

**TOWN OF BRIGHTON TOWN BOARD  
FINANCE AND ADMINISTRATIVE SERVICES COMMITTEE  
MEETING AGENDA**

**Meeting Date: Tuesday November 6, 2018 (3:30 p.m.)  
Location: Stage Conference Room, Brighton Town Hall**

1. Approval of Minutes – Receive and file minutes of the October 16<sup>th</sup>, 2018 meeting.
2. Award contract to McCord Landscape Architecture, PLLC for professional services related to the Rose Garden Design (Public Works Dept.) – Request from Evert Garcia for Town Board action to award the RFQ for professional services related to a low maintenance, sustainable design for the Rose Garden to the lowest responsible bidder, McCord Landscape Architecture, PLLC in an amount not to exceed \$1,500. Further action to authorize the Supervisor to sign the agreement with McCord for these services (see letter from E. Garcia).
3. Award contract to Foundation Design, PC for design services related to the Washington Drive Drainage Elevation project (Highway Dept.) – Request from Evert Garcia for Town Board action to award the RFQ for professional design services related to evaluating the feasibility of installing dry wells to address the Washington Drive drainage issues to the lowest responsible bidder, Foundation Design, PC in an amount not to exceed \$3,800. Further action to authorize the Supervisor to sign the agreement with Foundation Design for these services (see letter from E. Garcia).
4. Authorization of obtain an RFQ for one-person snow plow refresher course (Highway Dept.) – Request from Mike Guyon for Town Board authorization to obtain RFQ's for professional services for training the Highway existing drivers in one-person snow plow operation. The training will provide a refresher course to those drivers already certified and will certify up to five additional drivers (see letter from M. Guyon).
5. Budget Transfer in Corbett's Glen for purchase of trail cameras (Parks Dept.) – Request from Matt Beeman for Town Board action to approve a budget transfer from A.PARKS.7122.4.11 Maintenance Supplies to A.PARKS.7122.2.40 Maintenance Equipment in the amount of \$600 to purchase trail cameras (see letter from M. Beeman).
6. Budget Transfer in various Parks Departments to fund unexpected facility repairs and supplies (Parks Dept.) – Request from Matt Beeman for Town Board action to approve a budget transfers:  
from A.PARKS.7122.4.11 Maintenance Supplies to A.PARKS.7115.4.11 Maintenance Supplies in the amount of \$1,500 and;  
from A.PARKS.7126.4.11 Maintenance Supplies to A.PARKS.7115.4.41 Maintenance Repair Service in the amount of \$1,200 (see letter from M. Beeman).

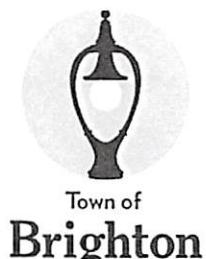
7. Accept donations made by various corporate and community sponsors for the 2018 July 4<sup>th</sup> celebration (Parks Dept.) – Request from Matt Beeman for Town Board Authorization to accept, with gratitude, the donations for the 2018 July 4<sup>th</sup> as provided in his communication (see letter from M. Beeman).
8. Authorize contract renewal with the Burke Group for actuarial services for Other Post Employment Benefit (OPEB) valuation (Finance Dept.) – Request from Suzanne Zaso for Town Board Authorization for approve a renewal contract with the Burke Group for actuarial services relating to GASB 75 and the OPEB valuation. Contract pricing for 2018 services remains at \$4,000 (no change since 2012) with an interim option for the 2019 year for \$2,250 should the Town request that service (see letter from S. Zaso).
9. Acceptance of CDBG Grant for Southland Drive Sanitary Sewer Improvements (Public Works/Sewer) – Request from Chad Roscoe for Town Board action to accept the Monroe County Community Development Block Grant (CDBG) in the amount of \$63,750 for the Southland Drive Sanitary Improvement Project. Further Board approval to authorize the Supervisor to execute all related contract and documents (see letter from C. Roscoe).

10. Discuss the 2019 FASC Meeting Schedule (draft attached).

11. 2019 Budget amendment for Trans Union TLOxp data search engine and data base services (Police Dept.) – Request from Chief Henderson for Town Board action to amend the 2019 budget to appropriate \$1,800 to expense account A.POLCE.3125.2.17 Law Enforcement Equipment with funds to be utilized from Forfeited Property account A.880.JSTCE as approved by the US Attorney's office (see letter from M. Henderson).

The **next regularly scheduled meeting of the FASC will be held on TUESDAY, November 20, 2018 at 3:30 p.m.** in the Stage Conference Room of the Brighton Town Hall. All members of the public are invited to attend FASC meetings.

**\*\*AS PER THE REGULAR SCHEDULE\*\***



## Public Works Department

Commissioner of Public Works – Tim Keef, P.E.

**Evert Garcia**  
Assistant Engineer

October 28, 2018

The Honorable Finance and Administrative Services Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, New York 14618

Re: Rose Garden Landscape Design  
Request for Professional Services

Dear Councilperson DiPonzo and Committee Members:

Town staff requested qualification statements from professional landscaping firms who could assist the Town in preparing a low maintenance and sustainable design for the Town of Brighton Rose Garden. The request for qualifications (RFQ) document was dated September 25, 2018 and was advertised using the Town of Brighton's website. Two proposal distribution firms and ten consulting firms obtained the RFQ document from our website. Six consulting firms submitted a response to the RFQ. Table-1 lists the responding firms along with their price to provide the requested professional services.

*Table 1*

Professional Firm	Proposal Fee
McCord Landscape Architecture, PLLC	\$1,500.00
Hunt-EAS	\$2,850.00
Pebble-Stream	\$2,340.00
SWBR	\$8,300.00
Banford Landscapes, LLC	\$18,510.00
EDR	\$7,500.00

The proposals were evaluated for qualifications, similar project experience, project team, understanding of the RFQ and project schedule. Staff reviewed these proposals and determined that **McCord Landscape Architecture, PLLC** is the lowest priced and qualified firm to perform the services outlined in the RFQ.

Funds for this project are available in account A.DPW.1620.4.43. The project budget is \$7,500, which is inclusive of costs anticipated for design and construction of the improvements. Therefore, I am requesting that the FASC authorize the Supervisor to enter into an agreement with McCord Landscape and Architecture, PLLC for the professional services described in our September 25, 2018 Request for Qualifications for a not to exceed price of \$1,500.

I will be in attendance at your regularly scheduled November 6, 2018 meeting in the event that you have any questions regarding this correspondence. As always, your consideration of matters such as this is greatly appreciated.

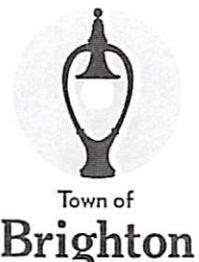
Respectfully,



Evert Garcia  
Assistant Engineer

cc:

P. Parker  
A. Borsa  
M. Guyon  
G. Donofrio



## Public Works Department

Commissioner of Public Works – Tim Keef, P.E.

**Evert Garcia**  
Assistant Engineer

October 28, 2018

The Honorable Finance and Administrative Services Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, New York 14618

Re: Washington Drive Drainage Evaluation  
Request for Professional Services

Dear Councilperson DiPonzo and Committee Members:

The Town Board at their September 12, 2018 meeting authorized the solicitation of qualification statements from professional geotechnical consulting firms to assist the Town in evaluating the feasibility of installing dry wells to address ongoing drainage issues on Washington Drive. Town staff prepared a request for qualifications (RFQ) document dated September 26, 2018 and advertised this request for professional services using the Town of Brighton's website. Three proposal distribution firms and six consulting firms obtained the RFQ document from our website, however, only two consulting firms submitted a response to the RFQ. Table-1 lists the responding firms along with their price to provide the requested professional services.

*Table 1*

Professional Firm	Proposal Fee
Ravi Engineering & Land Surveying, PC	\$11,000.00
Foundation Design, PC	\$3,800.00

The proposals were evaluated for qualifications, similar project experience, project team, understanding of the RFQ and project schedule. Staff reviewed these proposals and determined that Foundation Design, P.C. is the lowest priced and qualified firm to perform the services outlined in the RFQ.

Funds for this project are available in account D.HWY.5110.2.80. Therefore, I am requesting that the FASC authorize the Supervisor to enter into an agreement with Foundation Design, P.C. for the professional services described in our September 26, 2018 Request for Qualifications for a not to exceed price of \$3,800.

I will be in attendance at your regularly scheduled November 6, 2018 meeting in the event that you have any questions regarding this correspondence. As always, your consideration of matters such as this is greatly appreciated.

Respectfully,



Evert Garcia  
Assistant Engineer

cc:

P. Parker  
A. Banker  
A. Borsa  
M. Guyon  
T. Anderson



Town of  
**Brighton**

4  
Public Works  
Department

Mike Guyon, P.E.  
Commissioner of Public  
Works

November 2, 2018

The Honorable Finance and Administrative Services Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, New York 14618

Re: One Person Plowing Training  
Request for Professional Services

Dear Councilperson DiPonzio and Committee Members:

The Highway Department would like to solicit professional services to provide a one plow person refresher course for the existing drivers and train and certify up to five untrained drivers. Once completed the additional trained staff will provide flexibility in route assignments and ultimately lead to eliminating two person plow vehicles. The Highway Department is requesting that the FASC recommend that the Town Board authorize the preparation of an RFQ for professional services to conduct on-site one person plowing classroom training for up to 30 drivers and train and certify up to 5 drivers in one person plowing. This training will include shop session training, in yard skills demonstration and over the road skills demonstration.

Funds for this training are available in account D.HWY.5142.4.74.

I will be in attendance at your regularly scheduled November 6, 2018 meeting in the event that you have any questions regarding this correspondence. As always, your consideration of matters such as this is greatly appreciated.

Respectfully,

Michael E. Guyon

Cc      William Moehle  
          Paula Parker  
          Tim Anderson



Town of  
**Brighton**

5  
**Parks Department**

**Matthew Beeman**  
Superintendent of Parks

November 2, 2018

Honorable Finance Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, NY 14618

Re: Transfer of funds – Corbett's Glen expense sub-object code

Honorable Members:

I would like to recommend that a budget transfer be approved from the following:

**Parks Department Corbett's Glen maintenance supplies (A.PARKS 7122 4.11) in the amount of \$600.00**  
To the following:  
**Parks Department Corbett's Glen maintenance equipment (A.PARKS 7122 2.40) in the amount of \$600.00.**

I would like to make the recommendation that this transfer be approved within the Corbett's Glen operating budget so we may purchase some needed equipment (trail cameras) and utilize the correct budget sub-object code. I would be happy to answer any questions regarding this matter.

Sincerely,

Matt Beeman  
Superintendent of Parks

Cc: P. Parker, S.Zaso, A. Banker



Town of  
**Brighton**

## 6 **Parks Department**

**Matthew Beeman**  
Superintendent of Parks

November 2, 2018

Honorable Finance Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, NY 14618

Re: Transfer of funds –Buckland Park maintenance repair service and supplies

Honorable Members:

I would like to recommend that a budget transfer be approved from the following:

**Parks Department Corbett's Glen trail maintenance supplies (A.PARKS 7122 4.11) in the amount of \$1,500.**

To the following:

**Parks Department Buckland Park maintenance supplies (A.PARKS 7115 4.11) in the amount of \$1,500.**

**Parks Department Frankel Park trail maintenance supplies (A.PARKS 7126 4.11) in the amount of \$1,200.**

To the following:

**Parks Department Buckland Park maintenance repair service (A.PARKS 7115 4.41) in the amount of \$1,200.**

We have completed all needed trail maintenance at Frankel Park and Corbett's Glen. I would like to recommend that some of the remaining funds from these accounts be transferred so they may be used for unexpected facility repairs and supply purchases for Buckland Park. I would be happy to answer any questions regarding this matter.

Sincefely,

Matt Beeman  
Superintendent of Parks

Cc: P. Parker, S.Zaso, A. Banker



Town of  
**Brighton**

## Parks Department

Matthew Beeman  
Superintendent of Parks

November 2, 2018

Honorable Finance Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, New York 14618

Dear Finance Committee Members:

I respectfully request your permission to accept the following donations that were made by various corporate and community sponsors for our 2018 July 4<sup>th</sup> celebration. These generous contributions are as follows:

Wegmans	\$2,500.00
Five Star Improvements	\$1,000.00
Harvey M. Nusbaum	\$600.00 (previously accepted in January)
Moore Corporate Real Estate	\$600.00
Kornerstone Kitchens	\$300.00
Paris Kirwan Associates	\$300.00
Canandaigua National Bank	\$300.00
Segar & Sciortino Law Firm	\$300.00
 Total	 \$5,900.00

I will be happy to answer any questions you may have regarding this matter.

Sincerely,

Matt Beeman  
Superintendent of Parks

Cc: P. Parker, S.Zaso, A. Banker



Town of  
**Brighton**

8a  
**Finance Department**

Director of Finance – Paula Parker

**Suzanne Zaso**  
Controller

October 31, 2018

Honorable Town Board  
Finance and Administrative Services Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, NY 14618

Re: Actuarial Services for Other Post-Employment Benefits (GASB 75)

Dear Honorable Members:

Since 2008, the Town has been required every two years to obtain an actuarial valuation of Other Post-Employment Benefits (OPEB) in accordance with GASB 45; which required an actuarial valuation and the disclosure of the Town's cost of post-employment healthcare benefits. In 2017, GASB 45 was replaced by GASB 75, which changed the disclosure requirements. Previously, the present liability of the OPEB was in the footnotes of the Town's financial statements and only a portion of the liability was recorded on the Town's books. With GASB 75, the full liability will be required to be recognized on the Town's balance sheet beginning with the fiscal year ending 12/31/18.

The Town has utilized the service of the Burke Group for the past several years to perform the required actuarial services. I am recommending that the Town continue to utilize the services of the Burke Group for 2018 as they are familiar with the Town's benefits and we have set procedures in place for providing them the required information to perform such services.

My formal request to the Town Board is to authorize the Supervisor to sign an agreement with the Burke Group for a base fee of \$4,000 (no change since 2012) to prepare and provide a report on the full valuation of post-employment healthcare benefits for the Town of Brighton for the fiscal year ending 12/31/18, as required under GASB 75. In addition, if requested by the Town, to perform an interim valuation and report for the fiscal year ending 12/31/19 at a rate of \$2,250.

I will be happy to respond to any questions that members of the Committee or other members of the Town Board may have regarding this matter.

Sincerely,

  
Suzanne Zaso



8b

## BURKE GROUP

October 19, 2018

Ms. Suzanne Zaso  
Assistant Director of Finance  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, NY 14618

**Re: GASB 75 Service Agreement**

Dear Suzanne:

This letter outlines the services Burke Group will provide to the Town of Brighton (the Town) for actuarial services to be rendered for the Town regarding GASB 75 valuation services for their postretirement healthcare plans. When properly executed by both parties, this letter, together with referenced Appendix A, becomes the Service Agreement for these services.

### Services, Deliverables and Fees

Appendix A, *Schedule of Services and Fees*, dated October 19, 2018 conveys our services, deliverables and related fees for this Agreement. If the scope of these services changes, we will issue a letter of amendment to this Service Agreement with an accompanying updated Appendix A for mutual signature.

### The Burke Group Pension Services Team

Members of the Burke Group actuarial services team are listed at the bottom of Appendix A, *Schedule of Services and Fees*.

### Key Dependencies and Assumptions

We assume that all data and information provided by you will be accurate and timely.

### Fees

Fees for the pension services specified in this Agreement are presented in Appendix A, *Schedule of Services and Fees*. Additional fees, computed at the actuary's hourly rate, may be charged for additional services performed. Appendix A includes our hourly rates for additional services or special projects. Any change in our fees will be communicated to you in writing.

### Term

This Agreement is applicable only for the project(s) stated. Either of us may terminate this Agreement by giving the other written notice at least 90 days in advance of the effective date of the termination and by you paying us for services we have rendered up to the time of termination.

### Billing

All fees will be billed monthly as work progresses.

### Payment

Our terms of payment are Net-30 days from date of invoice. We appreciate being paid promptly, and expect you to communicate with us before the invoice due date if you are not satisfied with our services, do not agree with our bill, or have other reasons why payment cannot be made within terms. In cases of unreasonable payment delays, we reserve the right to withhold services until accounts are brought current. In such instances, we will not be held accountable for delays in services.

### Indemnification

You agree to indemnify and hold us and our parent, affiliates, officers, employees and agents (collectively the "indemnified parties") harmless for any loss, damage, liability or cost (including reasonable attorneys' fees) to you or any third party arising out of the performance of this Agreement, but only to the extent that such losses are caused by or result from 1) inaccurate information supplied by you, or 2) non-negligent acts or omissions on the part of the indemnified parties.

### Confidentiality

Burke Group acknowledges the confidential nature of the information supplied by you, and will not disclose this information to any third party without your prior written consent, unless directed to do so by order of a court of law or authorized governmental department or agency.

### Notice

Any notice given pursuant to this Agreement shall be in writing and shall be deemed to have been given when personally delivered, or sent by certified mail addressed to the party for whom it is intended at the address set forth on page 1 or at such other address the parties may specify.

**Entire Agreement**

This Agreement and incorporated Appendix A constitute the entire agreement between Burke Group and the Town of Brighton, and supersedes and cancels any and all prior representations, negotiations, undertakings and contracts, whether written or verbal, between them or their agents, with respect to any of the matters to which this Agreement applies. The non-enforceability of any single provision of this Agreement shall not affect the validity and enforceability of any remaining provisions. This Agreement may not be altered, amended, waived, canceled or changed in any manner, unless done so in a written document signed by both parties or a termination notification.

**Governing Law**

This Agreement shall be deemed to have been executed in the State of New York, and shall be construed and interpreted in accordance with the laws thereof. Any claims arising under this Agreement shall be brought in the courts of the State of New York or in the United States District Court for the Western District of New York, upon which jurisdiction is hereby expressly conferred.

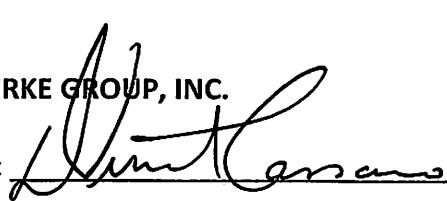
Suzanne, we believe the foregoing correctly sets forth our understanding, but if you have any questions, please let us know. Otherwise, please acknowledge your agreement to the understanding by signing and dating below and returning one copy to us.

Sincerely,



Vince Cassano, F.S.A., M.A.A.A.  
Consulting Actuary

BURKE GROUP, INC.

By: 

Print Name: Vince Cassano

Title: Principal and Consulting Actuary

Date: October 19, 2018

**Town of Brighton**

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

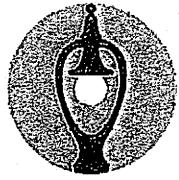
Title: \_\_\_\_\_

Date: \_\_\_\_\_

**APPENDIX A**

**Town of Brighton**  
**SCHEDULE OF SERVICES AND FEES**  
**GASB 75 SERVICE AGREEMENT DATED October 19, 2018**

<b>Service</b>	<b>Fee</b>
GASB 75 full valuation and report for the Town of Brighton postretirement healthcare plans for the fiscal year ending December 31, 2018	\$ 4,000
GASB 75 interim valuation and report for the Town of Brighton postretirement healthcare plans for the fiscal year ending December 31, 2019 (if requested by the Town)	\$ 2,250
<b>Actuarial Services Team Hourly Rates</b>  Any additional services that are beyond the scope of the GASB 75 project would be billed at the following hourly rates:  Vince Cassano, Actuary Tim Dennie, Analyst Support Staff	\$275 per hour \$150 per hour \$50 per hour



**Town of  
Brighton**

**Public Works Department**

Commissioner of Public Works – Michael Guyon, P.E.

**Chad Roscoe**  
Junior Engineer

October 23, 2018

The Honorable Finance and Administrative Services Committee  
Town of Brighton  
2300' Elmwood Avenue  
Rochester, New York 14618

Re: Southland Drive Sanitary Sewer Improvement Project  
2018 CDBG Grant

Dear Councilperson DiPonzo and Committee Members:

The Town of Brighton submitted an application for a Community Development Block Grant this past February 2018. The scope of the project is to slip line failing sanitary sewers along Southland Drive. The Department of Public Works recently received the attached letter, awarding the Town a total of \$63,750 dollars to perform the necessary repairs.

I am requesting that the FASC authorize the presentation of a resolution accepting the CDBG to the Town Board and, provided the resolution is passed by the Town Board, authorize the Supervisor to sign the standard contract agreement between the County and the Town regarding the Grant funding.

As always, thank you for your consideration. I will be in attendance at your regularly scheduled December 5th meeting in the event that you have any questions regarding this matter.

Respectfully,

*Chad Roscoe*

Chad J. Roscoe  
Junior Engineer

Cc: Mike Guyon  
Paula Parker  
Angela Borsa  
Steve Zimmer



9b

## Office of the County Executive

Monroe County, New York

Cheryl Dinolfo  
County Executive

October 2, 2018

Hon. William W. Moehle, Supervisor  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, NY 14618

Dear Supervisor Moehle:

It is a pleasure for me to award the Town of Brighton \$63,750 for the Southland Drive Sanitary Sewer Improvement project from Monroe County's Community Development Block Grant (CDBG) Program.

As you know, I included this project on the list of CDBG projects that was approved by the County Legislature in June. The list of projects is part of the *2018 Annual Action Plan for Housing and Community Development in Suburban Monroe County*, which was approved by the United States Department of Housing and Urban Development (HUD) on August 22, 2018.

In order for your project to begin and ensure that all aspects of program compliance are met, it is imperative that your project manager contact Phillip Morgan in the Community Development Office at 753-2003 before any activities are undertaken, so that our ability to fund your project is not jeopardized.

For forty-three years, the Community Development Block Grant has enabled Monroe County to channel \$2 million annually into our towns and villages for public works improvements, economic development, housing programs, and community services that primarily benefit low to moderate-income families, the elderly, and persons with special needs.

Thank you for your participation in Monroe County's community development initiatives.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Cheryl Dinolfo".

Cheryl Dinolfo  
Monroe County Executive

CD:ks

xc: C. Quach, Community Development Manager  
C. Roscoe, Junior Engineer

**FINANCE AND ADMINISTRATIVE SERVICES COMMITTEE**  
**2019 MEETING SCHEDULE**

**All meetings are scheduled for the Stage Conference Room**  
**At 3:30 p.m. (unless otherwise noted)**

**Wednesday, January 2 @ 1:00**

Tuesday, January 15

Tuesday, February 5

Tuesday, February 19

Tuesday, March 5

Tuesday, March 19

Tuesday, April 2

Tuesday, April 16

Tuesday, April 30

Tuesday, May 14

**Wednesday, June 5 @ 8:30 am**

**Wednesday, June 19 @ 8:30 am**

**Tuesday, July 3 @ 8:30 am**

**Wednesday, July 17 @ 8:30 am**

**Wednesday, August 7 @ 8:30 am**

**Wednesday, August 21 @ 8:30 am**

Tuesday, September 3

Tuesday, September 17

**Wednesday, October 2 @ 8:30 am**

Tuesday, October 15

Tuesday, November 5

Tuesday, November 19

Tuesday, December 3

Tuesday, December 17

**\*Have communications and documents to Director of Finance by noon on the Friday before with originals to the Assistant to the Supervisor.**



Town of  
**Brighton**

## Brighton Police Department

2300 Elmwood Avenue  
Rochester, New York 14618  
(585) 784-5150

11a



Mark T. Henderson  
Chief of Police

November 5, 2018

Honorable Town Board  
Finance and Administrative Services Committee  
Town of Brighton  
2300 Elmwood Avenue  
Rochester, NY 14618

### RE: PURCHASES USING SEIZED ASSETS ACCOUNT

Dear Board Members:

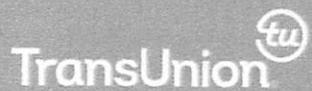
I hereby request that an amendment be approved to the **2019 Police Department operating budget** to provide for sufficient appropriations for the use of Trans Union TLOxp data search engines and data base.

I propose that the Proceeds of Forfeited Property be used to fund this purchase. I request that appropriations in account **A.POLCE.3125.2.17 (law enforcement equipment)** be increased by an amount not to exceed **\$1,800.00**. The total expenditure will be supported with the use of Forfeited Property account **A.889.JSTCE**. I have consulted with the United States Attorney's Office and they concur that the use of seized forfeiture asset funds for the purpose of these purchases is appropriate.

Respectfully,

Mark T. Henderson  
Chief of Police

11b



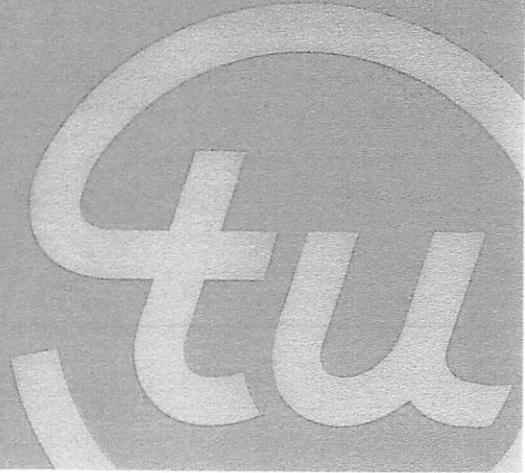
Prepared especially for

## Brighton Police Department

Value Pricing Proposal:  
TLOxp

VALID UNTIL: 12/01/2018

© 2018 TransUnion Risk and Alternative Data Solutions, Inc. All Rights Reserved. All trademarks referenced in this email are the property of their respective owners. This is a proposal and the specifications or other terms herein are not final nor binding until the parties execute a formal agreement. The TLOxp solution is not provided by a "consumer reporting agency" and does not constitute a "consumer report" as those terms are defined by the Fair Credit Reporting Act, 15 U.S.C. Section 1681 et seq. (FCRA). The TLOxp solution may not be used in whole or in part as a factor in establishing an individual's creditworthiness or eligibility for credit or insurance or employment, nor for any other purpose under the FCRA.



11C

**Brighton Police Department**

4530 Conference Way South  
Boca Raton, FL 33431

October 31, 2018

Dear Stephen,

I want to personally thank you for this opportunity to work with your organization. Our goal here at **TransUnion Specialized Risk Group** is simple: To help your organization by giving you the power of data and technology. The depth of our data and information solutions reach over 5 billion records associated to names, addresses, phones, employment and other personally identifiable information.

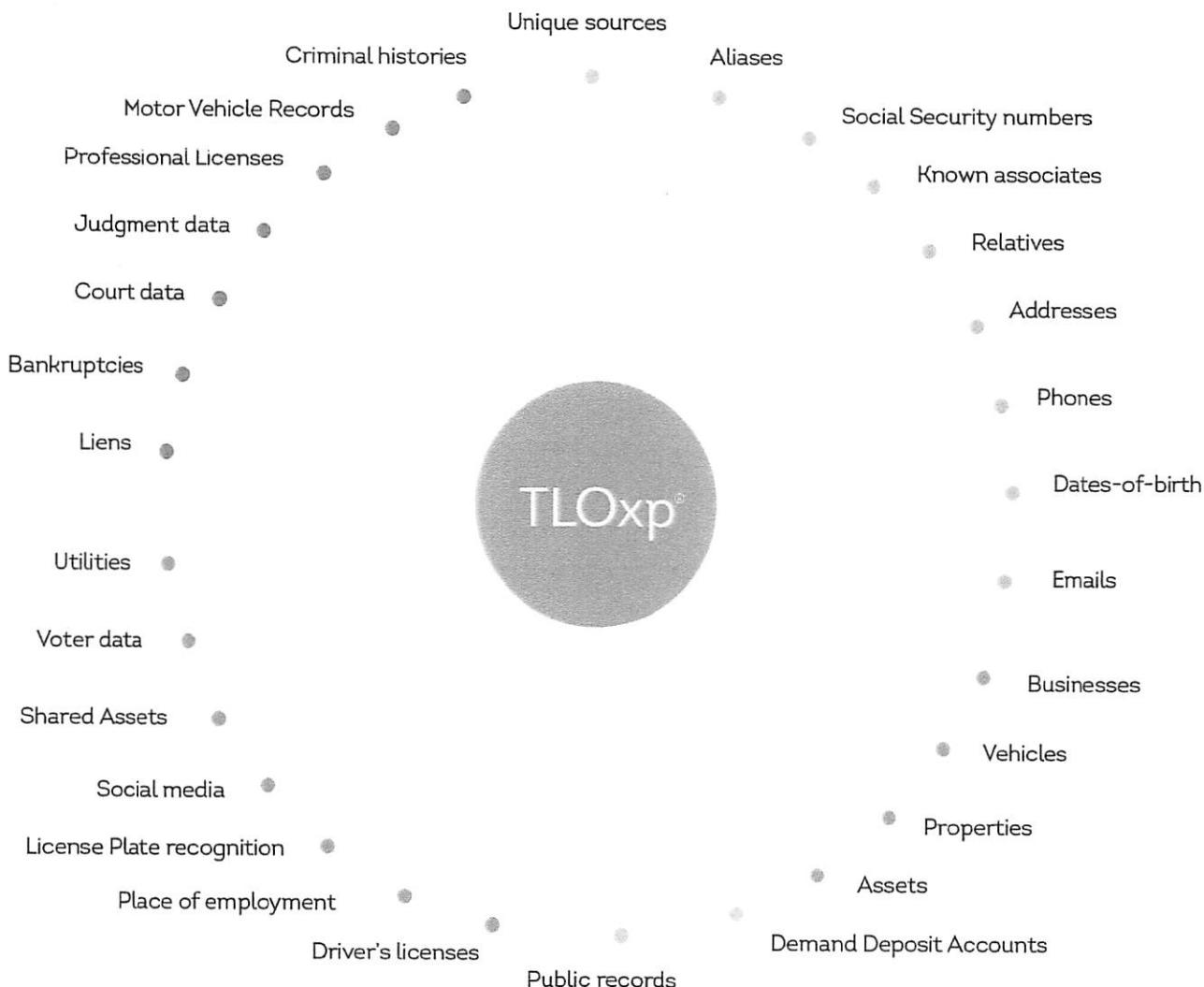
At TransUnion, we pride ourselves on the value we bring to you, and take great satisfaction in helping you solve your biggest problems. We want to be a partner to you as your business grows, and I look forward to building that long-lasting relationship.

Sincerely,

Victor Gilchrist  
National Account Executive  
Government/Law Enforcement  
[vgilchr@transunion.com](mailto:vgilchr@transunion.com)  
Office: 561-226-9757

## Actionable Intelligence

TLOxp is more than volumes of data. It's actionable information, helping you make informed decisions faster—and with confidence.



Nearly  
**5 BILLION**  
records associated  
to names,  
addresses and  
dates of birth

Over  
**14 BILLION**  
vehicle registration  
records and  
vehicle sightings

More than  
**500 MILLION**  
Individuals linked  
to associates and  
relatives

Upwards of  
**170 MILLION**  
Place of  
employment  
records

## Intelligent design: Third-generation data linking technology

TLOxp is the result of years of refinement, providing you with the information you need—faster. It enables you to make informed decisions faster and with higher degree of confidence.

### **Expansive data: Over 10,000 sources and growing, updated constantly**

With a massive data repository, TLOxp is unmatched in the breadth and depth of the fresh data used to compile a comprehensive view of your subject.

Eliminate the need for multiple searches and manual intervention. Process, analyze and find links and associations in large volumes of complex data faster and more accurately.

### **Tailored to fit: A fully customizable interface, down to individual users**

TLOxp is completely customizable, down to the individual search, user and data returned. This offers scalability to any organization, both large and small, and ensures an unsurpassed user experience.

### **Scalable to serve:**

Maximize efficiency for high volume accounts through API and batch delivery solutions

### **Superior functionality: Comprehensive searches and reports**

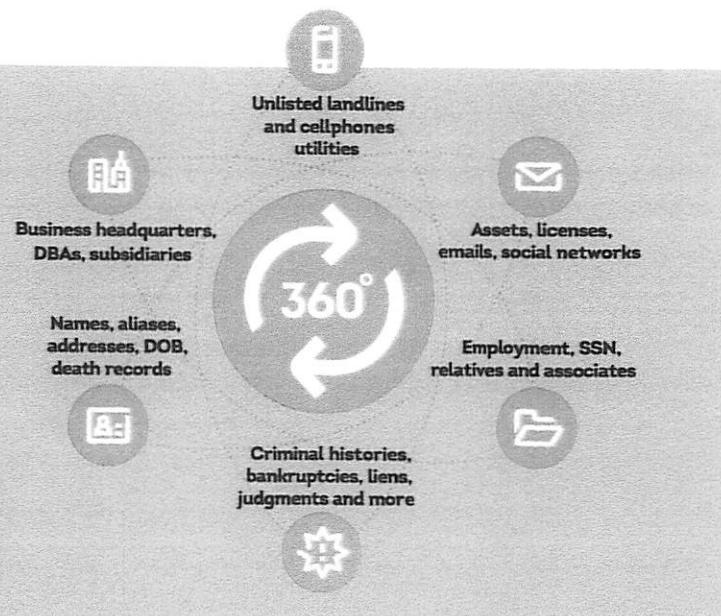
TLOxp delivers relevant, actionable information across multiple categories, including assets, businesses, criminal and social media information—with the ability to tie it all back to your subject.

Once you locate a subject, you can then access a profile on the person. No need to conduct additional searches because all the information is a click away in one of our robust reports.

## Instant insights

Powered by TransUnion, TLOxp delivers a comprehensive 360° profile of individuals and businesses.

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## Tell us your pain points, we can help!

We use technology to help solve our customers' biggest issues, stop losses and contribute to the bottom line. Below you will find some of the issues we have uncovered during our discussions.

- We want you to be confident in your decision.
- We aren't just pitching you a product.
- We want to find a solution that meets your business needs.
- We value a long term prosperous partnership.

YOUR NEEDS	FEATURES AND SOLUTIONS	*CUSTOMER ESTIMATED FINANCIAL IMPACT
1. Quickly and effectively identify links between parties	1. i2 Analyst Notebook Connector- Breakthrough Technology	The ability to quickly identify risk within L Brands to reduce fraud.
2. More Detailed Information	2. A Comprehensive Overview of an Individual with Few Searches	
3. Better Quality Data	3. The Best Right Party Contact Data in the Industry as Tested by Third Party Studies	

### ESTIMATED SAVINGS AND IMPACT

**More searches, less money, and a stable monthly bill.**

**Unlimited users allowed so that when seats are added, cost does not go up.**

ADVANCED shared  
comp / month / 2nd year  
11g

## TLOxp Value pricing proposal

Option A

Option B

OPTION	Flat Rate - shared	Flat Rate - shared
SEARCHES	Flat Rate - 250 Transactions - multiple user	Flat Rate - 500 Transactions - multiple user
REPORTS	Comprehensive/Address Locate/Relationship	Comprehensive/Address Locate/Relationship
OVERAGE	General Pricing	General Pricing
EXCLUSIONS		
SPECIAL TERMS	-Social Media Report -Super Reverse Phone Lookup	-Social Media Report -Super Reverse Phone Lookup
TERMS	\$150/month (\$150.00 per month)	\$280/month (\$3,360.00 per year)

VALID UNTIL: 12/01/2018

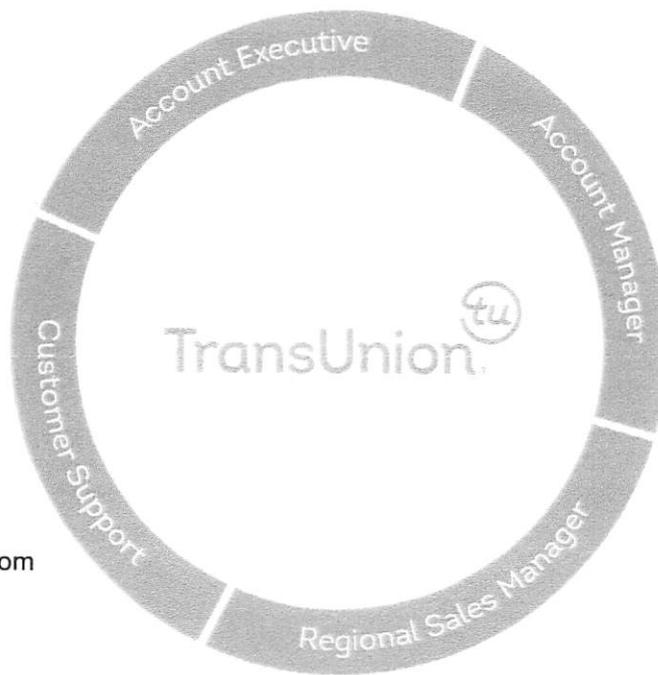
1 year contract  
— month of year up front



## Questions?

We would love to hear from you.  
Please reach out to me or anyone on  
your dedicated account team!

Victor Gilchrist  
561-226-9757  
vgilchr@transunion.com



Support is available  
8am to 8pm E.T.  
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# TLOxp Transactional Pricing Schedule 2017: Government

We offer flexible options and competitive pricing to match your organization's needs. As an alternative to Transactional pricing\*, TLOxp Per-seat and Flat-rate pricing plans offer volume discounts for agencies seeking a predictable monthly investment.

People		Criminal		PER-SEAT PRICING	
<b>Searches</b>		<b>Reports</b>		Per-seat pricing provides unlimited usage on an individual basis.	
Advanced		Unified Criminals		\$150.00/seat/mo	
Expert Plus				\$125.00/2-5 seats/mo	
Expanded Expert				\$100.00/6-10 seats/mo	
Deceased				\$80.00/11-49 seats/mo	
<b>Phones</b>				\$80.00/50-100 seats/mo	
411+				\$70.00/101+ seats/mo	
Super Reverse		<b>Assets</b>			
Phone Lookup		<b>Searches</b>			
		Vehicles		\$0.30	
		Vehicles - Wildcard		\$0.30	
		Vehicle Sightings - Preview		FREE	
<b>Licenses</b>		Vessels		\$0.30	
Driver's License		Properties		\$0.30	
Professional Licenses		Property Assessments		\$0.30	
Pilot Licenses		Property Deeds		\$0.30	
Voter Registrations		<b>Reports</b>			
Emails		Vehicle Sightings - Per category (Current/Recent/Historical)		\$8.00	
Utilities		Vehicle Sightings - All 3 at once		\$20.00	
Social Media		<b>Courts</b>			
Global Watch List		<b>Searches</b>			
<b>Reports</b>		Foreclosures		\$0.30	
Comprehensive Report		Liens - Personal/Business		\$0.30	
Locate Report		Judgments - Personal/Business		\$0.30	
Address Report		Bankruptcies		\$0.30	
Relationship Report**		Evictions		\$0.30	
Phone Report		<b>California</b>			
<b>Other</b>		<b>Searches</b>			
Relationship Graph		Ultimate Weapon		\$3.00	
<b>Business Plus</b>		Births		\$0.30	
<b>Searches</b>		Equalization and ABC Licenses		\$0.30	
US Business		Civil Filings		\$0.30	
US Corporations		Corporations		\$0.30	
World Business		Criminal Records		\$0.30	
UCC Filings		Deceased		\$0.30	
Phones/Business Phones		Fictitious Business Names		\$0.30	
<b>Reports</b>		Marriages		\$0.30	
Business Report		Professional Licenses		\$0.30	
		Property		\$0.30	
		UCC Filings		\$0.30	

Contact your account representative, call  
800-856-5599 or email  
tloxp@transunion.com