43.50
Plastic Anchor #8-10-12	100	0.07	7.00
#6x1-1/4" Wood Screws (box 50)	1	7.50	7.50
Silicone Sealant Caulk	2	8.50	17.00
10x1 Sheet Metal Philips Screw	100	0.14	14.00
Zip Ties 8" White	4	6.00	24.00

CA Lic#1033840 TOTAL **\$11,229.60**

Accepted By

Accepted Date

You are agreeing to the terms of this estimate and the work performed. In order to start the project, a 50% deposit or total cost of major parts, which ever is greater will be collected. We accept check, Zelle, Venmo and credit cards. The remaining balance is due at completion.

X _____

DHIA
Downtown Hayward

Dome Cameras: 15 – Fixed
Lic Plate Rec Cameras - 5
NVR = 5



#1 - 895 B Street – Weight Watchers
 Dome Cameras: 4 – Fixed
 Lic Plate Rec Cameras - 2
 NVR = 1

DHIA
 Downtown Hayward

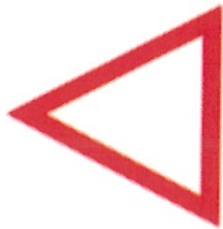
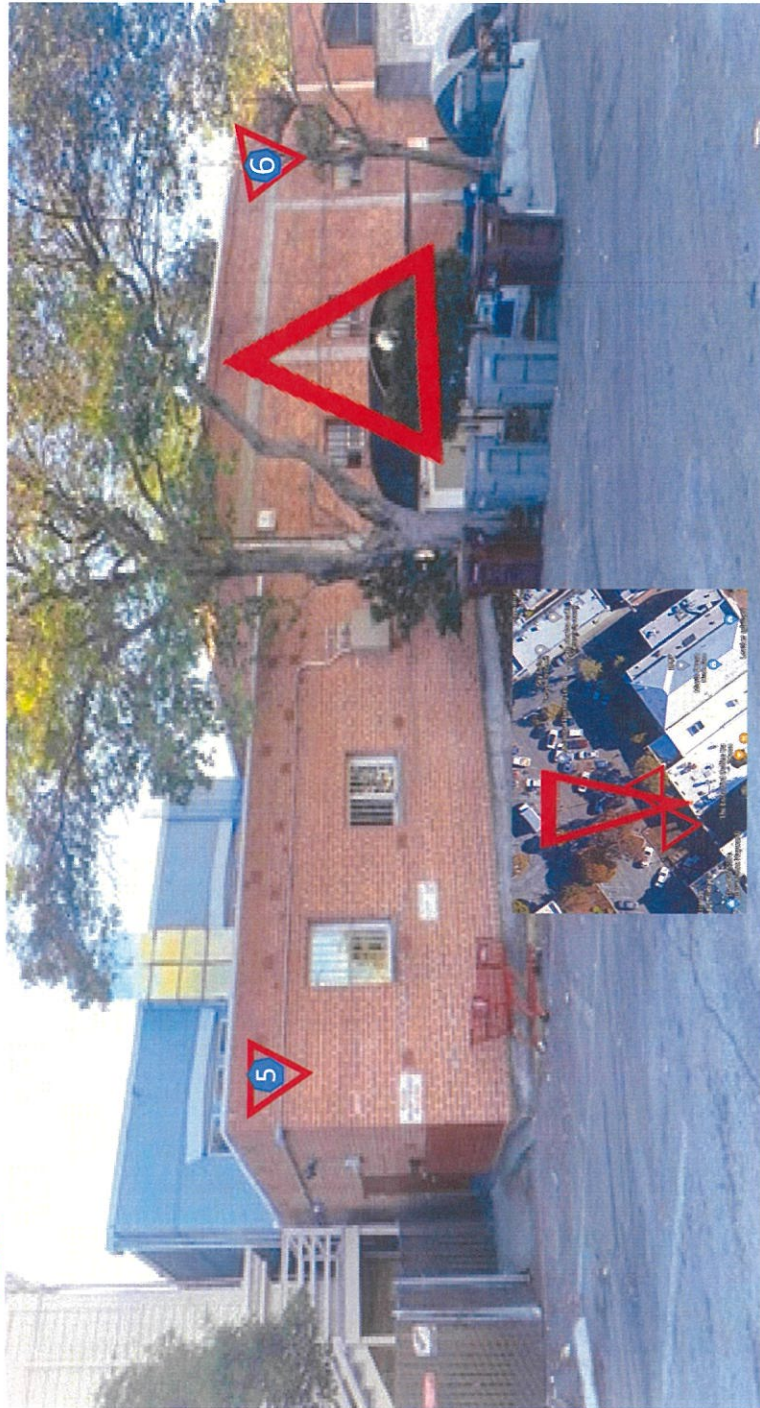
= Fixed Camera # = Lic Plate Reader ● = NVR



#2 - Parking Lot off 926 B St
 Dome Cameras: 2 – Fixed
 Verifocal Cam- 1
 NVR = 1 or Wireless Access Points

DHIA
 Downtown Hayward

= Fixed Camera = Lic Plate Reader = NVR



Added to scope. Deep View Varifocal Cam To focus on back of lot.

Potential to use Weight Watchers internet or existing NVR. If WW, wireless access point to transmit Video Feed. Added to scope.

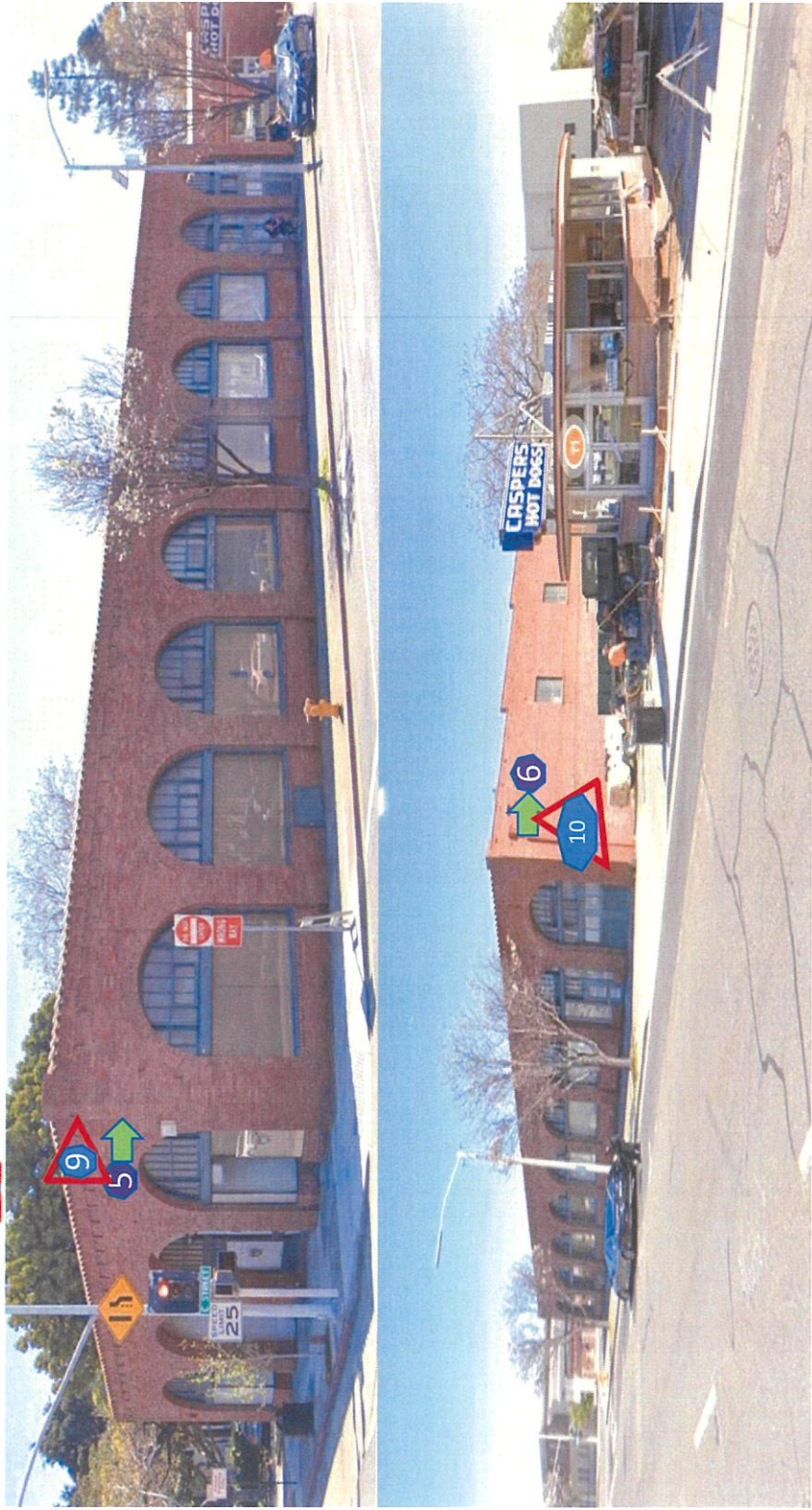
#3 - 22507 Main St
 Dome Cameras: 2 – Fixed
 Lic Plate Rec Cameras: 2 (#4 Main St / #5 A St)
 NVR = 1

= Fixed Camera → = Lic Plate Reader ● = NVR



#4 - 22701 Main St
Dome Cameras: 2 – Fixed
Lic Plate Rec Cameras: 2 (C St & Main St)
NVR = 1

= Fixed Camera # = Lic Plate Reader ● = NVR

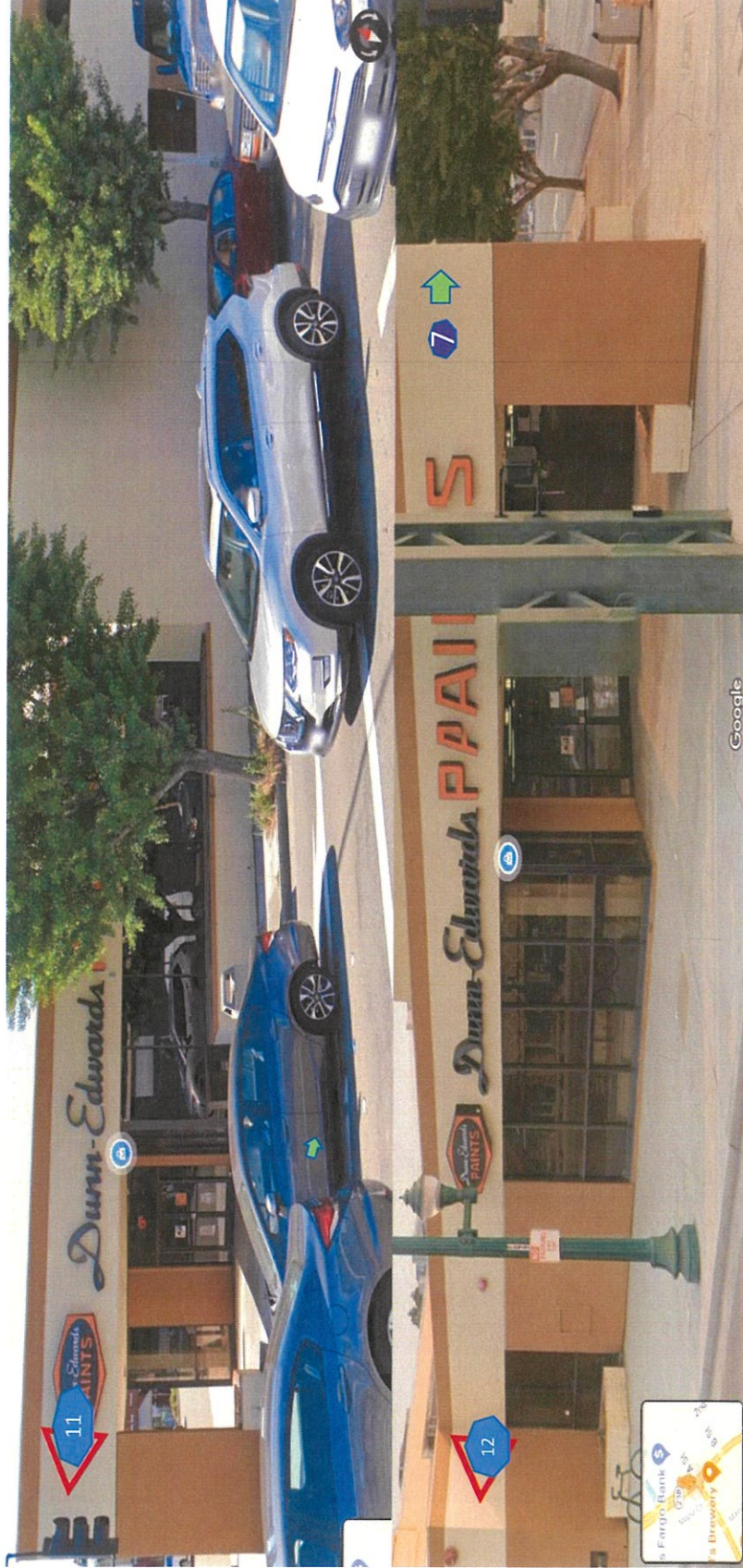


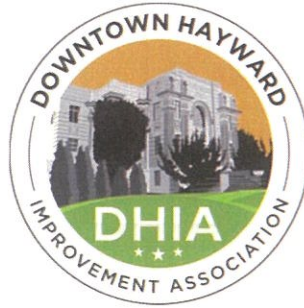
#5 22470 Foothill – Dunn Edwards
Dome Cameras: 2 – Fixed
Lic Plate Rec Cameras - 1 (Foothill Blvd)
NVR = 1

DHIA

Downtown Hayward

- = Fixed Camera
- = Lic Plate Reader
- = NVR
- = Tree Removal





RE: Memorandum of Understanding Between the Downtown Hayward Improvement Association and Specified Property Owner(s) regarding the installation/operation of DHIA Security Camera(s)

To: _____,

This Memorandum of Understanding (MOU) between the Downtown Hayward Improvement Association ("DHIA") and the designate property owner(s) ("Owner") _____, owner of _____ is to memorialize the responsibilities, terms and conditions for the placement and installation of DHIA-owned security camera equipment on to the building façade or legal property of the participating Owner(s), for the purposes of monitoring, recording, and retrieving footage detailing criminal activity within the boundaries of the Downtown Hayward Community Benefit District, hereinafter referred to as the "District." The DHIA and participating Owner(s) recognize a shared benefit in monitoring and counteracting criminal activity in Downtown Hayward. Therefore, this MOU is designed to outline the nature of the relationship between the DHIA and individual Owner(s) with regards to the installation and operation of DHIA-owned security cameras and license-plate reading cameras on their respective properties. The following terms and expectations are delineated by party and spelled out below:

X. DHIA Terms, Expectations & Responsibilities Recognized in this MOU:

- THE DHIA IS THE SOLE OWNER OF THE SYSTEM HARDWARE & FOOTAGE RECORDED. The participating Owner(s) acknowledges that this executed MOU in no way grants them unfettered access to the footage recorded by their individually hosted DHIA cameras. Any requests for footage by participating Owner(s) must be submitted in accordance with the DHIA's separate policy for footage retrieval.
- DHIA STAFF AND/OR DESIGNATES RESERVE EXCLUSIVE RIGHT TO ACCESS CAMERA SYSTEM. The Owner(s) recognize DHIA staff/agents exclusive right to access and retrieve video footage from installed cameras in and around their property, under circumstances mutually agreed to by both Parties.
- THE DHIA WILL BE RESPONSIBLE FOR THE MAINTENANCE, REPAIR, AND REPLACEMENT OF THE CAMERAS. The Owner's participation in this pilot program is exclusively to host the cameras and assist in their connectivity, and in no way will they be expected to repair, replace, or troubleshoot the camera(s). The DHIA will *not* be held responsible by the participating Owner(s) for any damages done to the Owner(s) property at any time during or after the install of the DHIA-owned camera system.
- DHIA WILL PROVIDE SCOPE FOR WORK 7 DAYS PRIOR TO INSTALL. Prior to installation or placement of any DHIA-owned equipment, DHIA staff and Owner(s) will schedule a joint walk-through of the site and install locations to confirm specifics with the property ownership. At least

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22654 Main Street • Hayward, CA 94541

7 calendar days prior to any installation or placement, DHIA shall submit the following project specifics and proof of insurance to the Owner(s):

1. Proposed date of installation and duration (specific dates of install).
2. Whether DHIA requires an ethernet connection and electrical power as part of the installation? Minimum upload speed per camera is 256 kb BW, so a minimum upload speed of at 1.2 Mbps is recommended per site location. Direct electrical connection is only required for the NVR system; the individual cameras are PoE (powered-over-ethernet).
3. Description of the installation process specifically noting if any equipment or third-party vendors or contractors will be involved in the installation. DHIA shall require each and every vendor, supplier, consultant, or contractor doing work, providing materials or goods, or services in relation to the security camera installation to obtain prior to beginning work the following insurance coverages and endorsements including but not limited to:
 - a. ISO endorsement: Evidence of Primary & Non-Contributory Insurance: Commercial General Liability- \$2,000,000 per occurrence for personal injury and property damage; Auto Liability- \$1,000,000 per occurrence for personal injury and property damage; Workers' Compensation Insurance
 - b. ISO endorsement naming the DHIA and Participating Property Owner(s) as additionally insured, Specific coverage endorsements, no blanket coverages.
 - c. ISO endorsement: Waiver of Subrogation.
 - d. A Completed Operations endorsement.

- DHIA WILL PROVIDE 7 DAY NOTICE PRIOR TO CAMERA REMOVAL, UNLESS NON-OPERATION HAS BEEN VERIFIED FOR LONGER THAN 72 HOURS. In addition to permitting the installation of DHIA-owned cameras on their property, the Owner(s) also agree to ensure the hosted cameras are sufficiently powered and connected to the internet for the entire duration of their term attached to the Owner's building. Failure to ensure either sufficient power or sufficient internet access to the hosted cameras for more than 72 hours will prompt DHIA staff to consider removing all DHIA-owned cameras from the host Owner(s) property, unless proper justification is given, or immediate remedy confirmed.

X. Property Owner Recognized Terms, Expectations & Responsibilities:

- THE OWNER(S) SHALL ASSUME THE DEFENSE, INDEMNIFY, AND HOLD HARMLESS THE DHIA and all of its elected and appointed officials, officers, directors, employees, and volunteers from any and all claims filed by third parties against the DHIA related to, associated with, or caused by DHIA-sponsored or DHIA-contracted work and installations on the participating Owner(s) property. Additionally, the Owner(s) agree to indemnify and hold harmless the DHIA and all of its elected and appointed officials, officers, directors, employees, and volunteers from any and all claims filed against the DHIA related to, associated with, or caused by the presence of DHIA-owned cameras affixed to the Owner(s) property, for the duration of the installation and all time following after.
- THE OWNER SHALL MAKE ALL REASONABLE EFFORT TO ENSURE DHIA CAMERA SYSTEM POWER & CONNECTION IS MAINTAINED FOR THE DURATION OF THE CAMERA HOSTING. DHIA staff will inform participating Owner(s) of the correct minimum power and broadband requirements for the cameras and local storage system in a timely manner prior to install, ensuring the Owner(s) has reasonable enough time to confirm the property is suitable for the camera system prerequisites.

X. Term of MOU:

- a. This MOU is effective 7 days after execution by the Owner or full execution by both the Owner(s) and DHIA, whichever is sooner, and shall remain in full force and effect until amended or terminated.
- b. This MOU may be terminated at any time by either party, with or without cause, by providing at least thirty (14) days advance written notice to the other party.
- c. This MOU may only be amended in a writing executed by both parties.

IN WITNESS WHEREOF, the Parties have executed this MOU on the date set forth above.
AGREED AND EXECUTED BY:

DOWNTOWN HAYWARD IMPROVEMENT ASSOCIATION

By: _____
Jeff Jurow, President

Date: _____

Participating Property Owner(s)

By: _____
_____ St. Hayward, CA. 94541

Date: _____



Consulting Services Proposal

February 26, 2021

OVERVIEW

NexStreet LLC is pleased to submit a proposal to provide consulting services to the Downtown Hayward Improvement Association (DHIA) to manage its in-house cleaning and maintenance operation. NexStreet will provide the DHIA board, management, and staff consultation on the following:

1. Team Culture, Values, and Principles
2. Systems, and Operating Procedures
3. General Management and HR
4. Program Budgeting
5. Risk Management
6. Procurement of Supplies
7. Safety Training
8. Facilities and Equipment Maintenance
9. Cleaning Protocols
10. Vehicles

11. Uniforms Sourcing
12. Communications Policies
13. Hiring and Personnel
14. Waste Management Coordination
15. Program Evaluation and Quality Control

SPECIFICATIONS

NexStreet principals Christian Martin and Matt Allen will provide DHIA written resources and coaching on the above topics in a collaborative and engaging fashion. We will conduct weekly team meetings, monthly operations reports and presentations to the board, and training with domain experts on each subject matter above via Zoom meetings, and/or, in-person demonstrations where appropriate. We will also make ourselves available for emergencies involving DHIA staff and operations.

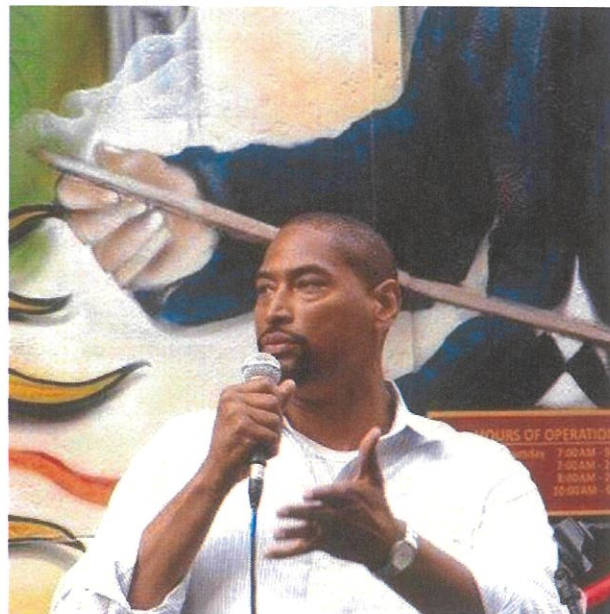
LEAD STAFF

The NexStreet team has been around the block a few times. When we say this, we mean “literally” around the block. We both have histories as directors and/or managers for improvement districts, both locally and on the East Coast.

Christian Martin, Partner

Mr. Martin will be responsible for DHIA’s ambassador program design and overall staff performance. Working with New City America, he will drive the strategic vision, maintain quality control, and ensure accountability and oversight. He will also be responsible for program-related government, community, and public relations.

Outside of NexStreet, Mr. Martin is the founding Executive Director of the SOMA West CBD in San Francisco. He most recently worked with the SWCBD board to set up the SOMA West District’s clean and



safe operating systems before the organization launched services in March 2020. Mr. Martin has nearly a decade of experience in managing Business Improvement Districts.

Prior to his work in SOMA, he served as the founding Executive Directors of both the Lower Polk and Discover Polk Community Benefit Districts in San Francisco. His experience also includes three years as the Executive Director of the Trenton Downtown Association (TDA) in Trenton, NJ. Under his leadership, the District significantly improved its clean and safe ambassador operations. Also during his tenure, the TDA added new mechanical equipment, reclaimed public green spaces, and created a volunteer program with local colleges and universities. In addition, TDA reactivated a near-defunct art studio; extended the organization's marketing infrastructure; and grew a number of events and activities that brought traffic, visibility, and revenue to the District.

Prior to the CBD/BID industry, Mr. Martin served as Chief of Staff to New Jersey State Senator Sandra Cunningham and has worked as a policy analyst at the New Jersey Senate Majority Office and the New Jersey Housing and Mortgage Finance Agency.

Mr. Martin holds a B.A. from Princeton University and serves as Secretary of the Executive Board of the International Downtown Association, where he exchanges best practices with industry leaders.

Matt Allen, Partner

Matt Allen will oversee the operations and logistics of the clean and safe program. This includes the procurement of supplies, equipment maintenance, and the hiring and management of personnel.

Prior to NexStreet, Mr. Allen successfully put together the SOMA West CBD cleaning operation and led the Downtown Berkeley Association cleaning operations while with Streetplus. Mr. Allen brings over 15 years of managing teams and will oversee the hiring and supervision of key staff and supervisors.

At Downtown Berkeley, Matt grew the Ambassador Program from 8 Ambassadors to 17 Ambassadors. He also started a homeless outreach program that has become an extension of the official City of Berkeley homeless outreach program.

Matt helped Berkeley Police Chief Andrew Greenwood train the officers on protocols with the street population downtown.



Working with CAL Berkeley, Matt spearheaded a new hospitality initiative focused on alleviating traffic and navigation issues in the downtown area on game days. This was the first time that CAL ever teamed up with DBA.

Finally, Matt facilitated the Berkeley farmer's market every Saturday, established a relationship with the Art District, and developed a hospitality service for the Berkeley Repertory Theater.

TOTAL ANNUAL COST

\$24,000

Close

Compose

Send

To:  Marco Li Mandri  Jeff Jurow

Cc/Bcc:

Subject:

I will be mailing you the following informational packet on Monday :

- (A) Informational piece on Barbary Coast Security (we are listed as Barbary Bay with the state but doe a DBA)
- (B) Certificate of Liability Insurance
- (C) License with the state of California to (PPO license)
- (D) Mission Statement for Hayward project
- (E) Hayward security project budget and proposed shifts
- (F) 10 resumes. Gary Delagnes, Bob DeTorre, Gerald Darcy, Dan Toomey, Mike Lawson, Richard Daniele, John Centurioni, Robert Greiner, Mark Melville. Some will take the bulk of the shifts while others are relief when needed.
- (G) Additional information including references, and tax ID number.
- (H) W-9 form that you will need for your payroll.

Anything else let me know !

Send

B. me, Chuck 3

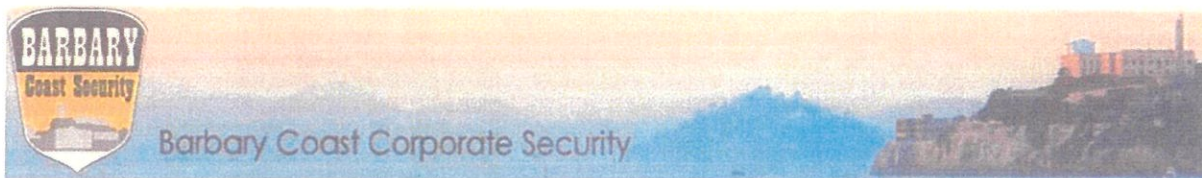
Yesterday

February 4th detail

Because the last (and likely biggest

It's called "ID Coin," and the potentia

delagnesgary@gmail.com



About Barbary Coast Corporate Security

Barbary Coast Corporate Security is a leader in providing executive protection and security solutions for corporations, executives, families, estates and VIP clients throughout California. We are a San Francisco based private security company with more than thirty years of experience. We have established a reputation as the benchmark standard in the security industry.

We provide full-service protection and protection consultancy that is reliable and knowledgeable. We employ experienced personnel who can handle and respond to any type of situation or emergency. As our client, you will receive the safety and confidentiality you demand of a private security company, thereby, giving you the peace of mind you deserve.

Over Thirty Years of Experience in Law Enforcement

Each of our founders and management team members is a senior level professional with over thirty years of experience in law enforcement. Our team of armed, current and former law enforcement professionals has been hand-selected from local, state and federal law enforcement agencies, including: The San Francisco Police Department, the FBI, the Department of Justice and other agencies. They are employees of Barbary Coast Corporate Security and have an average of twenty (20) years of law enforcement experience.

Each of our employees hold all concealed firearm permits required by the State of California. They have received comprehensive training in emergency first aid and CPR/AED. These certifications are updated on an annual basis.

Security for High Profile Executives, VIP's, Dignitaries and Public Figures

Our Executive security specialist are ideal for high profile executives, VIP's, dignitaries and public figures such as entertainers and sports figures. Our executive protection for corporations, families and estates can accommodate your business and leisure travel.

Barbary Coast Corporate Security provides the following services:

- Corporate Security
- Estate Protection
- Executive Protection/VIP/Celebrity Security
- Asset Protection and Transport
- Workplace Violence Security

Barbary Coast Corporate Security is the San Francisco Bay Area's premier private security company. We are available 24 hours a day, seven days a week.

Please contact Barbary Coast Corporate Security at (415) 250-1312 to discuss your private security needs. Our email address is delagnesgary@gmail.com

Remove your new Pocket License from the receipt portion and carry it with you at all times.


(Please cut along the dotted lines)

Bureau of Security and Investigative Services
P.O. Box 989002
West Sacramento, CA 95798-9002
(916) 322-4000

I M P O R T A N T

1. Include your license number on any correspondence you send the Bureau regarding your private patrol operator license.
2. Changes to your address or name must be reported to the Bureau within 30 days. See the Bureau's website for information on how to report these changes.
3. If license is lost or stolen, you can apply for a replacement card. See the Bureau's website for application form.
4. Please carry the pocket license with you.

Bureau of Security and Investigative Services
 P.O. Box 989002
 West Sacramento, CA 95798-9002
 (916) 322-4000



PRIVATE PATROL OPERATOR

License No. PPO18055 Expiration 10/31/2021

OWN, QM OF
 BARBARY BAY SECURITY
 GARY DELAGNES
 182 SILVERADO SPRINGS DR
 NAPA, CA 94558-1500

Receipt No. 7396

License No.	Expiration Date	Receipt No.
PPO18055	10/31/2021	7396
BARBARY BAY SECURITY		

1004613 P-CO13-50000901-1/1

STATE OF CALIFORNIA

 DEPARTMENT OF CONSUMER AFFAIRS



Bureau of Security and Investigative Services
 P.O. Box 989002
 West Sacramento, CA 95798-9002
 (916) 322-4000

PRIVATE PATROL OPERATOR

License No. PPO18055
 Receipt No. 7396

Valid Until: 10/31/2021

BARBARY BAY SECURITY
 182 SILVERADO SPRINGS DR
 NAPA, CA 94558-1500

In accordance with the provisions of Division 3, Chapter 11.5 of the Business and Professions Code, the company named hereon is issued a Private Patrol Operator License Renewal.

NON-TRANSFERABLE - POST IN PUBLIC VIEW

WPIPP0 10/2015

1655 P-CO13-5000098-1/1

MISSION STATEMENT FOR HAYWARD PROJECT

As most people are well aware crime and homelessness has been on the rise in the San Francisco Bay Area for the past few years. Quality of life crimes such as auto break-in's, assaults, drug dealing, and robberies have reached epidemic proportions in many of our great cities. With the current trend in "de-policing", and "defunding" our police departments the problem has only been exacerbated. Police departments simply don't have the manpower, or the time to dedicate officers to many of these crimes and their ability to get to you quickly is an ongoing problem.

All of my officers are retired police officers. They are bonded, insured, licensed, and armed. All have had years on the street and are experts in the art of "crime recognition", "de-escalation", and "conflict resolution".

Our goal is to create a safe and secure working environment for the merchants and shoppers alike. We will walk the streets, just like beat officers, visit the merchants, respond to their needs, and abate situations before they occur. Our presence will create a tremendous deterrent to potential troublemakers and stop trouble before it starts. We will help create a downtown area we can all be proud of.

A primary concern for our team will be the following :

HOMELESSNESS

We will be vigilant in making sure the homeless population is treated with dignity and respect while, at the same time, not effecting businesses, merchants, and customers in an unlawful way. While the homeless population need to be recognized they do not have the right to adversely effect your place of business. We will work with the Hayward PD to find alternative places where the homeless can go.

AUTO BOOSTINGS

This has become a huge problem in the entire Bay Area. Auto Boosters strike quickly, break into your vehicle, steal anything of value and are gone in minutes. We will be particularly vigilant dealing with this issue, and spend a good deal of our time in the areas we know to be targets for for these types of crimes.

MERCHANT ASSISTANCE

Whenever a merchant needs immediate help we will be there. We can respond to resolve pay disputes, deal with unwelcome customers, and give advice on safety measures and/or security precautions. If a merchant need assistance when locking up for the night, or simply need an escort to their transportation we will be there for them.

HAYWARD PD

We are not here to replace the Hayward PD but to supplement them and augment their efforts. We will make sure if a uniformed officer is needed we will get them there immediately, and if not we will advise them that we can handle the less serious issues.

HAYWARD SECURITY PROJECT BUDGET

TOTAL BUDGET - \$240,000

HOURLY RATE - \$75.00 Per Hour

TOTAL HOURS AVAILABLE - 3200

TOTAL HOURS PER MONTH - 266

**TOTAL COVERAGE - 5 DAYS PER WEEK, 12 HOURS PER DAY.
(Two 6 hour shifts)**

NO COVERAGE - MONDAYS AND TUESDAYS

COVERAGE TIMES - WEDNESDAY - SUNDAY (12 HOURS)

SHIFTS - (1) Officer 10:00AM - 4PM, (1) Officer 11:00AM- 5PM

**NOTES: To make the plan work we will not work 6 holidays.
Easter, 4th. of July, Thanksgiving, X-mas, New Years day**

This plan will provide coverage 253 days per year starting 3/1/21 and concluding on 2/28/22. It will give us 21-22 days per month on the site.

***I played with many different scenarios to provide the most effective coverage and I think this is the best plan.
I absorb all costs for my officers salaries, deductions, workers compensation, insurance, licensing, equipment, and gas.
We will also provide and pay for the cell phone used to communicate with the merchants.***

Close

Compose

Send

To:  Marco Li Mandri  Jeff Jurow

Cc/Bcc:




Subject:


W-9 Enclosed

As far as references most of my clients are extremely wealthy and do not want to be recognized in any way.

Just to give you an idea, over the past 5 years we have done extensive work for Twitter (Guarding CEO Jeff Dorsey), REDDIT, YELP, Open Table, Ford Motor company executives, provided security for all CBS executives at Super Bowl in 2016. Some of the many people we have provided security include Senator Howard Baker, Colin Powell, Al Pacino, Diane Feinstein, Gavin Newsom, George Schultz, Bill Gates, Edward DeBartolo Sr., Joe Namath, Brett Favre, and many other venture capitalists, dignitaries, and celebrities.

We're are currently working 5 other jobs and I have spoken to my clients. Three are willing 5o speak with you and they are as follows.

- David Jones - CFO for the Hillbloom Foundation 
- Steve Mazzola - President of the SF Plumbers Union 
- Chuck Esserman- Venture Capitalist 

We are currently providing security for these clients on long term agreements.

From: Gary Delagnes <delagnesgary@gmail.com>
Subject: Fwd: GARY DELAGNES
Date: Feb 5, 2021 at 3:29:07 PM
To: Sue Delagnes ([REDACTED])
[REDACTED]

----- Forwarded message -----
From: Gary Delagnes <delagnesgary@gmail.com>
Date: Friday, February 5, 2021
Subject: GARY DELAGNES
To: Gary Delagnes <delagnesgary@gmail.com>

GARY DELAGNES

[REDACTED]
[REDACTED]
[REDACTED]
Delagnesgary@gmail.com

Profile

I am a 35 year member of the SFPD. I also served 10 years as President of the San Francisco Police Officers Association. I retired as an Inspector and have also owned and operated my own security company, "Barbary Coast Corporate Security", since 1995. Our goal is to provide the highest level of security services utilizing only retired and/or off duty law enforcement professionals.

I have been married to my wife, Suzanne, for 28 years and have two sons, John (28)and Michael (27)

EDUCATION

Graduated from Saint Ignatius High School, SF 1972

**Graduated from the University of San Francisco 1976
(BA in Human Relations and Organizational Behavior)**

**Graduate of Harvard Work/LIFE program
(Attended 1 week classes at Harvard 2001-2016)**

WORK EXPERIENCE

Graduated from the San Francisco Police Academy 6/26/78

Worked in SFPD patrol division :

1978 -1979 Mission Police Station

1980-1986 Central Police Station

1986-1988 Patrol Bureau Task Force (Undercover)

1989-1991. Tactical Division (trained sniper)

Promoted to Inspector September, 1990:

1990-1992 Assigned to Sex Crimes detail

1992-1993 Assigned to Vice Division (Prostitution + Gambling)

1993-2004 Assigned to Narcotics Division (Undercover ops.)

**2004-2013 Elected to 4 terms as President of the San
Francisco Police Officers Association.**

May 28th, 2013 retired after 35 years of service.

Made over 7,500 arrests in my career

In 2002 my team made the largest cocaine arrest in the history of San Francisco. (11 kilo's). I was team leader.

Served as Political consultant to San Francisco Police Officers Association (2013-2019)

AWARDS

(2) Bronze Medal of Valors

(4) Police Commission Commendations

(2) SFPD Unit Citations

(133) Captains Commendations

(15) Letters of Appreciation from Citizens SFPD

California Labor Leader of the Year (2014)

SF Emerald Society Police Officer of the Year (2012)

Inducted into University of San Francisco Sports HOF (2004)

Honorable Mention Sporting News All-America (1976)

Inducted into SF Police Athletic League Sports HOF (2014)

Inducted into SFPOA Sports HOF (2013)

Received Certificate of Appreciation from SF BOS (2013)

Received Certificate of Appreciation from Mayor Ed Lee (2013)

San Francisco Police Officers Association Police Officer of the Year (2012)

ADDITIONAL TRAINING

Tactical Training and certified Sniper FT. Ord (1997)

Narcotics trading and recognition San Diego DOJ (2000)

Narcotics Advanced Supervisors Training LAPD (1999 + 2002)

Dignitary Protection Training Santa Barbara DOJ (2003)

Advanced Warrant Preparation Class SF (2001)

Advanced informant Management Training (2003)

Advanced Officers Training Classes SFPD (1979-2013)

Undercover Specialist Training Sacramento DEA (1997)

Certified Instructor Presley Institute Anaheim (2002)

Certified Instructor SF Police Academy Warrant Preparation and Informant Management (1999-2004)

Certified Expert in Narcotics Investigations SFPD (2005)

ADDITIONAL RECOGNITION

Lectured at Harvard University regarding Police Recruitment and Pension sustainability (2012)

Lectured at Harvard University regarding Police Morale and Public Relation Strategies for Law Enforcement (2016)

Lectured at University of San Diego regarding Police recruitment and the future of Policing in America (2017)

Lectured at Chicago Police Conference regarding PR Strategy (2011)

Lectured at National Police Conference at Harvard University (2014)

Member of National Chief of Police PERF Conference in Seattle, Washington studying viability of Pensions (2008)

ADDITIONAL AFFILIATIONS

Member of University of San Francisco Alumni Association

Member of California Narcotics Association (1994-2004)

President of University of San Francisco "Dante Benedetti" Foundation. Primary function to raise money for University of San Francisco Sports Programs (2007-Present)

Member of University of San Francisco Sports Hall of Fame (Baseball) (2004)

Member of SFPD Retired Officers Association (2013-Present)

President of the "Big 11" Largest Police Unions in California (2008)

President and CEO of Barbary Coast Security (1995-Present)