



# PROPOSAL FOR AIRPORT PARKING FACILITIES MANAGEMENT AGREEMENT

California Redwood Coast/  
Humboldt County Airport  
Humboldt County, CA

Close Date:  
December 2, 2024 @ 5pm PST



Republic Parking System, LLC  
Jeff Cushman  
Vice President – Aviation  
307 Seventh Avenue, Suite 607  
New York, NY 10001  
424.428.9918  
[jeffrey.cushman@reimaginedparking.com](mailto:jeffrey.cushman@reimaginedparking.com)



# INTRODUCTORY LETTER

December 2, 2024

Attn: Mr. John DeCoster  
Decomm Aviation Consulting  
3561 Boeing Avenue, Room 206A  
McKinley, CA 95519

**Re: RFP AV2023-001 Airport Parking Facilities Management Agreement for the California Redwood Coast-Humboldt County Airport (ACV)**

Dear Mr. DeCoster,

On behalf of Republic Parking, we are pleased to submit our proposal for Airport Parking Facilities Management Agreement for the California Redwood Coast-Humboldt County Airport. Our proposal reflects our agreement with the requirements of the RFP and our commitment to our response. As the incumbent, we are proud of our relationship with Humboldt County and the airport and appreciate this opportunity to continue the relationship.

Republic Parking has provided parking operation management since 1965 and currently operates airport landside operations in the United States and Canada. Our background, experience, and qualifications described in this proposal far exceed the requirements defined in the RFP and reflect our commitment to operating fiscally responsible, customer-centric airport parking operations at ACV. Our proposal illustrates our commitment to continuing the partnership with the Airport and using our knowledge, experience, financial ability, and skilled personnel to provide first-class parking operations for all the stakeholders of California Redwood Coast – Humboldt County Airport.

Republic Parking has consistently demonstrated our value and commitment to HCDA and its' travelers over the terms of our past agreements, and our understanding of the challenges facing the Airport is impossible to match. Our operations manager, frontline staff, and regional vice president have supported the airport for many years and represents an invaluable source of institutional knowledge going forward and during the process of integrating the new parking facilities and technology, Republic Parking will remain the airport's trusted advisor.

Republic Parking proposes building on the investment ACV has made in the new lots to transition the airport parking operations into a more efficient, customer-centric operation using several new technologies:

- TIBA's X-60 / Sparks revenue control equipment
- License plate recognition
- Proprietary BI Studio analytics
- Industry-leading call center service

We are proposing two primary contractors to partner with Republic Parking and ACV. TIBA, owned by FAAC Technologies, is an industry leader in revenue control equipment and we have enjoyed a decades-long relationship with the TIBA team. We are also excited to introduce Parker Technologies as our partner of choice to provide call center services that will extend our customer service offerings to 24/7 while introducing labor efficiencies. Republic Parking is excited that we may participate in ACV's next evolution of customer service.

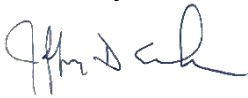
Over the past year, we have refocused our resources and organizational structure on our core mission as the premier parking operator. These changes highlight the importance we place on our relationships with clients, vendors, and employees.

It is Republic Parking's local leadership and our corporate support that drive our commitment to the Airport with the following:

- Developing a productive and engaged workforce
- Accomplishing organizational effectiveness
- Inspiring innovation – leveraging technology
- Maximizing utilization of existing parking resources
- Maximizing regional economic growth
- Strengthening financial health

We are excited and honored for this opportunity to continue operating parking operations at California Redwood Coast – Humboldt County Airport. If you have any questions regarding this submittal, please do not hesitate to contact our team.

Sincerely,



Jeff Cushman  
Vice President – Aviation



Tarek Moussa  
Chief Revenue Officer

## PROPOSAL CONTACT

Jeff Cushman, Vice President – Aviation  
T: 424.428.9918 | E: [jeffrey.cushman@reimaginedparking.com](mailto:jeffrey.cushman@reimaginedparking.com)

## ADDITIONAL OPERATIONS TEAM CONTACTS

Greg Rogers Vice President  
T: 760.420.9188 | E: [gregory.rogers@reimaginedparking.com](mailto:gregory.rogers@reimaginedparking.com)

Lawrence Tan, City Manager  
T: 415.312.5293 | E: [lawrence.tan@reimaginedparking.com](mailto:lawrence.tan@reimaginedparking.com)

# SIGNATURE AFFIDAVIT

**REQUEST FOR PROPOSALS – RFP NO. AV2023-001**  
 PROVISION OF AIRPORT PARKING FACILITIES MANAGEMENT AGREEMENT FOR THE CALIFORNIA REDWOOD COAST-HUMBOLDT COUNTY AIRPORT (ACV)

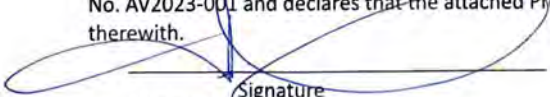
**EXHIBIT A:**  
**RFP SIGNATURE AFFIDAVIT**  
 (Submit with Proposal)

| REQUEST FOR PROPOSALS – NO. AV2023-001<br>SIGNATURE AFFIDAVIT |  |
|---|--|
| <b>NAME OF ORGANIZATION/AGENCY:</b>                           | Republic Parking System, LLC               |
| <b>STREET ADDRESS:</b>  | 307 7th Avenue, Suite 607                  |
| <b>CITY, STATE, ZIP</b>                                       | New York, NY 10001                         |
| <b>CONTACT PERSON:</b>  | Jeffrey Cushman, Vice President – Aviation |
| <b>PHONE #:</b>   | 424.428.9918                               |
| <b>FAX #:</b>   | N/A  |
| <b>EMAIL:</b>   | jeffrey.cushman@reimaginedparking.com      |

The California Public Records Act, California Government Code Sections 6250, et seq., defines a public record as any writing containing information relating to the conduct of public business. The Public Records Act provides that public records shall be disclosed upon written request, and that any citizen has a right to inspect any public record, unless the document is exempted from disclosure.

In signing this Proposal, I certify that this firm has not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or agency to submit or not to submit a Proposal; that this Proposal has been independently arrived at without collusion with any other Proposer, competitor or potential competitor; that this Proposal has not been knowingly disclosed prior to the opening of Proposals to any other Proposer or competitor; that the above statement is accurate under penalty of perjury.

The undersigned is an authorized representative of the above-named agency and hereby agrees to all the terms, conditions and specifications required by the County in Request for Proposals No. AV2023-001 and declares that the attached Proposal and pricing are in conformity therewith.

  
 \_\_\_\_\_  
 Signature  
**Tarek Moussa**  
 \_\_\_\_\_  
 Name

\_\_\_\_\_  
 Authorized Signatory  
 Title  
 12/2/24  
 \_\_\_\_\_  
 Date

This agency hereby acknowledges receipt / review of the following Addendum(s), if any  
 Addendum # [N/A] Addendum # [N/A] Addendum # [N/A] Addendum # [N/A]

# TABLE OF CONTENTS

|   |    |
|---|----|
| INTRODUCTORY LETTER.....                                      | 1  |
| SIGNATURE AFFIDAVIT .....                                     | 3  |
| TABLE OF CONTENTS .....                                       | 4  |
| BUSINESS PROFILE .....  | 6  |
| Company Overview.....   | 6  |
| Qualifications and Experience Overview.....                   | 11 |
| Roles and Responsibilities.....                               | 16 |
| Client Project Team Roles & Responsibilities .....            | 18 |
| QUALITY ASSURANCE CAPABILITIES .....                          | 27 |
| Description of Services.....                                  | 27 |
| Project Understanding and Quality Control .....               | 27 |
| STAFFING PLAN.....  | 31 |
| Detailed Staffing Structure.....                              | 31 |
| Benefits.....   | 31 |
| Recruitment Plan and Timeline .....                           | 31 |
| Employee Training .....                                       | 34 |
| TECHNOLOGY, EQUIPMENT, AND INSTALLATION SCHEDULE .....        | 38 |
| Operation Manuals .....                                       | 38 |
| Equipment, Software, and Information Cutsheets .....          | 41 |
| Technology and Equipment.....                                 | 53 |
| IMPLEMENTATION PLAN .....                                     | 64 |
| Overall Action Plan .....                                     | 64 |
| Staffing Plan.....  | 64 |
| Operational Policies and Procedures Plan .....                | 67 |
| Stock Plan .....  | 67 |
| Equipment and/or Technology Enhancement Recommendations ..... | 67 |
| Proposed Operating Budget.....                                | 69 |
| REFERENCES .....  | 70 |
| Reference Data Sheet.....                                     | 70 |
| Required Information .....                                    | 72 |



EXCEPTIONS TO SPECIFICATIONS AND/OR SAMPLE AGREEMENT ..... 74  
PROJECTED EXPENSE BUDGET..... 75  
EVIDENCE OF INSURABILITY AND BUSINESS LICENSES ..... 76  
SECURITY BOND ..... 84  
PERFORMANCE GUARANTEE..... 90

# BUSINESS PROFILE

## COMPANY OVERVIEW

### Company Information

|                         |   |
|-------------------------|---|
| Business Name           | Republic Parking System, LLC  |
| Physical Location       | 307 7 <sup>th</sup> Avenue, Suite 607, New York, NY 10001   |
| Mission Statement       | We provide world-class parking solutions through people who are driven to turn the ordinary into the extraordinary. |
| Legal Business Status   | Limited Liability Company   |
| Annual Sales            | Approximately \$580M  |
| Current Staffing Levels | 8,000   |

### Business Activities

#### History

Republic Parking is one of the largest parking management firms in the country and an industry leader in airport parking management services and has been **operating under this name for 58 years**. The company was founded on June 23, 1965.

From our humble beginning, with one employee and first-year revenue of \$50,000, Republic Parking System has grown into a \$580 million business. We have served our clients honestly, eagerly, and professionally for nearly 60 years.

Since our establishment in Chattanooga, Tennessee, in 1965, Republic Parking has consistently expanded and is now part of the largest parking network in the U.S. and Canada, known as Reimagined Parking.

Under the Reimagined Parking umbrella, Republic Parking has joined a family of nationally recognized brands, including Impark, Lanier, AmeriPark, and Park One. We are proud to be one of the world's leading providers of tech-powered, people-driven parking solutions. Our workforce of 8,000 manages 3,000 high-density parking facilities across 500 North American cities, generating 34 million digital transactions annually.

REIMAGINED  
PARKING

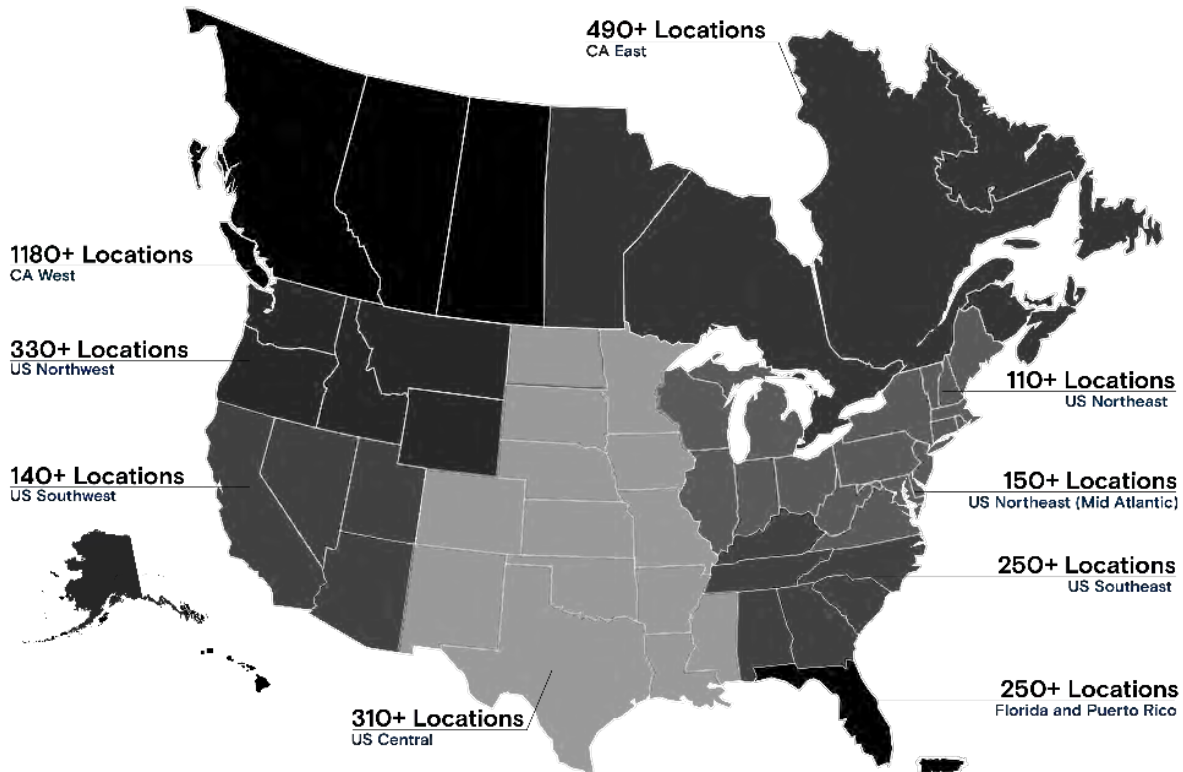
impark

LANIER  
PARKING

REPUBLIC  
PARKING

AmeriPark

pk1  
ARK ONE



By every metric, we are the industry leader in parking management, valet shuttle, ground transportation, and parking technology products and services, with a portfolio of high-profile airport, commercial real estate, retail, hospitality, stadium and event, healthcare, municipal, and university/college locations.

This diversity in types of parking operations, sizes of the operations, and the varied environments we operate in allow for an incredible amount of experience – all which support Republic Parking, bringing the best-in-class processes and services to California Redwood Coast – Humboldt County Airport. The depth of our operations allows us to reallocate resources like personnel and equipment between operations quickly and efficiently.

### Core Values

Living our values daily is critical to our company’s success, and our employees are committed to living them. Our staff bring our values to life through their words and actions in every situation, whether with fellow employees, our guests, clients, vendor partners, or others in the community.



| <b>PROMOTE<br/>POSITIVE CULTURE</b>  | <b>PRIORITIZE<br/>OUR PEOPLE</b>  | <b>PURSUE<br/>EXCELLENCE</b>  |
|--|---|---|
|  <p>Foster an empowered workforce that is results-driven.</p> |  <p>Champion the well-being and success of our colleagues, clients, and customers.</p> |  <p>Achieve greatness in everything we do.</p> |
| <p>Be a team player.<br/>Be a part of the solution.<br/>Believe in our future!</p>   | <p>Live a "people-first" mentality.<br/>Be a servant leader.</p>  | <p>Do better today than yesterday.<br/>Show your value, know your impact.</p>   |

## Provision of Airport Services

Our extensive experience in airport landside operations began in 1965 and includes the management of 49 airports across the country. We provide comprehensive services, including parking, shuttle and ground transportation, taxi starter coordination, luggage cart services, and valet parking management for airports nationwide.

Our long-standing involvement in the aviation industry highlights the value of having an independent Airport Division. This stability and commitment have earned us an unparalleled reputation for honesty, integrity, and performance.

We operate in various environments, including large, medium, and small hub airports and regional airports. However, we consider our expertise in niche markets, such as the California Redwood Coast – Humboldt County Airport, a particular strength. Over the decades, we have developed the organizational structure and expertise necessary to support these specialized operations.

|            |    |
|------------|----|
| Large Hub  | 1  |
| Medium Hub | 3  |
| Small Hub  | 15 |
| Regional   | 28 |
| Canadian   | 2  |



## Proposed Technology and Relevant Experience with Similar Operations

Republic Parking has extensive experience selecting, procuring, and installing PARCS equipment across our locations. Republic Parking maintains an equipment-agnostic approach, recognizing that every location has unique needs. Our broad involvement in airport and non-airport operations gives us deep insight into the PARCS market. When evaluating systems for specific locations, we consider the following key criteria:

- Technical functionality
- Cloud-based solutions with robust offline capabilities
- Availability of reliable maintenance support
- Overall value of the system
- Ticketless operation / operational efficiency

Based on these factors, Republic Parking is proposing the TIBA X-60 revenue control system. This system provides the best functionality for ACV's vision of enhanced customer service and reduced operating expenses.

We have installed this system at several sites under our management over the years and have extensive experience with it, as highlighted in the following table.

| Client Airport          | Start Date | 2023 Gross Parking Revenue | 2023 Parking Transactions | Head Count | Services Provided | PARCS | # of Spaces |
|-------------------------|------------|----------------------------|---------------------------|------------|-------------------|-------|-------------|
| Williston International | 2014       | \$1,100,000                | 21,957                    | 1          | Parking           | TIBA  | 450         |
| Lynchburg Regional      | 1990       | \$519,000                  | 31,186                    | 4          | Parking           | TIBA  | 470         |
| Juneau International    | 2010       | \$879,000                  | 37,003                    | 5          | Parking           | TIBA  | 426         |
| Lafayette Regional      | 1986       | \$2,300,000                | 145,270                   | 5          | Parking           | TIBA  | 834         |
| Montrose Regional       | 1995       | \$1,800,000                | 57,978                    | 5          | Parking           | TIBA  | 1,110       |
| South Bend Regional     | 1969       | \$4,600,000                | 169,382                   | 8          | Parking, Valet    | TIBA  | 2,194       |
| Fayetteville Regional   | 1999       | \$1,900,000                | 89,099                    | 9          | Parking           | TIBA  | 1,132       |
| Columbia Metropolitan   | 2002       | \$7,900,000                | 227,449                   | 11         | Parking           | TIBA  | 3,151       |
| Santa Barbara Airport   | 2018       | \$6,000,000                | 188,271                   | 26         | Parking, Shuttles | TIBA  | 1,567       |

Technology is essential to the operation of any airport, whether large or small. In small hub and regional airports, technology enhances the customer experience and helps lower labor costs, which can be more challenging for these airports to manage than medium or large hubs.

Many of the airports identified above operate in environments that share the same operational vision as Humboldt County: improve customer experience while reducing labor only being used a portion of the scheduled shifts.

## Litigation

The company fields claims in the normal course of business and, on occasion, has been either a plaintiff or a defendant in arbitration and civil proceedings involving such matters as insurance claims, employment issues, and disputes relating to contracts also arising in the normal course of business. These matters have proceeded through the court systems for determination or have been settled privately between the parties. This litigation is not pertinent to our business or financial operations and will not impair our ability to provide the services requested and fulfill the obligations under the contract.

## Fraud Convictions

Republic Parking has not had any fraud convictions related to the performance of public contracts.

## Debarments, Suspensions or other Ineligibility

Republic Parking has not had any current or prior debarments, suspensions, or other ineligibility to participate in public contracts.

## Violations of Local, State, and/or Federal Industry or Regulatory Requirements

Republic Parking has not had any violations of local, state and/or federal industry or regulatory requirements.

## Controlling or Financial Interests

Republic Parking has a controlling or financial interest in the companies listed below. Republic Parking System, LLC is 100% owned by Imperial Parking (U.S.), LLC.

- Republic-Taylor Parking Company – 94%
- RPS/NFR&CS of Daytona – 90%
- RPS/NFR&CS of Knoxville – 90%
- RPS/NFR&CS of Gulfport – 85%
- RPS/NFR&CS of Augusta – 85%
- RPS of Sarasota Parking System – 83%
- Republic/NFR&CS Tallahassee, L.P. – 75%
- RIS NYC LLC – 50%

## QUALIFICATIONS AND EXPERIENCE OVERVIEW

The foundation of Republic Parking has been built on our approach of “Focusing on the Fundamentals” of parking management. We support this approach by delivering the following:

- High-quality revenue control equipment.
- Proper accounting and auditing controls.
- Detailed facility maintenance plans.
- Competent management and field personnel.
- Pro-active senior management.
- Ongoing training of staff at all levels.
- Deep understanding of our clients’ goals and expectations.

Our vision is to provide the greatest value to our client by maximizing financial returns and providing the peace of mind that comes from knowing that their customers are receiving an excellent parking experience.

## Project Team

Our project team has extensive experience managing and operating similar parking programs, and we are well-equipped to provide the necessary support to solve routine and complex issues related to the Redwood Coast/Humboldt County Airport's parking operations. Our current team consists of the onsite manager and several enforcement officers, who currently are manually collecting revenue. This staff is very familiar with ACV's operations and have demonstrated their commitment to the success of the parking operations.



**Jessica Gregorio**

**Airport Parking Manager**

Jessica is a dynamic and detail-oriented airport parking manager with extensive experience in operations, customer service, and organizational leadership. Holding an Associate of Science in Business from College of the Redwoods, Jessica excels in enhancing customer satisfaction, streamlining operations, and coaching teams to deliver exceptional service. Managing day-to-day parking operations at ACV since 2022, she also leads as President of Pay It Forward Humboldt, coordinating disaster assistance efforts and managing NGO development. With expertise in financial management, compliance, and startup operations, Jessica is a skilled communicator, adaptable leader, and analytical problem-solver.



**Lawrence Tan**

**Branch Manager**

Lawrence Tan, who joined Republic in 2021, has over 10 years of experience in operations and management. He graduated from the University of California, Davis, with a bachelor's degree in economics. During his tenure, Lawrence has held various roles and positions in the parking industry, working on special events, valet, operations, and branch/ city manager. As the Branch Manager, Lawrence is entrusted with the leadership and oversight of our San Francisco and Los Angeles locations. His extensive experience and dedication to excellence make him well-suited to ensure the smooth and efficient functioning of the branch. Lawrence's adeptness at providing professional, consistent customer service, even in challenging situations, is instrumental in maintaining operational excellence, particularly amidst uncertainty. We are confident that Lawrence's proactive approach and commitment to tackling challenges head-on will have a profoundly positive impact as he leads the San Francisco branch toward continued success.



**Gregory Rogers**

**Executive Vice President, Southwest**

Gregory joined Republic in 2012 and quickly advanced to Regional Manager, recognized for his leadership, business acumen, and organizational expertise. With 16 years of industry experience, Gregory has consistently demonstrated a commitment to excellence. Now serving as Executive Vice President for

Western U.S., he drives performance across locations, collaborates with operations teams, strengthens client relationships, and leverages data and market trends to maximize each location’s potential.



## Jeffrey Cushman

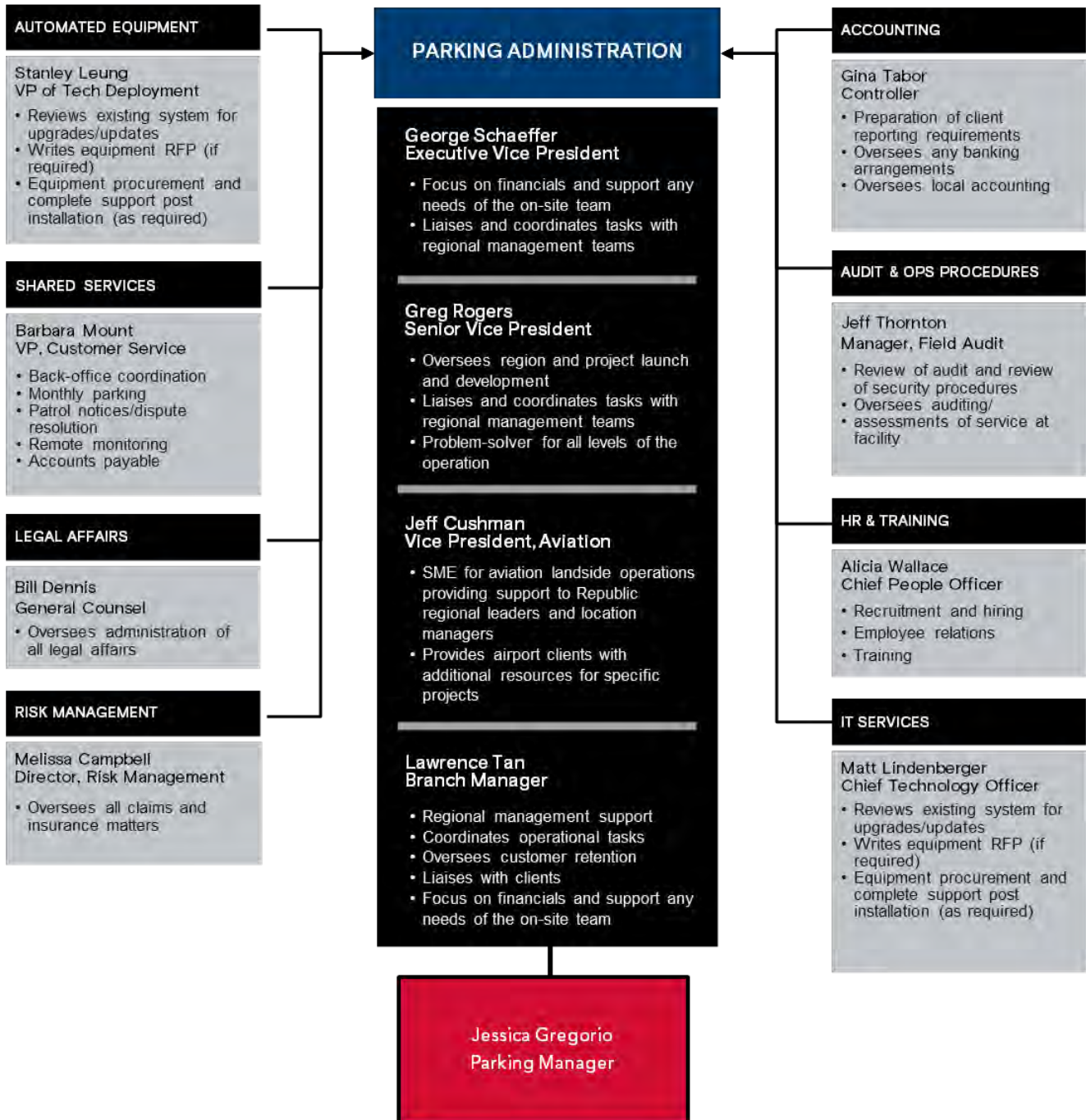
### Vice President – Aviation

Jeff Cushman has 30 years of experience working in aviation landside operations including parking, shuttle, and ground transportation operations. That experience began as the assistant manager for parking at the Portland International Airport and includes serving as the general manager for parking, shuttles, and/or ground transportation at the Portland International Airport, Phoenix Sky Harbor International Airport, Washington-Dulles International Airport, and Los Angeles International Airport. Additionally, he has held positions as regional director for multiple airport landside operators and positions in landside administration and business development with the Port of Seattle Authority and Metropolitan Washington Airports Authority. Jeff’s operations experience includes major construction, development, procurement, and installation of parking access and revenue control systems, parking guidance systems, valet management systems, and the transition to fully automated parking systems. Jeff has a B.A. in International Studies from Portland State University and an MBA in Global Management from the University of Phoenix. Jeff’s support will be both onsite and remote and focused on the integration of best practices within Republic’s network of airport operations. Jeff will be on-site quarterly to present training and best practice opportunities.

## Organizational Chart

Please see the following illustrated view of the team responsible for your parking program.

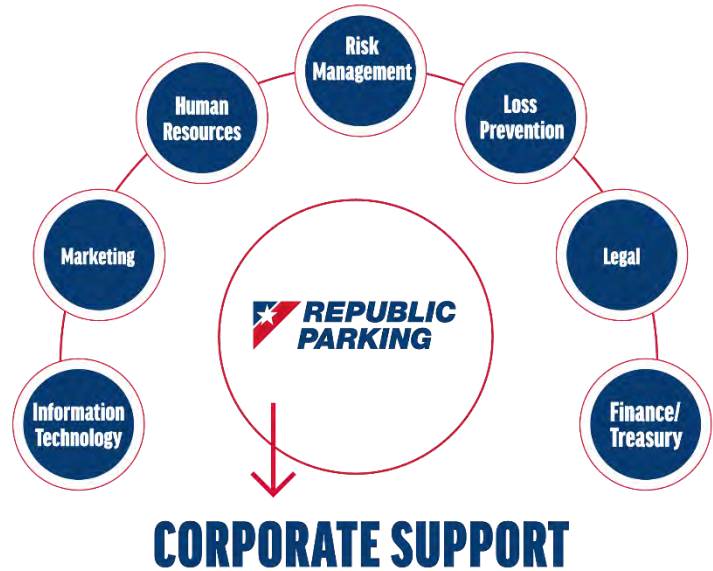
As detailed in the organizational chart, Republic Parking’s regional management team, SMEs, and corporate departments will support the contract. Each of these professionals is available to our clients as well as our local onsite teams.



## Corporate Support

We also have a depth of resources that ensures the successful operation of all facilities under our management and the ability to offer industry-leading services and support.

- Technical services – improves our tech-based operations
- Marketing – develops marketing and promotional material to meet the needs of individual facilities.
- In-house signage and graphics company – specializes in garage signage and wayfinding.
- HR – is committed to providing quality support services, such as training, succession planning, and employee relations.
- Internal risk management – liaises directly with our broker and handles claims and preventative risk management issues.
- Loss Prevention – safeguards our clients’ profit and mitigates financial loss.
- Legal – works to provide the best advice to the branches on all legal matters.
- Finance/treasury – provides capital to fund equipment purchases and other improvements to parking facilities.



## Total Employees

As we reduce staff with the new revenue control system, Jessica’s support at the regional and corporate level will be still more important. Jessica will work with the support team below on a near-daily basis and members of her support team are available to come to the site physically, as needed.

The table below identifies the depth of support Jessica will have for the ACV operation.

| Team          | Position                         |
|---------------|----------------------------------|
| Tarek Moussa  | Chief Revenue Officer            |
| Greg Rogers   | Executive Vice President         |
| Jeff Cushman  | Vice President - Aviation        |
| Lawrence Tan  | City Manager                     |
| Stanley Leung | Vice President - Tech Deployment |
| Barbara Mount | Director, Customer Service       |
| Gina Tabor    | Controller                       |



---

|                   |                           |
|-------------------|---------------------------|
| Jeff Thornton     | Manager, Field Auditing   |
| Bill Dennis       | General Counsel           |
| Melissa Campbell  | Director, Risk Management |
| Alicia Wallace    | Chief People Officer      |
| Matt Lindenberger | Chief Technology Officer  |

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## ROLES AND RESPONSIBILITIES

TIBA has built a project implementation model around roles and responsibilities that is the foundation of their success. The work plan uses these roles as they pertain to that specific phase in the project. The model is unique to TIBA but adapts well to Republic Parking's model of project management. Doug Mayclin of TIBA is supported by each of these roles as needed.

Our approach to the project, with the close collaboration between Republic Parking and TIBA allows for information to be retained by one team or the other should something happen to the staffing plan.

The greatest evidence of the success of this approach is the years of successful implementations Republic Parking has had with TIBA. That success has continued as individual participants come and go. Continuity and consistency remain over time.

Our assessment reflects our commitment to each of the specifications of the proposed system. Our proposal, self-assessment, and pricing further outline our commitment to each specification. It is our intention that our proposal reduces ambiguity as much as possible and we expect the final contract negotiations to reduce any ambiguity still further.

Both Republic Parking and TIBA are no strangers to working with groups in the coordination, scheduling, and commissioning of new parking access and revenue control systems throughout the US and internationally. Recognizing the sensitivity and importance of delivering and installing systems to meet our customers' expectations, TIBA Parking is aware of ensuring that these efforts are fully communicated with our customers.

The following provides general descriptions of the key roles of the TIBA Implementation Team.

| Role                       | Responsibilities  |
|----------------------------|---|
| Project Sponsor (TIBA COO) | <ul style="list-style-type: none"> <li>• Escalation</li> <li>• Change Control Authority</li> <li>• Authorize Charter / Scope</li> <li>• Provide structured project guidance relative to corporate tactics, strategies, goals and mission</li> </ul>   |
|                            | <ul style="list-style-type: none"> <li>• Manage communications between TIBA and clients including timely and accurate communication of project status, issues and risks</li> <li>• Manage issues resolution, risk, scope, expectation management</li> <li>• Conduct Status Meetings</li> <li>• Lead Project team</li> <li>• Develop and maintain project plan</li> <li>• Manage issue resolution process</li> <li>• Manage progress to plan and initiate actions appropriate to maintain project's probability of achieving plan. Play an advisory role and alert the client Project Manager when milestones are in danger of slipping</li> <li>• Facilitate/Conduct Weekly Project Status Call</li> <li>• Manage budget</li> <li>• Manage TIBA Staffing Plan</li> <li>• Manage testing effort</li> </ul> |
|                            | <ul style="list-style-type: none"> <li>• Monitor overall project quality</li> <li>• Provide review of key deliverables and assure quality of such deliverables</li> <li>• Manage progress to plan and initiate actions appropriate to maintain project's probability of achieving plan</li> <li>• Resolve resource conflicts causing risk to project goals</li> <li>• Assist in development and management of the onsite installation plan</li> <li>• Facilitate client transition to Service</li> </ul>  |
| Business Analyst           | <ul style="list-style-type: none"> <li>• Mapping client business requirements to the PARCs and related hardware functionality</li> <li>• Development of SCD, Configuration Workbook and functional specifications and configure PARCS</li> <li>• Providing recommendations on how product gaps should be addressed</li> <li>• Create LAT procedures</li> </ul>  |
| Engineer                   | <ul style="list-style-type: none"> <li>• Responsible for overall hardware and infrastructure design</li> <li>• Create drawings and diagrams for system design and installation including network diagrams, mounting details, lane hardware diagrams and as-built drawings</li> <li>• Provide quality assurance oversight to installation team</li> </ul>  |
| Network Engineer           | <ul style="list-style-type: none"> <li>• Responsible for coordinating set-up of the hosted server environment and remote connections</li> <li>• Set-up and testing of bank card system</li> <li>• Support installation team in issue resolution</li> <li>• Assist with hardware parameter changes and software configuration</li> <li>• Perform PARCs upgrades as needed</li> </ul>   |
| System Integrator          | <ul style="list-style-type: none"> <li>• Support installation team in the set-up of hardware components</li> <li>• Participate in LAT testing</li> <li>• Document and resolves issues</li> </ul>  |

|                              |  |
|------------------------------|--|
| Software Engineer            | <ul style="list-style-type: none"> <li>• Create technical specifications for custom development</li> <li>• Code and unit test custom development</li> <li>• Provide assistance during LAT and System Acceptance Testing</li> </ul>   |
| Lead Installation Technician | <ul style="list-style-type: none"> <li>• Onsite hardware installation, testing and LAT</li> <li>• Supervise onsite installation resources</li> <li>• Document and resolve issues</li> <li>• Ensures that equipment is installed in accordance with drawings, specifications and standards</li> </ul> |
| Training Coordinator         | <ul style="list-style-type: none"> <li>• Develop Training Plan</li> <li>• Create the TIBA training material for end users</li> <li>• Deliver training to end users</li> </ul>  |

## CLIENT PROJECT TEAM ROLES & RESPONSIBILITIES

The client project team will be responsible for providing the business requirements, completing required training, participating in LAT and providing the related approvals.

The client project team should include Subject Matter Experts throughout the duration of the project. The following section describes the specific client roles and responsibilities that are required to make the Implementation a success.

The following table outlines aspects of key roles for the client team.

| Roles           | Responsibilities   |
|-----------------|--|
| Project Sponsor | <ul style="list-style-type: none"> <li>• Serve as key decision contact between TIBA and client</li> <li>• Resolve corporate policy decisions impacting workflows or procedures</li> <li>• Periodic contact with TIBA Project Sponsor on issues, progress, and direction</li> <li>• Escalation point</li> <li>• Change Control Authority</li> <li>• Charter / Scope Signer</li> <li>• Define project objectives, goals and key strategies in coordination with TIBA Project Manager</li> <li>• Define and secure all required resources (facility, financial and human) within client</li> <li>• Provide decision making responsibilities</li> </ul>  |
| Project Manager | <ul style="list-style-type: none"> <li>• Manage issues resolution, risk management, change management processes, milestones, obtaining required documents, resolving process flow issues, defining implementation strategies</li> <li>• Co-coordinate kick-off meeting</li> <li>• Provide team leadership to meet project milestones</li> <li>• Provide review of key deliverables and assure quality of such deliverables</li> <li>• Provide for timely and accurate communication of project status, issues and risks</li> <li>• Manage progress to plan and initiate actions appropriate to maintain project's probability of achieving plan</li> <li>• Develop implementation strategies with the team</li> <li>• Escalate corporate policy and operational decisions impacting workflows or procedures</li> </ul> |

|                                    |  |
|------------------------------------|--|
|                                    | <ul style="list-style-type: none"> <li>• Assign resources and direct implementation team to the appropriate Subject Matter Expert</li> <li>• Report status and resolve issues</li> <li>• Escalation points for minor implementation milestones that threaten to become major</li> <li>• Approval and sign-off on project deliverables</li> </ul>   |
| Functional Area Manager            | <ul style="list-style-type: none"> <li>• Participate in System Design Workshop sessions</li> <li>• Review, provide feedback and approve system design documentation</li> <li>• Direct client resource involvement for the scope area</li> <li>• Report on progress of client tasks and deliverables</li> </ul>   |
| Subject Matter Experts             | <ul style="list-style-type: none"> <li>• Attend Kick-off</li> <li>• Attend required training</li> <li>• Provide detailed business requirements</li> <li>• Provide detailed reporting and interface requirements</li> <li>• Define PARCS security profiles</li> <li>• Review and provide feedback on system design documentation</li> <li>• Participate in LAT and System Acceptance</li> </ul> |
| Technical IS Analyst/Network Admin | <ul style="list-style-type: none"> <li>• Attend required training</li> <li>• Participate in Project Kickoff Overview meeting</li> <li>• Collaborate with TIBA team to ensure appropriate network, server and security set-up and configuration</li> <li>• Provide IT standards to TIBA</li> <li>• Commit sufficient resources to ensure access to client technical support</li> </ul>          |

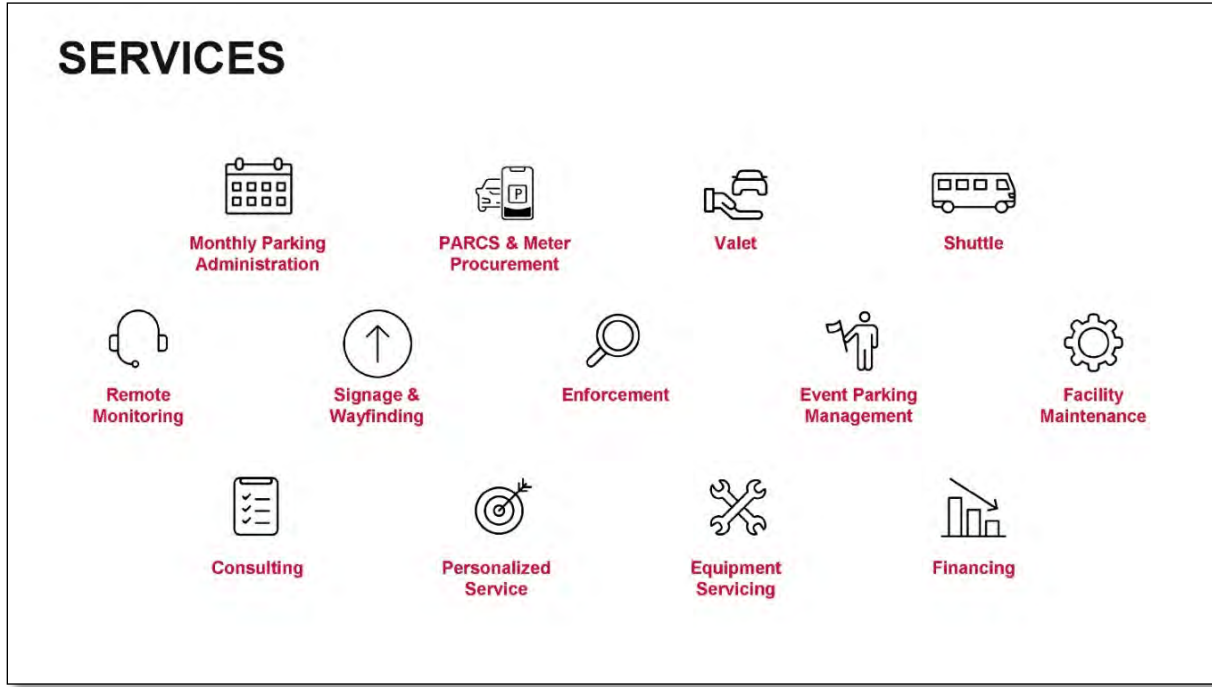
## Overall Experience

### Core Service Capabilities

With over 3,000+ locations in our portfolio, we truly have “been there” and “done that” with the type of parking and transportation program the California Redwood Coast/Humboldt County Airport seeks to deliver. The following is a summary of the services Republic provides:

- **Pre-construction services:** consulting on parking generation modeling, pro forma costing of new parking structures, expert advice, and strategic guidance for event-related ventures and traffic management consulting.
- **Complete parking management:** staffing, operating, reporting, and improving parking and transportation systems and services.
- **Integrated technological and back-office services:** facilitating the planning, investment, and management of applied technology utilities from card processing interfaces, pay by phone, etc., to a centralized client and end-user customer support center, monthly billing, audit, and reporting services.
- **Financing:** financing for capital improvements to enhance financial performance, security, and customer service.

- **Ancillary services:** include shuttle bus services, valet parking, patrol and enforcement, remote monitoring, facility maintenance, including snow removal, consulting, and signage and graphics (vehicular and pedestrian wayfinding).



## Commitment to Best Practices

Republic Parking is an experienced parking management firm that takes pride in achieving certifications and accreditations such as Accredited Parking Organization (APO) status, PCI-DSS compliance, and ISO/IEC 27001:2022 certification. These accomplishments demonstrate our commitment to security, operational excellence, and customer-focused service, highlighting our reliability, compliance, and dedication to delivering exceptional results aligned with the RFP’s requirements.

## Accredited Parking Organization

In 2019, we earned status as an Accredited Parking Organization (APO) with Distinction through the International Parking and Mobility Institute (IPMI), one of the very few organizations in the world to do so. APO with Distinction is a designation for parking organizations that recognizes the best practices in responsible parking management and operations, customer service, professional development, sustainability, safety, and security and represents the top 5% of parking organizations worldwide. To earn accreditation, an organization must demonstrate its commitment to ongoing evaluation and improvement through the implementation of the parking industry best practices. Applicant organizations work with third-party reviewers to organize and present evidence of accomplishment of more than 150 criteria in 14 categories.



### Payment Card Industry Data Security Standard (PCI-DSS)

Republic Parking is PCI-DSS certified, which is part of our commitment to protecting customer data and adhering to high standards of payment security. Achieving and maintaining PCI-DSS certification demonstrates that Reimagined Parking has implemented robust security controls across our systems and processes, including encryption, firewalls, secure data transmission protocols, and limiting access to cardholder data to authorized personnel only with strong authentication measures to protect cardholder data from unauthorized access and breaches. Our compliance is verified through regular external audits conducted by a Qualified Security Assessor (QSA). These audits review our systems, policies, and procedures to confirm ongoing compliance with PCI-DSS standards.



### International Standards Organization (ISO/IEC 27001:2022)

Republic Parking recognizes our commitment to information security and maintains ISO 27001 certification, the international standard for managing information security. This designation acknowledges a select group of organizations worldwide that follow a set of best practices in protecting data, managing risks, and ensuring confidentiality, integrity, and availability. ISO 27001 certification demonstrates our dedication to continuous improvement and adherence to a systematic approach to managing sensitive information. To achieve this certification, we undergo a rigorous annual evaluation process with an independent and certified auditor to verify compliance with over 100 criteria across multiple areas of security management.



These frameworks aren't just benchmarks – they're necessities. Many parking organizations invest in cool, cutting-edge technology – but without robust security frameworks, these innovations can expose you to risks like data breaches, fraud, or operational failures.

### Local Presence & Airport Experience

As the incumbent, no other operator can demonstrate anything near the depth of our understanding of the airport and the surrounding community's needs and expectations. Republic Parking has supported the California Redwood Coast and Humboldt County for more than 49 years.

### Knowledge of Airport Parking

Our extensive parking experience in airport landside operations includes operating 49 airports in the United States and Canada currently and began in 1965. We have maintained a separate Airport Division for the past several decades and are committed to continuing our focus on airports as a unique division with its own resources and leadership. This stability and commitment to the aviation industry allows us to have an unsurpassed reputation for honesty, integrity, and performance.

Our airport operations include every environment: large hub, medium hub, small hub, and regional airports. Still, we consider operations such as California Redwood Coast/Humboldt County Airport our niche, a niche we have spent decades developing the organizational structure and expertise to support.

Of the 49 airport Republic Parking supports, below is a list of those operations that are most similar to ACV:

| Client Airport          | Start Date | 2023 Gross Parking Revenue | 2023 Parking Transactions | Head Count | # Spaces |
|-------------------------|------------|----------------------------|---------------------------|------------|----------|
| Williston International | 2014       | \$1,100,000                | 21,957                    | 1          | 450      |
| Lynchburg Regional      | 1990       | \$519,000                  | 31,186                    | 4          | 470      |
| Juneau International    | 2010       | \$879,000                  | 37,003                    | 5          | 426      |
| Lafayette Regional      | 1986       | \$2,300,000                | 145,270                   | 5          | 834      |
| Montrose Regional       | 1995       | \$1,800,000                | 57,978                    | 5          | 1,110    |
| South Bend Regional     | 1969       | \$4,600,000                | 169,382                   | 8          | 2,194    |
| Fayetteville Regional   | 1999       | \$1,900,000                | 89,099                    | 9          | 1,132    |
| Columbia Metropolitan   | 2002       | \$7,900,000                | 227,449                   | 11         | 3,151    |
| Santa Barbara Airport   | 2018       | \$6,000,000                | 188,271                   | 26         | 1,567    |

**Williston International Airport** is the most similar to ACV. Republic Parking installed the TiBA system in 2019 and introduced automation to reduce staffing. At present, there are only two employees: the manager and a part-time employee to staff the exit booth to process cash transactions. We are working with the location to introduce 24/7 call center services this year. The client is very pleased with the equipment and with the service the reduced staff have provided.

**Lynchburg Regional Airport** is very similar to ACV in terms of the number of stalls and revenue. Republic Parking installed TIBA in 2023 and the equipment is well liked by the client and the parkers. We will start 24/7 call center operations this month and will review the staffing plan (1 manager and 3 part time cashiers) for revision in the next 60 days.

**Juneau International Airport** is similar to ACV in terms of the number of spaces and revenue. Republic Parking is finishing the installation of TIBA equipment as we write this proposal. The installation faced several challenges as winter neared but the client’s review has been positive and operations have improved with the improvement in equipment.

## Knowledge of Requirements

Republic Parking has reviewed the Request for Proposal and addendum in detail and is confident that we understand not only the expectations defined within the RFP but the context of those expectations, drawn from our years of service at the airport.

The RFP reflects the airport's focus on staffing, both during the installation of the new equipment, and afterwards, as well as understanding not only the details of the proposed PARCS but also of the technology that will supplement the PARCS: the 24/7 call center operation and our BI Studio analytic and ParkNexus software.

## Project Team Qualifications and Experience

Please see the following resumes detailing the qualifications and experience of our Project Team.



# JESSICA GREGORIO

2049 Silkwood St, McKinleyville, CA | (707) 616-9191 | [jessica.gregorio@reimaginedparking.com](mailto:jessica.gregorio@reimaginedparking.com)

Dynamic and detail-oriented airport parking manager with a focus on exceptional customer service and meeting client's needs. Known for fostering a cooperative environment to enhance customer and client satisfaction and operational efficiency.

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## EDUCATION

**Associate of Science in Business | College of the Redwoods**

- Relevant coursework: Business Communications, Managing People and Projects, Managerial Accounting

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## EXPERIENCE

**Operations Manager | Republic Parking Systems | McKinleyville, CA**

April 2022 – Present

- Responsible for the overall day-to-day operations of the local parking program
- Specialize in providing elevated customer service, and coaching staff to do the same
- Auditing of daily transactions, data compiling, bank deposits

**President | Pay It Forward Humboldt | Eureka, CA**

January 2018 – Present

- Development of NGO board, policies, and relationships with local, state, and federal partners
- Maintain financial records, grant writing and reporting
- Provide assistance to the greater Northern California area during disasters, collaborating with Office of Emergency Services, The American Red Cross, United Way, CalOES, and other partners

**Administrative Manager | TealAB | Eureka, CA**

July 201 – October 2018

- Assisted with business startup
- AP, AR, bookkeeping, payroll data management and processing, license and tax filings and compliance
- Assisted with records organization and preparation, and other office duties

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## SKILLS

- Interpersonal Communication
- Team Player
- Adaptability
- Analytical

# LAWRENCE TAN

San Francisco, CA | (415) 312-5293 | [www.linkedin.com /lawrencehtan](http://www.linkedin.com/lawrencehtan)

Well versed operations and management professional with over a decade of parking experience. Building successful client and customer relationships through business growth. Leveraging technology to optimize and utilize data metrics to track progress. Committed to continuous improvement and deliverable results.

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## EDUCATION

**Bachelor of Science in Economics, Minor in Statistics | University of California Davis**

Degree obtained June 2010

- Morgan Stanley Internship 2010
- Relevant coursework: Economics & Business Data Analytics

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## EXPERIENCE

**City Manager | Reimagined Parking | San Francisco, CA**

October 2021 – Present

- Overseeing a multifaceted portfolio including municipal, hospitality, medical, and commercial properties
- Coordinating the completion of PARCS and other key projects
- Client retention and engagement

**GSF ASM | Amazon | Bay Area, CA**

January 2020 – October 2021

- Established goals based daily workloads using TPH and UPH metrics
- Identified and resolved inefficiencies by leveraging live KPI monitoring systems
- Managed inventory and implemented 5s to optimize workflow and organization

**Operations Manager | ACE Parking | San Francisco, CA**

September 2012 – January 2019

- Directed operations for a high-volume portfolio, including events like MLB World Series and NFL Super Bowl
- Forecasted budgets by analyzing market trends
- Developed site specific SOP with a focus on audits, safety, and prevention

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## SKILLS

- Microsoft Suites
- Revenue control
- Regulatory compliance
- Safety and risk management
- Exceptional communication
- Efficiency optimization

# JEFF CUSHMAN

6640 Fonder Drive, Parker, CO USA | (424) 428-9918 | [jeffrey.cushman@reimaginedparking.com](mailto:jeffrey.cushman@reimaginedparking.com) | [www.linkedin.com](http://www.linkedin.com)

30+ years of airport landside operations across the US and Canada including parking operations, shuttle operations, and curbside management.

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## EDUCATION

**Bachelor of Arts, International Studies | Portland State University**

Degree obtained June 1994

**Master's in Business Administration, Global Management | University of Phoenix**

Degree obtained June 2006

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## EXPERIENCE

**Vice President - Aviation | Impark/Republic Parking | Denver, Colorado, US**

February 2024 – Present

- Provide Subject Matter Expertise to all aspects of the Republic and Impark airport operations in the US and Canada.
- Provide additional depth to local and regional operations for special projects and client requests.

**Director, National Programs | ABM Aviation | Denver, Colorado, US**

February 2020 – March 2023

- Investigated, cataloged, and presented innovative technologies in the aviation parking, shuttle, and ground transportation industry for future implementation
- Responsible for consistency of operations across the 30+ aviation parking operations
- Provided onsite leadership for the launch of new and struggling operations

**Regional Director, March 2016 – February 2020**

- Oversaw operations, management teams, and P&L for 9 airport operations including LAX, SFO, SEA, and DEN
- At the same time, I was the general manager for the LAX parking operations

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## SKILLS

- Proficient operating most of the major PARCS
- Negotiating landside operations
- Negotiating Collective Bargaining Agreements
- Performing in multi-cultural environments having lived in Germany for 7 years
- Exceptional written and verbal skills
- Fluent in German

# QUALITY ASSURANCE CAPABILITIES

## DESCRIPTION OF SERVICES

Team member roles are identified above. The onsite manager will be the primary lead for meeting service commitments and will use corporate and regional support for all tasks not directly related client support and customer service.

## PROJECT UNDERSTANDING AND QUALITY CONTROL

### Project Understanding

We understand that the requirements outlined in this Request for Proposal (RFP) demand a comprehensive and technology-driven approach to managing and improving public parking services at HCDA facilities. Below is a detailed articulation of our understanding and how we aim to address each component of the outlined services:

### Technology Integration for Efficiency and Revenue Control

We recognize the importance of installing robust, weather-resistant technology to manage ingress and egress, fee collection, and revenue control efficiently. Our proposed solution will include state-of-the-art hardware and software capable of withstanding marine environmental conditions. We will ensure daily deposits to HCDA's designated bank account, accompanied by detailed documentation within 24 hours, and provide comprehensive monthly reports by the 10th of each month.

### Customer Flow and Service Excellence

To enhance customer ingress and egress flow, we will leverage automation and real-time customer service solutions, ensuring minimal disruptions. Our technology will be designed for reliability and user-friendliness, providing seamless experiences even during peak times or service interruptions.

### Emphasis on Credit Card-Based Transactions

A secure and efficient credit card-based system will be central to our proposal, supplemented by an alternative cash payment option. This approach will streamline transactions and reduce processing times.

### Operational Efficiency and Reduced Labor Dependency

We aim to minimize reliance on labor by integrating advanced technology while maintaining a local management presence for oversight, customer service, vehicle assistance, and inventory management. Our operations will prioritize cost efficiency to maximize net revenue for HCDA.

### Temporary Lot Management and Technology Implementation

During construction phases, we will manage temporary lots, procure necessary equipment and software, and oversee their installation to ensure uninterrupted operations. The focus will be on achieving optimal efficiency through technology-driven solutions.

## Revenue Management and Transparency

A rigorous system will be implemented to manage all revenue and authorized non-revenue transactions. By maintaining strict controls and reporting mechanisms, we will ensure transparency and minimize revenue loss.

## 24/7 Customer Support and Accessibility

Our proposal includes a 24/7 remote call center staffed with live agents capable of resolving real-time issues. Integrated camera connectivity and gate arm control will ensure expedient customer assistance.

## Compliance with Parking Rate Schedules

We will implement and administer HCDA's parking rate schedule as directed, ensuring full compliance and operational efficiency.

## Equipment Maintenance and Monitoring

Regular maintenance of all equipment according to manufacturer standards will be a priority. We will proactively report and recommend repairs or replacements to HCDA to prevent operational disruptions.

## Premium Customer Service and On-Site Management

Premium 24/7 customer service will be achieved through a blend of on-site personnel and technology solutions. We will maintain a locally based manager or designee capable of arriving on-site within 30 minutes and being empowered to resolve issues promptly.

## License Plate Inventories and Reporting

Our team will conduct and submit detailed license plate inventories three times weekly within the agreed-upon schedule, providing HCDA with actionable insights.

By aligning our services with these requirements, we aim to deliver an operationally efficient, customer-centric, and technologically advanced parking management solution.

## Management Strategies

Republic Parking ensures performance standards are met through a comprehensive continuous improvement process. This process is being rolled out to each location over the next 12 months, starting with new agreements where we are making this new process explicit.

Setting Performance Standards – Republic Parking will work with ACV staff to identify Service Level Agreements in a variety of areas including:

- Customer satisfaction
- Customer communication management
- Exit lane performance
- PARCS maintenance performance

Measuring Performance – Republic Parking will use systems such as customer surveys, PARCS, and the call center data to measure performance including:

- Customer feedback scores from customer surveys provide overview of customers' perceptions of service
- Response time to addressing customer comments/complaints in a defined timeline
- Number of instances in which onsite staff or 24/7 call center staff had to intervene in a customer exiting the facility
- Tracking the time to respond and time to repair PARCS issues

Analyzing performance for trends – Republic Parking staff will ensure that data is collected and reported to be used to create actionable information:

- Each source of performance data is tracked over time and Republic staff proactively seek to identify emerging trends and supporting resolutions.

Equally important to ensuring superior performance is achieved is a consistent, well-implemented training program that is frequently reviewed for relevancy and supported by the regional leadership team.

## Industry Best Practices

With over 50 airport operations, Republic Parking has an unequalled depth of operating experience across every type of airport environment and scope of operation. Whether we are providing parking, shuttle, ground transportation, or employee parking management, we are in the position to consider multiple options to address any given challenge.

The PARCS we are proposing not only provides reliable performance but also the performance data needed to constantly quantify the revenue control system's performance. TIBA's management system, SPARKS, will provide both Republic Parking and airport staff with real-time information on operations such as entry and exit lane performance, occupancy counts, shift reports for credit card processing and the pay-on-foot cash transactions. Republic Parking has the experience of using this system to its fullest in a highly automated operation like ACV.

Our internal revenue reporting processes ensure that there are checks and balances in verifying deposits are made on time and credit card transactions are reconciled in a timely manner. These same internal resources free up the manager from much of the administrative work and ensure that the monthly reporting is submitted accurately and on time.

Republic Parking has used customer service call centers for years and has developed a best practice in establishing business rules for the call center to be able to quickly provide customers with a single source of solution for their concerns.

## Communication

Effective communication is a cornerstone of Republic's management approach. We are committed to maintaining transparent, timely, and consistent communication with HCDA to ensure smooth operations and a collaborative partnership. Our communication strategy is designed to inform all stakeholders, address concerns promptly, and enhance the overall parking experience for patrons.



### Regular Updates

- **Operational Status:** Republic will provide regular updates on the status of parking operations, including ongoing maintenance activities, equipment functionality, and any incidents or issues that arise. These updates will ensure that HCDA is always informed about the current state of the facilities.
- **Scheduled Meetings:** We will hold meetings with HCDA to discuss operational performance, address concerns, and plan for upcoming activities or changes. These meetings foster collaboration and ensure all parties are aligned on goals and expectations.

### Incident Communication

- **Prompt Notifications:** In the event of any incidents, such as equipment failures or urgent maintenance issues, Republic will promptly notify HCDA. This communication will include details about the situation, actions taken, and the expected resolution timeline.
- **Action Plans:** Clear and timely communication during incidents ensures that HCDA is fully informed and can make necessary decisions or adjustments. Republic will provide detailed action plans to address and resolve issues efficiently.

### Patron Communication

- **Clear Signage:** Republic will ensure that clear and informative signage is placed throughout the parking facilities to guide patrons on parking procedures, payment options, and any temporary changes. This helps reduce confusion and enhances the user experience.
- **Digital Notifications:** We will use digital platforms, such as email and mobile notifications, to keep patrons informed about important updates, changes in parking operations, or any disruptions. This real-time communication ensures that patrons receive timely information.
- **Area Supervisor:** Our area supervisor will be trained to communicate effectively with patrons, provide assistance, and answer any questions they may have. Staff will be equipped to handle inquiries and provide accurate information to enhance customer satisfaction.

# STAFFING PLAN

## DETAILED STAFFING STRUCTURE

Republic Parking has worked with our PARCS vendor, TIBA, and our 24/7 call center operator, Parker Technology, to design a system that will provide excellent customer service and revenue controls with a staff of just the onsite manager. We have experience with this approach from our operation at the Williston International Airport and are moving in the same direction in our Lynchburg Regional Airport operation.

## BENEFITS

In addition to good working conditions and competitive pay, Republic’s policy is to provide a combination of supplemental benefits to all eligible employees. In keeping with this goal, each benefit program has been carefully devised. These benefits include insurance and other benefits, such as vacations and holidays. Our benefits package is designed to focus on total well-being:

- Medical
- Prescription Drugs
- Health Savings Account
- Flexible Spending Account
- Vision
- Basic Life and AD&D
- Voluntary Life and AD&D
- Corporate Wellness Program
- Dental
- Short-Term Disability
- Long-Term Disability
- Critical Illness
- Accident and Hospital
- Legal Protection
- RRSP matching

## RECRUITMENT PLAN AND TIMELINE

Our plan includes the placement of curb supervisors to operate around the clock, enhancing the safety and efficiency of parking operations.

Our proactive staffing strategy is designed not only to uphold the safety and smooth operation of parking facilities but also to provide a consistently high level of service that adapts to the airport’s changing needs. Republic is committed to working in tandem with HCDA to deliver a parking experience that is safe, efficient, and aligned with the exceptional standards of both our organizations.

## Employee Screening & Hiring Process

Our comprehensive hiring and training guidelines ensure everyone who interacts with your parking patrons does so with the utmost respect and professionalism.



## Equal Opportunity Employer

We strive to be an inclusive community open to all individuals regardless of race, color, religion, gender, gender identity, origin, age, veteran status, disability, political affiliation, sexual orientation, or expression.

We prioritize diversity, equity, and inclusion because – most importantly – it is the right thing to do. We also prioritize diversity, equity, and inclusion because ecosystems – including our Republic ecosystem – first sustain and then thrive with diversity and growth.

## Recruiting the Best

- **Recruiting:** Potential candidates will be sourced internally and externally, with priority given to current employees.
- **Existing staff:** Priority will be given to existing staff within the organization, allowing opportunities for mobility and building long-term employee relationships.
- **Job postings:** Positions will be open to the public and posted across popular job boards, social media, and marketplace sites (Facebook, Kijiji, Craigslist), online job search engines (Indeed, LinkedIn, ZipRecruiter, Snagajob), state employment agencies, community job fairs, and more.
- **Third-party placement organizations:** Third-party recruiters utilize their skills to seek out top candidates using a variety of outreach methods. Third-party recruiters are typically not necessary to fill hourly positions.



## Applicant Tracking

We use the Pinpoint applicant tracking system to efficiently identify, categorize, and cultivate potential new hires. This software helps us stay organized and on track with our recruitment process, by facilitating communication with hiring teams and managing candidate relationships over time.

Pinpoint is fully integrated with popular job boards and our Human Resources software UKG, and it offers data-driven insights to ensure equal opportunities for all qualified candidates while boosting talented candidates in the rankings.



## Hiring with Care

Our organization hired more than 13,000 candidates worldwide in 2022. Through our extensive hiring program, we have optimized our recruitment process to prioritize the most important factor – high-quality candidates. In our hiring process, we value fairness, efficiency, and transparency, which are reflected in the following steps:

- Interview:** The Human Resources department, in coordination with local team members, conducts interviews with qualified applicants who have successfully advanced through preliminary screening stages on the Pinpoint platform. All Republic interviewers have participated in effective interview training to increase the quality of interviews, improve hiring decisions, and ensure interviewers’ questions are appropriate to the professional nature of the interview.
- Assessments:** If an interview is successful, the candidate will be invited to undertake relevant assessments based on position requirements (e.g., valet candidate may be asked to perform a driving assessment).
- Background Checks & References:** Human Resources will conduct background checks utilizing a third-party vendor in adherence with the Republic background check policy. These checks can include employment verification, criminal background checks, motor vehicle reports for parking attendants, and credit checks for managers and accounting staff.



- **Job Offer:** Once approved by the designated manager, Human Resources will extend the job offer to the successful candidate. The offer is specific in terms of pay rate, starting date, and other expectations.
- **Hiring Record:** Personnel records are accurately and confidentially maintained regarding job openings, candidates considered, individuals selected, and reasoning for non-selection. Applications, resumes, and assessment results are kept for one year.

## EMPLOYEE TRAINING

Our approach prioritizes comprehensive, adaptable, and rigorous training programs tailored to the diverse needs of parking services personnel while adhering to all specified standards and expectations.

Republic has developed an excellent training program for our airport division. Our Airport Division is unique in that every airport has specific training topics that are not found anywhere else. Our training includes standard procedures for the company, as a whole, and training unique to the industry (airports) and location.

Training is provided in three different ways:

- In-class training
- Onsite/hands-on training
- Third-party training
- Online training

Training materials will be finalized as part of the transition. Below is our initial plan. We need to confirm what topics the airport will cover and where that training will be done.

All employees are required to complete the core training below. Cross-trained employees must test for all the positions they are working.

### Training Plan Outline

Training provided by Republic will be conducted by the Site Manager. On-the-job training will be performed by designated trainers who must be qualified by the Site Manager to perform training.

Republic will develop certification tests for all subjects. If the training is in-class or onsite, the tests will be presented to the Airport for input. Third-party training is expected to include testing/certification. HCDA will provide testing/certification for training conducted by airport staff.

Employees participating in the training will have their identities confirmed and attendance will be recorded.

### Training Records

All training will be acknowledged by the employee. The employee will sign a document acknowledging the specific training objectives and the certification test for that training. Training records will be maintained by Republic, made available to the Airport upon request, and will include the following information:

- Employee Name
- Date of Hire
- Name of Training
- Date of Training
- Time/Location of Training
- Trainer's Name
- Course Results

## On-the-Job Training

Training for all positions, except the Site Manager, will include hands-on training. As with the classroom training, the trainer will provide a skills test at the end of the training, the employee will acknowledge the training, and records will be kept. OJT trainers will be identified after they have been approved for training by the Site Manager.

Republic will provide HCDA with the certification tests for all training as part of the SOP manuals.

## Retake Policy

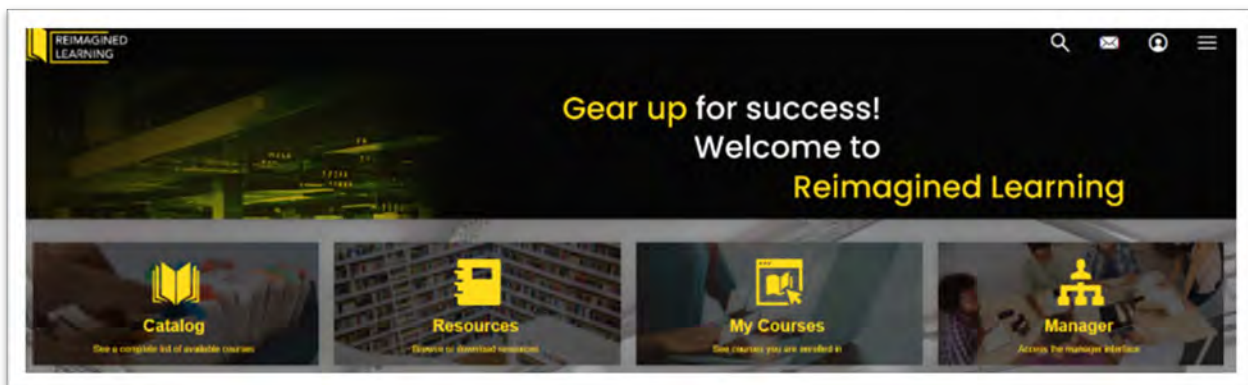
Employees are given two chances to pass a topic. Passing is considered 90% or one question can be missed if the number of questions is less than ten. If the employee passes the test but misses a question, the employee must demonstrate an understanding of the correct answer.

Employees who fail certification will not be allowed to continue with Republic at California Redwood County/Humboldt County Airport.

New training and refresher training will be scheduled as needed.

## General Professional and Personal Education

Republic provides extensive online training opportunities for a very broad range of topics that include both professional development and personal development. Reimagined Learning, an in-house training platform is available to all employees.



## Work Topics

- Bloodborne pathogens
- Driving distractions
- Electrical training
- Fire extinguisher safety and proper use
- First aid basic training
- Forklift safety
- GHS - global harmonized system
- Hazard communication program
- Heat illness and prevention
- How to drive at night tips and techniques
- How to drive safely in the rain
- Job safety-hazard analysis
- Power industrial trucks
- Reasonable suspicion training
- Recordkeeping practices and reporting
- Golf cart safety training
- Safety in the workplace
- Safety solutions to distracted driving
- 6 conditions of driving
- Six Sigma in 9 minutes: Six Sigma explained
- Walking workplace surfaces
- What is Six Sigma? Step-by-step explanation
- Worksite hazards analysis

## Personal Topics

- 3 psychological tricks to help you save money
- 3 rules for better work-life balance
- 3 rules to help you build a successful business
- 3 steps in getting what you want in a negotiation
- 3 things new parents should consider before going back to work
- 5 tips for dealing with meeting overload
- 5 ways to create stronger connections
- 6 ways to improve your relationship with money
- 7 common questions about workplace romance
- 8 lessons on building a company people enjoy working for
- How burnout makes us less creative
- How one team turned a sprint project into a marathon success
- How to make faster decisions
- How reverse mentorship can help create better leaders
- How to come out at work, about anything
- How to embrace emotions at work
- How to know when to change careers
- How to lead in a crisis
- How to make applying for jobs less painful
- How to reduce bias in your workplace
- How we can use the hiring process to bring out the best in people
- How working couples can best support each other
- The secret to giving great feedback
- This is the side hustle revolution
- This is what makes employees happy at work
- Want to truly succeed? Lift others while you climb.

## Commitment to Excellence

Our training approach ensures personnel are equipped to meet and exceed the rigorous demands of parking operations in a dynamic airport environment. By fostering a culture of safety, professionalism, and continuous learning, we aim to deliver unparalleled service quality and operational reliability.

This comprehensive plan guarantees readiness and adaptability to support the Airport Authority's mission and operational requirements effectively.

## Cyber and Data Security Policies

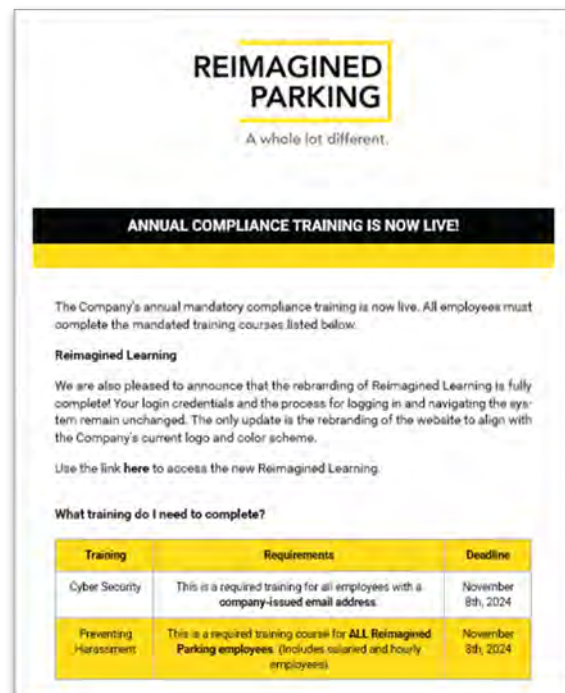
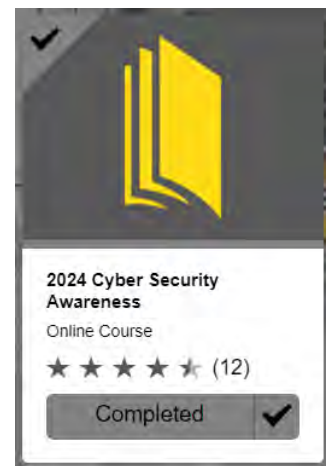
All employees of the Company are subject to the following cyber and data security policies: Information Security Policy; Acceptable Use Policy; Incident Response Policy; and Privacy Policy.

## Data Security and Quality Management Training Programs

All employees are required to complete Security Awareness Training annually. Employees receive a notification when the training is assigned through the Reimagined Learning platform. Course progress is tracked by the employee's manager and our Human Resources Department to ensure proper completion of training and assessments.

We also send out ad hoc communications regarding data security. These communications are sometimes based on current known threats, or they can be sent as random security exercises to detect vulnerabilities within our team.

Please see examples:



# TECHNOLOGY, EQUIPMENT, AND INSTALLATION SCHEDULE

## OPERATION MANUALS

Operation manuals are outlined below. The manuals are divided between “Pre-installation” and “Post-installation” and are maintained by Republic Parking’s onsite manager. Material for the manuals is provided by several sources:

- ACV Procedures and Policies
- Republic Parking Operating Procedures
- TIBA Procedures
- Parker Technology Procedures

## Pre-Equipment Installation

Contact List

ACV

Republic Parking

Republic Parking Organization Chart

Staffing Schedule

Parking Rates

Employee Parking (ACV Staff)

Employee Parking (Republic Parking Staff)

Republic Parking Organizational Chart

Operation Procedures

Service Escalations

Republic Parking

ACV

Revenue Collection (Manual)

Payment Methods

Insufficient Funds Policy

Refusal To Pay Policy

Fee Dispute

Refund Request

Revenue Deposits

Revenue Reconciliation

Vehicle Inventory

Lot Closures

Lot Openings

Emergency Action Plan

Vehicle Accident

Lost and Found

Signs

Roadway Signs

- Snow Or Inclement Weather
- Customer Service Plan and Procedures
  - Customer Service Standards
  - Customer Communications
  - Complaint/Receipt Request Response
- Documentation
- Admin/Reports

## Post-Equipment Installation

- Contact List
  - ACV
  - Republic Parking
- Staffing Schedule
- Parking Rates
- Employee Parking (ACV Staff)
- Employee Parking (Republic Parking Staff)
- Republic Parking Organizational Chart
- Operation Procedures
  - Service Escalations
    - Republic Parking
    - ACV
  - Revenue Collection
  - Payment Methods
  - Insufficient Funds Policy
  - Refusal To Pay Policy
  - Fee Dispute
  - Refund Request
  - Revenue Deposits
  - Revenue Reconciliation
- Vehicle Inventory
- Lot Closures
- Lot Openings
- Emergency Action Plan
- Vehicle Accident
- Lost and Found
- Signs
- Roadway Signs
- Snow Or Inclement Weather
- Customer Service Plan and Procedures
  - Customer Service Standards
  - Customer Communications
  - Complaint/Receipt Request Response



Documentation

Admin/Reports

Parking Access Revenue Control System (PARCS)

PARCS Management System Access

PARCS Equipment Access

Manual Opening of Customer Parking Gates

Offline Mode

Widespread Outage

PARCS Inspection

PARCS Malfunction Reporting

After Hours Support

Power Outage Emergency Procedures

Resetting a Device

Placing A Device Out of Service/Deactivating a Device

Placing A Device in Service

Call Center

Contact Information

Call Center Staff

Business Rules

Customer Complaints

Response to Call Center Report of PARCS Issue

Activity Reports

Call Volume

Duration

Issues

Resolutions

# EQUIPMENT, SOFTWARE, AND INFORMATION CUTSHEETS

## SPARK

The Next Generation of Cloud-based Parking Management

**30+ Years of Parking Expertise, Now in the Cloud**

SPARK is the cloud-based management platform, powered by AWS, built to run on X60 and X30 parking systems. Your custom dashboard turns insight into action with real-time, cross-portfolio analytics and controls that impact every facet of your operation.

**Streamlined Management**

Manage the everyday functions of your business from a platform that goes everywhere you go.

**User-friendly Interface**

Turn insight into action with the fewest number of clicks.

**150+ Reports and Counting**

Gain a holistic understanding of your portfolio on a regular basis.

**Automatic Updates**

Always enjoy access to the latest features and modules.

**Simplified IT**

No on-site servers for you to maintain.

**Industry-leading Uptime**

Take direct actions that keep customers satisfied.

**Anytime, Anywhere**

24/7 access from your desktop, mobile browser, or SPARK app (Apple and Android).

|   |  |  |
|---|--|--|
| <p><b>Backwards Compatibility</b></p> <p>+ SPARK is supported on any TIBA hardware released since 1986 marking it easier to update a diverse equipment portfolio.</p> | <p><b>Mobile Enabled</b></p> <p>+ Manage device settings, accounts, and transient tickets in the palm of your hand with the SPARK mobile app, which also acts as an e-validation unit.</p> | <p><b>Always On</b></p> <p>+ SPARK's cloud architecture allows you to access robust analytics across your portfolio, while a local logic center maintains facility ops and offline capabilities.</p> |
|---|--|--|

Software Brief

SPARK Software Modules

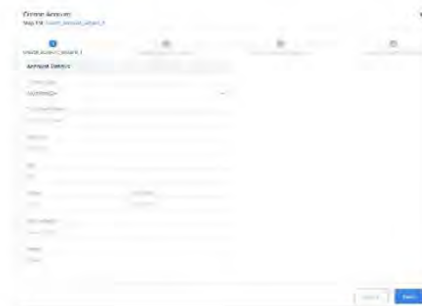
**Command Center**

Insights from across your portfolio converge in the intuitive Command Center, where you can monitor activity and take key actions to keep gates down and revenue up. From a bird's eye view of your entire portfolio down to a single lane, the Command Center puts data and control at your fingertips.



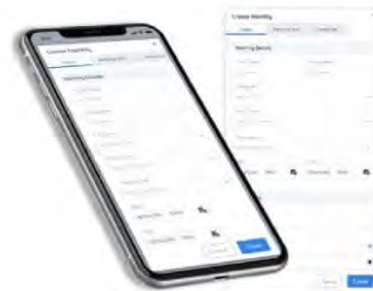
**Account Management**

Easily delegate control to local managers with the ability to create accounts and edit their access levels and permissions from anywhere.



**Monthly Management**

Create and manage monthly parking accounts for parkers at locations across your portfolio from your computer, laptop, phone, or tablet.



**Validations**

Access a variety of options to provide validations for patrons.

- eValidations – Look up transient tickets and apply electronic validations.
- eCoupons – Create and send QR codes to customers by email.
- Stickers – Create barcoded stickers that can be affixed to tickets from any local printer.



### SPARK Software Modules

#### Guest Passes

Enable owners, operators, and merchants to create temporary guest passes by phone number, license plate, or QR code.

Extended-stay parkers no longer have to pull tickets and get validations each day. Simply sign them up with a "Guest Pass" for automatic garage or lot access via a license plate, phone number, or emailed QR code.

#### Reports

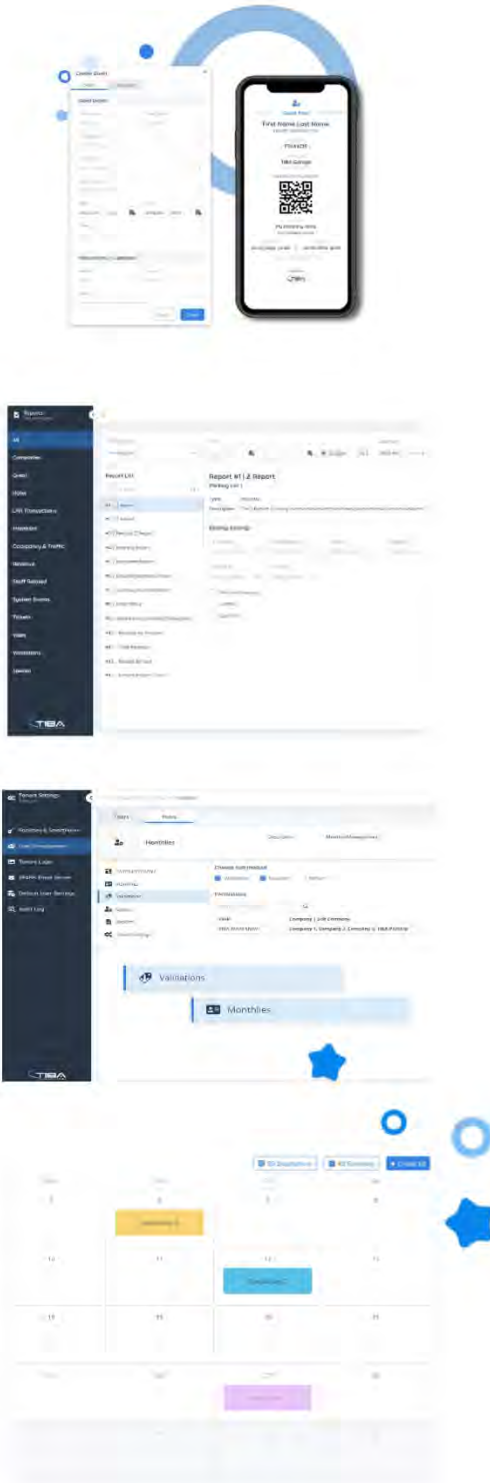
Access 150+ built-in reports including occupancy, revenue, validations, contract parkers, guests, accounts, and specialized daily summaries.

#### Admin Tools

Manage user roles and permissions, turn on two-factor authentication, and access the Audit Log to see a timeline of actions within the system.

#### Lot Configuration

Proactively plan out scheduled rates, special events, prepaid keys, and alternative access groups for facilities across your portfolio.



## Software Brief

### New SPARK Self Service Software Modules

With our Self Service Portal, the latest SPARK modules, empowers parkers with the ability to create and manage an account, including connecting a credit card for subscriptions, pre-paid parking reservations, pay-as-you-go, or pay per stay.



#### **Park and Go (Credit Card on File)**

Streamline your parking experience with Park and Go. By linking your vehicle's license plate to your credit card, you enable seamless, frictionless payment options. No more fumbling for cash or waiting in line—simply park and go, knowing your payment is handled effortlessly.

#### **Park Smart (Reservations)**

Introducing an online booking module that empowers your parkers to pre-book their spots. Park Smart enhances your ability to predict demand, boost revenue, and optimize occupancy management effortlessly.

#### **Flex Pass (Subscriptions)**

Enhance your customer service by offering a fully digital parking experience. With Flex Pass, parkers can manage their permits online or through our app, skipping the permit office.

Thinking about making the leap to SPARK?  
[Scan this QR code to learn more about how SPARK can help you optimize and modernize your parking operation.](#)



### Modernizing Parking Assets Through Innovation

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Learn more at:

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[faacparkingsolutions.com](http://faacparkingsolutions.com)

Getting started is easy.

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## APS-60 PAY ON FOOT

Spec Sheet

The APS-60 Pay on Foot machine is a versatile, robust solution for managing parking payments. It supports fast, reliable, and secure transactions with various payment methods and credentials. Advanced features like a high-resolution touch screen and embedded SIP Voice Over IP intercom enhance user experience and operational efficiency. Its rugged, tamper-resistant design ensures durability, and compliance with major standards guarantees reliability and security. The APS-60 delivers the modern parking experience today's users expect.

### Enhanced Transaction Efficiency:

- Handles transient and monthly parking payments seamlessly
- Calculates and displays parking fees quickly
- Fast transaction speeds for fully unattended operation
- Prints patron receipts on-demand for convenience

### Versatile Payment and Credential Support:

- Supports ticketless operation for a smooth user experience
- Options for two or three denomination bill dispenser or cash-to-cash recycler
- Numerous credit card solutions, including Mag-Stripe, P2PE EMV with or without pin pad, and NFC
- Accepts various access credentials, including Mifare, Mag-Stripe, Linear/QR barcodes, driver's license, and club membership card
- Supports validation barcode stickers, coupons, reservations, and vouchers

### User-Friendly Interaction:

- High-resolution 15" color touch screen with rate display, prepay options, and help services
- Integrated Bluetooth low energy board for enhanced connectivity
- Embedded SIP Voice Over IP intercom for easy communication

### Robust Security and Compliance:

- Rugged, tamper-resistant stainless-steel housing ensures durability
- O/S-less embedded technology for increased security
- Certified by FCC, CE, UL, CSA
- PCI 3.2 compliant for secure transactions
- ADA compliant, ensuring accessibility for all users

## MEET TIBA X60...

+ Smarter and faster than ever with new product architecture.

+ Increased security to protect your data.

+ Backward compatibility, allows for a mix of X30 and X60 devices.

+ Connectivity using native TCP/IP and RS485.

+ Easy to install, service, and maintain.

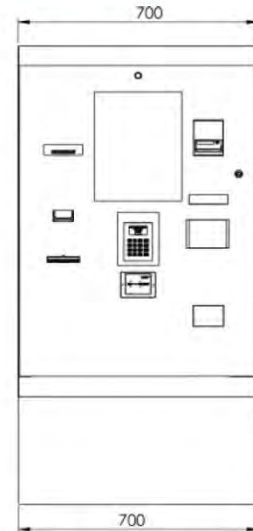
\*Disclaimer: Not all features are available or standard in all regions. Check with your local TIBA representative for availability.

# APS-60 PAY ON FOOT

Spec Sheet

## FEATURES

|                                   |   |
|-----------------------------------|---|
| <b>Driver Instruction Display</b> | 15" high-resolution color touch screen display  |
| <b>Ticket Issuing</b>             | Thermal ticket printer, roll supports up to 1,850 paper receipts  |
| <b>Card Holder Credentials</b>    | Proximity, Mifare, barcode, magstripe and membership  |
| <b>Receipt Printer</b>            | Card for receipts and lost tickets  |
| <b>Barcode Scanner</b>            | Reads multiple barcode formats - 1D & 2D, QR, PDF417, and more. Supports various barcode credentials via mobile device or paper |
| <b>Heater and Thermostat</b>      | Supported   |
| <b>Hotel Room Keys</b>            | Supported   |
| <b>Bluetooth BLE Board</b>        | Supported   |
| <b>Intercom</b>                   | SIP Built-in VoIP   |
| <b>Credit Card Payments</b>       | Magstripe, P2PE EMV with or without pin pad, NFC  |



## OPERATIONS

|                                  |  |
|----------------------------------|--|
| <b>Processor</b>                 | High-speed embedded industrial processor                                   |
| <b>Operating System</b>          | O/S Less   |
| <b>Communication and Network</b> | Native TCP/IP Ethernet, or RS-485 Communication                            |
| <b>Built-In Clock</b>            | Lithium-ion battery  |
| <b>Off-Line Operation</b>        | Off-line functionality supported   |
| <b>Remote Monitoring</b>         | Real-time transaction and events monitoring via Facility Management System |

## HOUSING

|                        |   |
|------------------------|---|
| <b>Construction</b>    | Stainless steel   |
| <b>Measurements</b>    | 27.5" (70 cm) W; 19.06" (48.42 cm) D; 55.11" (140 cm) H<br>Note: ADA Compliant base height 328mm, optional 600mm base (Non-ADA) |
| <b>Weight</b>          | Dependent on components selected  |
| <b>Color (Housing)</b> | Standard: White RAL9010   |
| <b>Faceplate Locks</b> | High-grade epoxy-based TIBA standard or custom design Keyed device lock   |

## ELECTRICAL

|                          |                                     |
|--------------------------|-------------------------------------|
| <b>Voltage</b>           | 100-240 VAC, 50-60 HZ               |
| <b>Current</b>           | 5.3A approximate max. (with heater) |
| <b>Power Consumption</b> | 650W (with heater)                  |

## ENVIRONMENTAL CONDITIONS

|                              |   |
|------------------------------|---|
| <b>Operating Temperature</b> | -4° to 122°F (-20° to 50°C) with heater |
| <b>IP Rating</b>             | 54                                      |

## REGULATORY

|               |   |
|---------------|---|
| <b>Safety</b> | UL 60950-1:2007<br>CAN/CSA-C22.2 No. 60950-1-07 |
| <b>EMC</b>    | CE, FCC Part 15, Subpart B, Class B             |

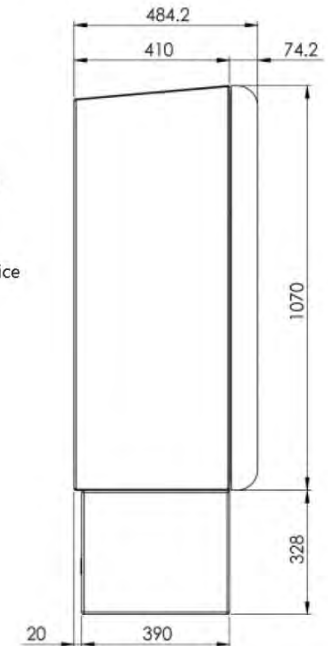


Diagram measurements shown in mm.



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## MC-60 PARCS MASTER CONTROLLER

Spec Sheet

The MC60 PARCS Master Controller is a robust centralized unit for efficient facility management, storing and processing up to 65,000 transactions. Its compact, flexible design allows easy installation, and it operates independently of PARCS software. Featuring a user-friendly touch screen and industry-standard compliance, the MC60 ensures reliable and secure parking management, offering operators peace of mind.



### Efficient Data Management

- Embedded centralized processing unit for facility device management and standalone operation
- Local storage of facility rates, validations, reservations, cardholder database, device programming information, and up to 65,000 transactions
- Ability to process thousands of data transactions, events, and device status details

### Compact and Flexible Installation

- Compact, slim design for installation in a lane device, office, or other network/data location
- Easily connects anywhere on the local network (native TCP/IP and/or RS-485)

### Independent Operation:

- Processes transactions without dependency on PARCS management software (cloud or on-premises)
- Handles and processes revenue, count, cardholder transactions, as well as validations and reservations

### User-Friendly Interface

- High-resolution 7" color touch screen panel for easy configuration
- Includes local cardholder database for off-line standalone operation

### Robust and Compliant

- FCC, CE, UL, CSA certified
- PCI 3.2 compliant
- O/S-less embedded technology, no reliance on other operating systems

## MEET TIBA X60...

+ Smarter and faster than ever with new product architecture.

+ Increased security to protect your data.

+ Backward compatibility, allows for a mix of X30 and X60 devices.

+ Connectivity using native TCP/IP and RS485.

+ Easy to install, service, and maintain.

*\*Disclaimer: Not all features are available or standard in all regions. Check with your local TIBA representative for availability.*



# MC-60 PARCS MASTER CONTROLLER

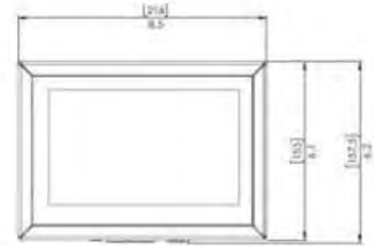
Spec Sheet

## FEATURES

|                         |  |
|-------------------------|--|
| <b>Customer Display</b> | 7.0" high-resolution color touch screen display          |
| <b>Design</b>           | Low profile, slim  |
| <b>Placement</b>        | Designed for inside a server room or into an edge device |

## OPERATIONS

|   |  |
|---|--|
| <b>Processor</b>                                | Embedded industrial controller   |
| <b>Communication and Network Built-In Clock</b> | TCP/IP Ethernet, or RS-485 Communication   |
| <b>Remote Monitoring</b>                        | Lithium-ion battery<br>Real-time transaction and event monitoring via Facility Management System |



## HOUSING

|                        |   |
|------------------------|---|
| <b>Construction</b>    | Aluminum  |
| <b>Dimensions</b>      | 8.5" (21.6cm) W; 6.2" (15.7 cm) D; 1.84" (4.6 cm) H |
| <b>Color (Housing)</b> | Black   |

## ELECTRICAL

|                          |           |
|--------------------------|-----------|
| <b>Current</b>           | 3A (Max)  |
| <b>Power Consumption</b> | Up to 15W |



## ENVIRONMENTAL CONDITIONS

|                              |                           |
|------------------------------|---------------------------|
| <b>Operating Temperature</b> | 32° to 122°F (0° to 50°C) |
|------------------------------|---------------------------|

## REGULATORY

|               |  |
|---------------|--|
| <b>Safety</b> | UL 60950-22, UL62386-1<br>CAN/CSA-C22.2 No. 623681-1 EUROPE EN55032, EN55024 AUS CISPR32 |
| <b>EMC</b>    | CE, FCC Part 15, Subpart B, Class B  |



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## MP-60 ENTRY STATION

Spec Sheet

The TIBA MP 60 Entry Station supports both ticket and ticketless entry, ensuring seamless vehicle access. It features advanced ticketing options, including barcodes and magnetic stripes, as well as modern access methods like proximity cards and license plate recognition. Its durable design and intuitive interface enhance efficiency and security in various parking environments, delivering the modern parking experience parkers expect.

### Ticketless Entry

Supports entry via phone number, credit card, proximity card, barcode credential, and Bluetooth.

### Access Credentials

Supports LPR, HID Proximity, Mifare, Mag-Stripe Room Key, QR barcodes, BLE, AVI, and driver's license.

### Credit Card Solutions

Numerous options including Mag-Stripe, P2PE EMV with or without pin pad, NFC, and Scan to Pay.

### Control Capabilities

Manages barrier gates, electronic signage, lane counts, and more.

### Ticket Capacity

Holds up to 5,000 tickets in one paper roll.

### Touch Screen

High-resolution 10.1" color touch screen supports ticketless entry, rate display, prepay options, and help services.

### Intercom System

Embedded Voice Over IP intercom for communication.

### Housing

Rugged, tamper-resistant stainless steel construction.

### Certification and Compliance

O/S less embedded technology, FCC, CE, UL, CSA certified, PCI 3.2 compliant, and ADA compliant



## MEET TIBA X60...

+ Smarter and faster than ever with new product architecture.

+ Increased security to protect your data.

+ Backward compatibility, allows for a mix of X30 and X60 devices.

+ Connectivity using native TCP/IP and RS485.

+ Easy to install, service, and maintain.

\*Disclaimer: Not all features are available or standard in all regions. Check with your local TIBA representative for availability.

# MP-60 ENTRY STATION

## Spec Sheet

### FEATURES

|                                   |   |
|-----------------------------------|---|
| <b>Driver Instruction Display</b> | 10.1" high-resolution color touch screen display  |
| <b>Ticket Issuing</b>             | Thermal ticket printer, roll supports up to 5,000 paper tickets   |
| <b>Card Holder Access</b>         | Bluetooth, Proximity, Mifare, AVI, barcode  |
| <b>LPR Imaging</b>                | Supported   |
| <b>Barcode Scanner</b>            | Reads multiple barcode formats - 1D & 2D, QR, PDF417, and more. Supports various barcode credentials via mobile device or paper |
| <b>Heater and Thermostat</b>      | Built-in  |
| <b>Hotel Room Keys</b>            | Supported   |
| <b>Intercom</b>                   | Built-in VoIP   |

### OPERATIONS

|                                  |  |
|----------------------------------|--|
| <b>Processor</b>                 | High-speed embedded industrial processor                                   |
| <b>Operating System</b>          | O/S Less   |
| <b>Communication and Network</b> | Native TCP/IP Ethernet, or RS-485 Communication                            |
| <b>Built-In Clock</b>            | Lithium-ion battery  |
| <b>Off-Line Operation</b>        | Off-line functionality supported   |
| <b>Remote Monitoring</b>         | Real-time transaction and events monitoring via Facility Management System |

### HOUSING

|                        |  |
|------------------------|--|
| <b>Construction</b>    | Stainless steel  |
| <b>Measurements</b>    | 14.9" (37.8 cm) W; 12.4" (31.5 cm) D; 53" (134.8 cm) H |
| <b>Weight</b>          | Dependent on components selected                       |
| <b>Color (Housing)</b> | Standard: White RAL 9010                               |
| <b>Faceplate</b>       | High-grade epoxy-based TIBA standard or custom design  |
| <b>Locks</b>           | Keyed device lock                                      |

### ELECTRICAL

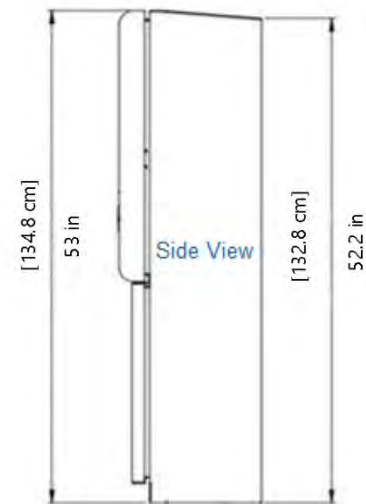
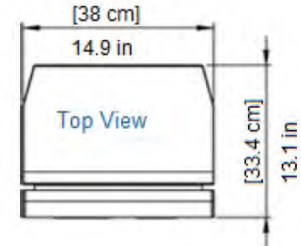
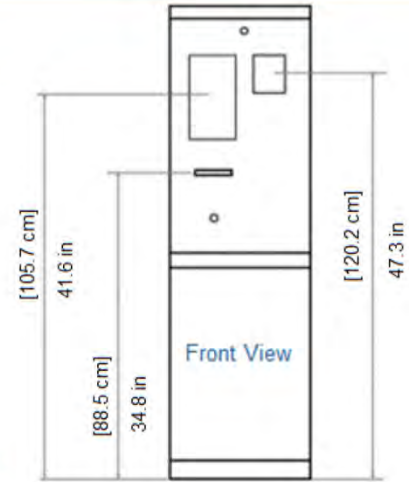
|                          |  |
|--------------------------|--|
| <b>Voltage</b>           | 100-240 VAC, 50-60 HZ                                  |
| <b>Current</b>           | 6.5A approximate max. (with heater) 640W (with heater) |
| <b>Power Consumption</b> |  |

### ENVIRONMENTAL CONDITIONS

|                              |   |
|------------------------------|---|
| <b>Operating Temperature</b> | -4° to 122°F (-20° to 50°C) with heater |
| <b>IP Rating</b>             | 54                                      |

### REGULATORY

|               |   |
|---------------|---|
| <b>Safety</b> | UL 60950-1:2007<br>CAN/CSA-C22.2 No. 60950-1-07 |
| <b>EMC</b>    | CE, FCC Part 15, Subpart B, Class B             |



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## SW-60 EXIT STATION

Spec Sheet

The TIBA SW 60 Exit Station ensures smooth ticket and ticketless exits with options like barcodes, magnetic stripes, proximity cards, Bluetooth, and QR code scanning from online reservations at the exit device. Parkers can pay at Pay-on-Foot stations or via mobile payments before reaching the exit. Its robust design and user-friendly interface enhance efficiency and security, delivering a modern parking experience.

### High-throughput, Unattended Operations

- In-lane ticket processing
- Pay on foot
- Mobile payments

### Flexible Payment and Access

- Supports credit cards including mag-stripe, P2PE EMV with our without pin pad, and NFC
- Compatible with access credentials such as LPR, HID proximity, QR barcodes, BLE, AVI, and driver's license

### Advanced Features

- 10.1" color touch screen for various devices
- On-demand receipt printing
- Embedded VOIP intercom and IP camera

### Additional Capabilities:

- Supports validation stickers, coupons, and reservations
- Controls barrier gates, signage, lane counts

### Housing

- Rugged, tamper-resistant stainless steel construction.

### Certification and Compliance

- O/S less embedded technology, FCC, CE, UL, CSA certified, PCI 3.2 compliant, and ADA compliant



## MEET TIBA X60...

+ Smarter and faster than ever with new product architecture.

+ Increased security to protect your data.

+ Backward compatibility, allows for a mix of X30 and X60 devices.

+ Connectivity using native TCP/IP and RS485.

+ Easy to install, service, and maintain.

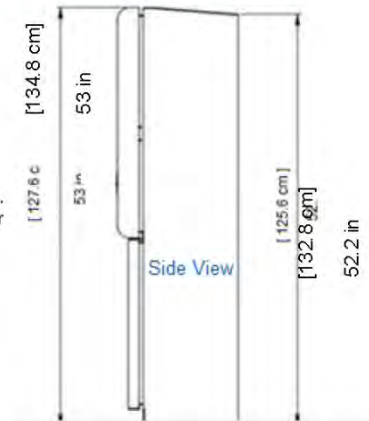
*\*Disclaimer: Not all features are available or standard in all regions. Check with your local TIBA representative for availability.*

# SW-60 EXIT STATION

## Spec Sheet

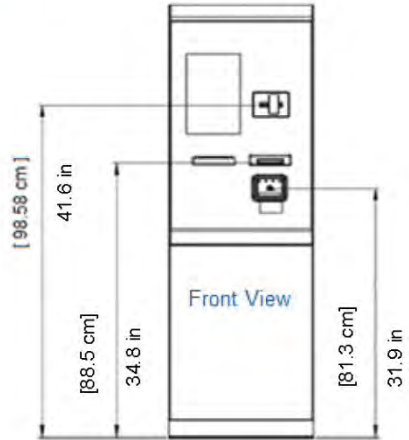
### FEATURES

|                                   |   |
|-----------------------------------|---|
| <b>Driver Instruction Display</b> | 10.1" high-resolution color touch-screen display  |
| <b>Ticket Verifier</b>            | Barcode scanning or motorized barcode ticket reader   |
| <b>Card Holder Access</b>         | Bluetooth, Proximity, Mifare, AVI, barcode  |
| <b>LPR Imaging</b>                | Supported   |
| <b>Barcode Scanner</b>            | Reads multiple barcode formats - 1D & 2D, QR, PDF417, and more. Supports various barcode credentials via mobile device or paper |
| <b>Receipt Printer</b>            | Card for receipts and lost tickets  |
| <b>Heater and Thermostat</b>      | Built-in  |
| <b>Hotel Room Keys</b>            | Supported   |
| <b>Intercom</b>                   | Built-in VoIP   |
| <b>Credit Card Payments</b>       | Mag-Stripe, P2PE EMV with or without Pin-pad, NFC   |



### OPERATIONS

|                                  |  |
|----------------------------------|--|
| <b>Processor</b>                 | High-speed embedded industrial processor                                   |
| <b>Operating System</b>          | O/S Less   |
| <b>Communication and Network</b> | Native TCP/IP Ethernet, or RS-485 Communication                            |
| <b>Built-In Clock</b>            | Lithium-ion battery  |
| <b>Off-Line Operation</b>        | Off-line functionality supported   |
| <b>Remote Monitoring</b>         | Real-time transaction and events monitoring via Facility Management System |



### HOUSING

|                        |   |
|------------------------|---|
| <b>Construction</b>    | Stainless steel   |
| <b>Measurements</b>    | 14.9" (37.8 cm) W; 13.1" (33.27 cm) D; 53" (134.8 cm) H |
| <b>Weight</b>          | Dependent on components selected                        |
| <b>Color (Housing)</b> | Standard: White RAL 9010                                |
| <b>Faceplate</b>       | High-grade epoxy-based TIBA standard or custom design   |
| <b>Locks</b>           | Keyed device lock                                       |

### ELECTRICAL

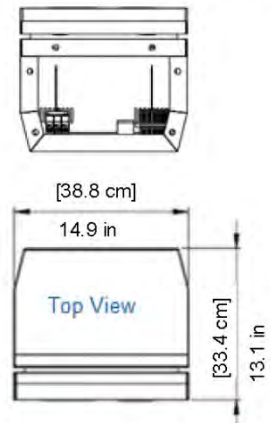
|                          |  |
|--------------------------|--|
| <b>Voltage</b>           | 100-240 VAC, 50-60 HZ                                  |
| <b>Current</b>           | 6.5A approximate max. (with heater) 640W (with heater) |
| <b>Power Consumption</b> |  |

### ENVIRONMENTAL CONDITIONS

|                              |   |
|------------------------------|---|
| <b>Operating Temperature</b> | -4° to 122°F (-20° to 50°C) with heater |
| <b>IP Rating</b>             | 54                                      |

### REGULATORY

|               |   |
|---------------|---|
| <b>Safety</b> | UL 60950-1:2007<br>CAN/CSA-C22.2 No. 60950-1-07 |
| <b>EMC</b>    | CE, FCC Part 15, Subpart B, Class B             |



TIBA, a brand of FAAC Parking Solutions, offers an innovative parking management system, integrating advanced technology for seamless, efficient, and secure parking solutions tailored to diverse customer needs.  
Learn more at: [tibaparking.com](http://tibaparking.com)  
[faacparkingsolutions.com](http://faacparkingsolutions.com)

#### Getting Started

Visit [tibaparking.com/get-started](http://tibaparking.com/get-started) to connect with our team.

#### USA

2228 Citygate Drive  
Columbus, Ohio 43219

#### ISRAEL

17 Hamafalim Street  
Petah-Tikva, Israel 4951251

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## TECHNOLOGY AND EQUIPMENT

Republic Parking operates with every major PARCS brand on the market. This includes SKIDATA, HUB, TIBA, Scheidt and Bachmann, Designa, Amano, and Flash Parking. In many of our locations, we have selected, procured, and installed PARCS equipment. We are equipment agnostic. At the same time, the breadth of our airport and non-airport operations provides us with insight into the PARCS market. Criteria for our proposed system included:

- Technical functionality
- Cloud-based with strong offline capability
- Ability to get maintenance support
- Overall value of the system
- Ticketless system

We are proposing the installation of the TIBA X-60 system for the following reasons:

- Ticketless Operations and Vehicle Throughput: The TIBA X-60 system provides an exceptional 'ticketless' solution, improving vehicle throughput for a faster and smoother entry and exit process. With License Plate Recognition (LPR) technology, gates automatically open for vehicles with valid plates and reservations within seconds, reducing wait times. In the rare event that a plate is unreadable, a ticket will be dispensed for transient customers, ensuring seamless operations.
- Support and Service Level Agreements (SLAs): We have an exclusive Master Services Agreement (MSA) with TIBA, ensuring top-quality service and guaranteed system uptime. Our SLAs include prompt response times and comprehensive support, providing the assurance that the system will operate at optimal performance. Specific SLA details will be shared during contract negotiations.
- Value and PaaS Offering: The TIBA X-60 system is offered through Parking as a Service (PaaS), covering a full hardware warranty throughout the contract term and locking in pricing for spare parts, service calls, and cloud data costs. With the rapid increase in hardware prices across the PARCS industry, PaaS ensures that you benefit from the nation's best locked-in pricing, along with high-level warranty and support throughout the agreement.
- Comprehensive Integrations Included: PaaS also includes a wide range of system integrations at no additional cost. This includes modules for validations, reservations, monthly parking programs, and more, enabling a robust, all-in-one solution that enhances both customer experience and operational efficiency.
- Digital Parking Experience: The TIBA X-60 system enables a fully digital parking experience for customers and clients. Customers can pay for parking through their mobile devices and make reservations via an intuitive web portal. Validations are also seamlessly managed through the portal, enhancing convenience. Clients have backend access to the system for operational management and control. Additionally, clients can utilize Park Nexus BI Studio for

comprehensive analytics and KPI reporting, offering valuable insights to optimize performance and revenue.

Pricing includes all essential lane devices, such as:

- License Plate Recognition (LPR): In-lane cameras for fast and accurate vehicle identification, enabling seamless ticketless entry and exit.
- TIBA Lane Devices:
  - Touch screens for easy customer interaction
  - Proximity card readers for access control
  - Bluetooth scanners for mobile access
  - Pinhole cameras for added security
  - Intercoms for customer support
  - MV credit card readers in exit lanes for secure, contactless payments
- Additionally, pricing covers web validation capabilities, backup batteries, and all necessary cloud fees

Our relationship with TIBA allows us to get the best delivery time for new equipment from the factory in Europe.

The cut sheets above represent the proposed TIBA X-60 hardware system with the SPARKS cloud-based management platform. This system operates as both ticketed and ticketless. Being cloud-based allows for more support to be done remotely rather than requiring physical access to onsite servers. Both entry and exit lanes support multiple types of credentials including LPR, proximity card, QR barcodes, AVI, and driver's licenses.

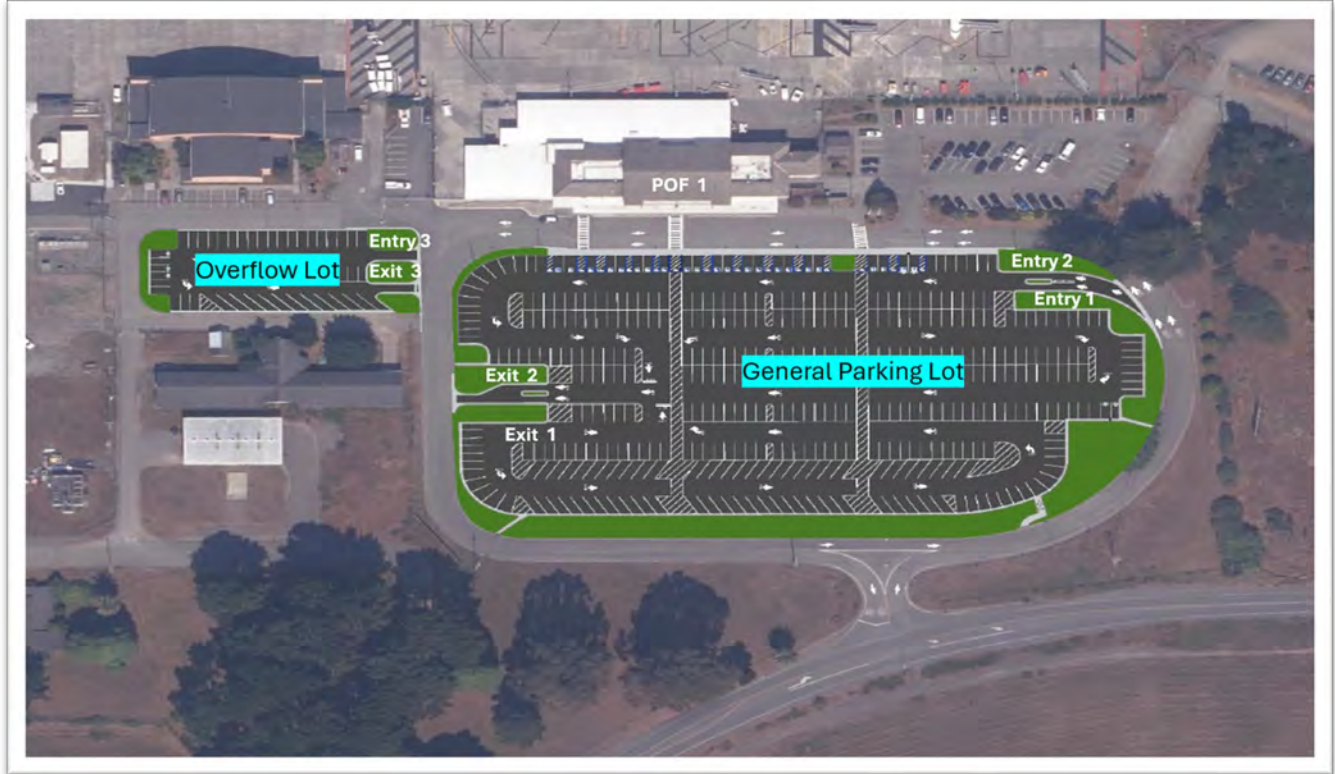
## PARCS Hardware

Entry Lanes w/LPR: 3

Exit Lanes w/ LPR: 3

Pay-on-Foot Station: 1

The hardware will be physically located in the following positions:



## Utilities

Please refer to the cut sheets for power specifications. Utilities are required at each entrance and exit lane and at the Pay-on-Foot station.

## PARCS Costs

Republic Parking has a very strong relationship with FAAC/TIBA. This relationship benefits our clients in several ways:

- Preferred pricing
- Negotiated service level agreement (technician response)





Eureka TIBA X-60 Cloud-based System

| <b>Description</b>       | <b>Quantity</b> | <b>Costs</b>        |
|--------------------------|-----------------|---------------------|
| <b>Start Up Purchase</b> |                 | <b>\$244,360.03</b> |

**Entry Lane**

|                           |   |
|---------------------------|---|
| Entry Station             |   |
| Touch Screen              |   |
| Proximity Card Reader     |   |
| QR Barcode Reader         | 3 |
| Bluetooth Reader          |   |
| Pinhole Camera            |   |
| VOIP Intercom             |   |
| Barrier Gate LED Straight |   |
| EMV Reader by Windcave    |   |

**Exit Lane**

|                           |   |
|---------------------------|---|
| Exit Station              |   |
| Touch Screen              |   |
| Proximity Card Reader     |   |
| QR Barcode Reader         |   |
| Bluetooth Reader          | 3 |
| Pinhole Camera            |   |
| VOIP Intercom             |   |
| NFC Reader                |   |
| Barrier Gate LED Straight |   |
| EMV Reader by Windcave    |   |

**Cash/Credit Card Pay-on-Foot**

|                        |   |
|------------------------|---|
| Touch Screen           |   |
| Proximity Card Reader  |   |
| QR Barcode Reader      |   |
| Bluetooth Reader       | 1 |
| Pinhole Camera         |   |
| VOIP Intercom          |   |
| NFC Reader             |   |
| EMV Reader by Windcave |   |

**Consumables**

- Receipt Paper
- Validation Labels

**LPR**

|                |   |
|----------------|---|
| LPR Controller | 1 |
| LPR Modules    | 6 |
| LPR Poles      | 6 |

|                                   |    |                    |
|-----------------------------------|----|--------------------|
| LPR Cameras (IRV and OV)          | 12 |                    |
| <b>PARCS Backend</b>              |    |                    |
| Cloud Environment                 | 1  |                    |
| UMOJO Gateway Set Up              | 1  |                    |
| Credit Card Gateway Set Up        | 1  |                    |
| UMOJO Licenses                    | 1  |                    |
| <b>eValidation Package</b>        | 1  |                    |
| Web validation access - unlimited |    |                    |
| <b>Network Kit</b>                | 1  |                    |
| Server Rack                       |    |                    |
| APC Battery Back Up               |    |                    |
| Network Switch                    |    |                    |
| <b>AVI Kit</b>                    | 6  |                    |
| Tagmaster XT-f UHF Readers        |    |                    |
| Tagmaster Cables                  |    |                    |
| Tagmaster Univeral Mounting       |    |                    |
| Tagmaster Power Supply            |    |                    |
| <b>2-Year Hardware Warranty</b>   |    | <b>Included</b>    |
| <b>Freight</b>                    |    | <b>\$4,887.20</b>  |
| <b>Civil Work (Estimated)</b>     |    | <b>\$38,000.00</b> |

## Centralized Call Center Operations

Republic Parking is partnering with Parker Technology to provide 24/7 call center customer service support at ACV. We have chosen a third party for several reasons:

- The qualified third party provides the services at a lower cost than if this was brought in-house
- As their core business, Parker Technology is driven to continually invest in their software and operations to ensure the services remain the highest. Call center operations hosted by a parking company are constantly competing for resources for operations the parking company does not treat as a core business.

Republic Parking is excited to partner with the industry-leading parking call center service provider Parker Technology to provide exceptional 24/7 caller center support for the TIBA X-60 PARCS at the entrances, exits, and pay-on-foot kiosks.

*At a high level, our call center will be providing the following services:*

- Customer access to live support at each touch point for the revenue control system: entrance and exit lanes and the pay-on-foot kiosk in the terminal via audio and 2-way video

- Support will be customized to ACV's operation and equipment
- Call centers are all located in North America
- Multiple language support
- Integration via API with your TIBA system

### What Our Call Center Means for the Customer

The call center extends customer service to 24/7, well past the support any onsite staff could provide.

Should the customer experience any issues entering, exiting, or paying at the pay-on-foot, they need only press the 'help' button and they will be connected to a live customer service representative via intercom and 2-way camera.

The customer service representative will be able to vend the gate remotely and can accept payment via text displayed on the color monitor if the customer does not wish to share payment information.



The service support is expedited by the customer service representatives having access to operational business rules that Republic Parking will establish with ACV as part of the set up.

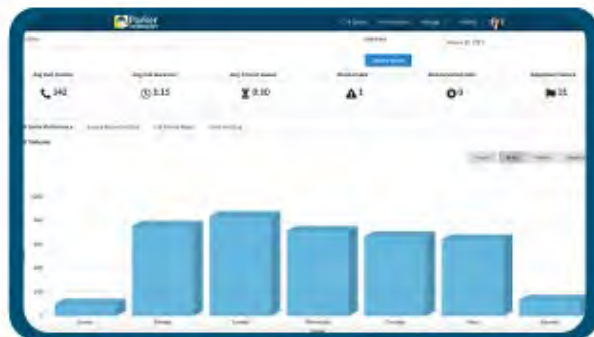
### What Our Call Center Means for ACV



More revenue will be collected through successful transactions rather than off-hour operational workarounds that sacrifice revenue for service. Parker Technology has a record of successfully accepting payments an average of 85% of the time.

Parking operation costs are reduced as labor expenses are reduce with the new parking equipment and supporting call center.

Our call center will generate data that has not existed in the past. This data will be used by Republic Parking and ACV to improve efficiency and customer experience.



Call center staff will not work in a vacuum. Customer service representatives will be in contact with Republic Parking staff to report maintenance and system issues in real time.

## Implementing Our Call Center

Within 30 days of the opening of lanes with the new equipment, Republic Parking will engage Parker Technology to finalize the set-up. This includes setting the business rules, testing connectivity and the payment processes.

As each lot comes online, call center support will be available for our customers.

## Call Center Costs

| <b>C24/7 Call Center Operations</b> | <b>Quantity</b> | <b>Price</b>             |
|-------------------------------------|-----------------|--------------------------|
| Set Up Costs                        |                 | <b>\$0.00</b>            |
| Monthly Recurring                   |                 |                          |
| Software Platform SaaS              | 7               | <b>\$90.00</b>           |
| Parker Service Call (\$2.99)        | 600             | <b>\$1,794.00</b>        |
| Over 600 calls/month                |                 | <b>\$3.99</b>            |
| TIBA API                            | 1               | <b>\$95.00</b>           |
|                                     |                 | <b><u>\$1,979.00</u></b> |

## Delivery/Installation Time

Installation of the PARCS is a complex project requiring close coordination between airport operations, TIBA’s installation team, and Republic Parking’s project team. Republic Parking has an experienced project management team as part of our Technology Department. Technology deployment is led by our Vice President, Tech Deployment, Stanley Leung.

While the process is complex, our demonstrated experience will make the process look simple from the airport’s perspective. Our success lies in time and resources invested in the planning stages. Whether the ordering of the equipment, scheduling lane acceptance testing, or testing deposit paths, Republic Parking and TIBA will provide a smooth, efficient installation experience.

Republic Parking will sign the procurement agreement upon execution of the Professional Service Agreement (PSA). Every effort will be made to reduce the delivery time. The time can vary depending on time of year and demand. This includes the possibility of ordering the equipment based on a Letter of Award. This will have to be worked out between Humboldt County and Republic Parking.

The initial delivery and installation schedule below is provided by the equipment manufacturer, TIBA. This is the starting point for discussions. We realize that the installation of the equipment is absolutely critical to the airport. For example, the schedule below suggests that it will take 37 days to set up Windcave, the credit card processing vendor. Much of these duties can be done concurrently rather than sequentially.

| ID | Task Name   | Duration       | Start              | Finish             |
|----|---|----------------|--------------------|--------------------|
| 1  | <b>Republic Parking Items</b>   |                |                    |                    |
| 2  | Receive PO/Deposit  | 1 day          | Wed 1/15/25        | Wed 1/15/25        |
| 3  | Order MAKO Firewall   | 5 days         | Wed 1/15/25        | Tue 1/21/25        |
| 4  | Confirm internet requirements   | 5 days         | Wed 1/15/25        | Tue 1/21/25        |
| 5  | Provide access information  | 5 days         | Wed 1/15/25        | Tue 1/21/25        |
| 6  | Complete TIBA Programming Questionnaire   | 5 days         | Wed 1/15/25        | Tue 1/21/25        |
| 7  | <b>Windcave set-up</b>  | <b>37 days</b> | <b>Wed 1/15/25</b> | <b>Fri 3/21/25</b> |
| 8  | Send set-up guide   | 1 day          | Wed 1/15/25        | Wed 1/15/25        |
| 9  | Windcave to send agreement  | 10 days        | Thu 1/16/25        | Wed 1/29/25        |
| 10 | ACH document signed & sent back to Windcave   | 15 days        | Thu 1/30/25        | Wed 2/19/25        |
| 11 | Send serial numbers to Windcave & Republic Parking                                  | 3 days         | Thu 2/20/25        | Mon 2/24/25        |
| 12 | Republic Parking to send Windcave MID info  | 5 days         | Tue 2/25/25        | Mon 3/3/25         |
| 13 | Republic Parking to notify TIBA on "Test Transaction" email from Windcave           | 5 days         | Tue 3/4/25         | Mon 3/10/25        |
| 14 | Republic Parking to reply test trans was verified to activation email from Windcave | 3 days         | Tue 3/11/25        | Thu 3/13/25        |
| 15 | Windcave to verify devices are activated  | 3 days         | Fri 3/14/25        | Tue 3/18/25        |
| 16 | TIBA to run test transactions in EMV devices  | 3 days         | Wed 3/19/25        | Fri 3/21/25        |
| 17 | <b>TIBA Items</b>   | <b>26 days</b> | <b>Wed 1/15/25</b> | <b>Wed 2/19/25</b> |
| 18 | Prepare & stage equipment   | 26 days        | Wed 1/15/25        | Wed 2/19/25        |
| 19 | Ship equipment to the VAR   | 5 days         | Tue 2/18/25        | Mon 2/24/25        |
| 20 | Civil work to be complete   | 14 days        | Mon 2/24/25        | Thu 3/13/25        |
| 21 | Final staging & set-up at VAR   | 5 days         | Tue 2/25/25        | Mon 3/3/25         |
| 22 | <b>Week #1 of Install</b>   | <b>5 days</b>  | <b>Mon 3/24/25</b> | <b>Fri 3/28/25</b> |
| 23 | Install new TIBA equipment  | 5 days         | Mon 3/24/25        | Fri 3/28/25        |
| 24 | <b>Week #2 of Install</b>   | <b>5 days</b>  | <b>Mon 3/31/25</b> | <b>Fri 4/4/25</b>  |
| 25 | Install new TIBA equipment  | 5 days         | Mon 3/31/25        | Fri 4/4/25         |
| 26 | Training of TIBA equipment  | 1 day          | Fri 4/4/25         | Fri 4/4/25         |
| 27 | <b>Week #3 of Install</b>   | <b>5 days</b>  | <b>Mon 4/7/25</b>  | <b>Fri 4/11/25</b> |
| 28 | Install LPR equipment   | 5 days         | Mon 4/7/25         | Fri 4/11/25        |
| 29 | Training  | 2 days         | Mon 4/14/25        | Tue 4/15/25        |
| 30 |   |                |                    |                    |
| 31 | Go Live   | 1 day          | Tue 4/15/25        | Tue 4/15/25        |
| 32 | Punch List7   | 1 day          | Tue 4/15/25        | Tue 4/15/25        |
| 33 | Additional Training if needed   | 1 day          | Tue 4/15/25        | Tue 4/15/25        |
| 34 | <b>Project Close-out Activities</b>   | <b>1 day</b>   | <b>Tue 4/15/25</b> | <b>Tue 4/15/25</b> |
| 35 | Equipment Acceptance  | 1 day          | Tue 4/15/25        | Tue 4/15/25        |
| 36 | Project Completion Form Signed  | 1 day          | Tue 4/15/25        | Tue 4/15/25        |
| 37 | Project Closed  | 1 day          | Tue 4/15/25        | Tue 4/15/25        |

## ParkNexus | Our Vision

ParkNexus is an enterprise-grade cloud-based parking management and operations platform coupled with a robust business intelligence studio. Our vision for California Redwood Coast-Humboldt County Airport is to deliver parking solutions by creating the nexus of best-of-breed parking technology solutions that are seamlessly integrated with a suite of world class management services which delivers results for the industries we serve. ParkNexus will ingest data from the PARCS, LPR, and LPI initially. Data collection will expand as additional functionality is added such as reservation systems, valet, and monthly parking. This system will be provided at no cost to the County.



## BI Studio | Real-time Data Analytics

To assist with ensuring the maximum amount of revenue is generated, we have priced our proposal to include our data analytics tool.

Today, many parking administrations struggle to effectively manage data from stand-alone reporting platforms such as mobile payments, pay stations, LPR equipment, PARCS, and digital permitting. To meet immediate reporting needs many parking organizations resort to using antiquated management tools like spreadsheets to sort, standardize, and evaluate the valuable data gathered from multiple systems and vendors.

We solve the problem of piecemeal parking data management with our unified Business Intelligence (BI) Studio data analytics capabilities.

This product will also support future growth should the airport decide to incorporate online booking, mobile payments, or monthly parking.

Dashboards for an at-a-glance overview of all operations:

Analytical dashboards allow management the ability for self-service access and drill down into data to immediately see the information that is most relevant to them and discover actionable insights. Revenue, utilization, customer behavior, results, and KPIs are just a few of our broad capabilities.

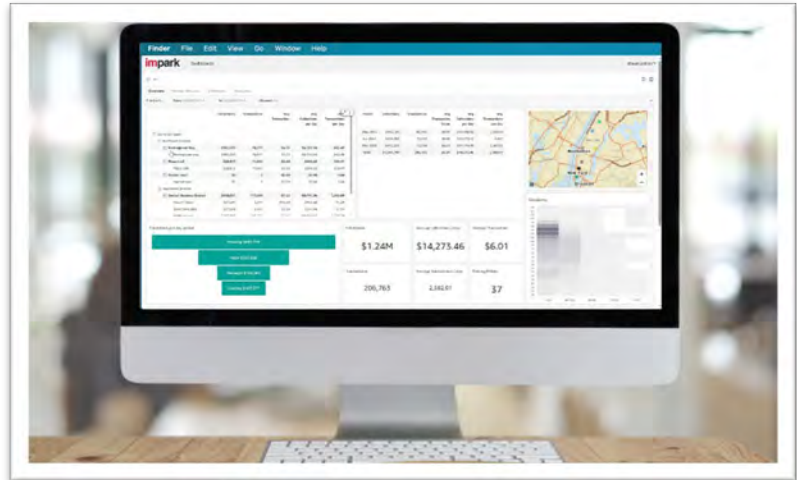
Republic Parking will provide a custom BI Studio instance exclusively for the Airport as part of our service.

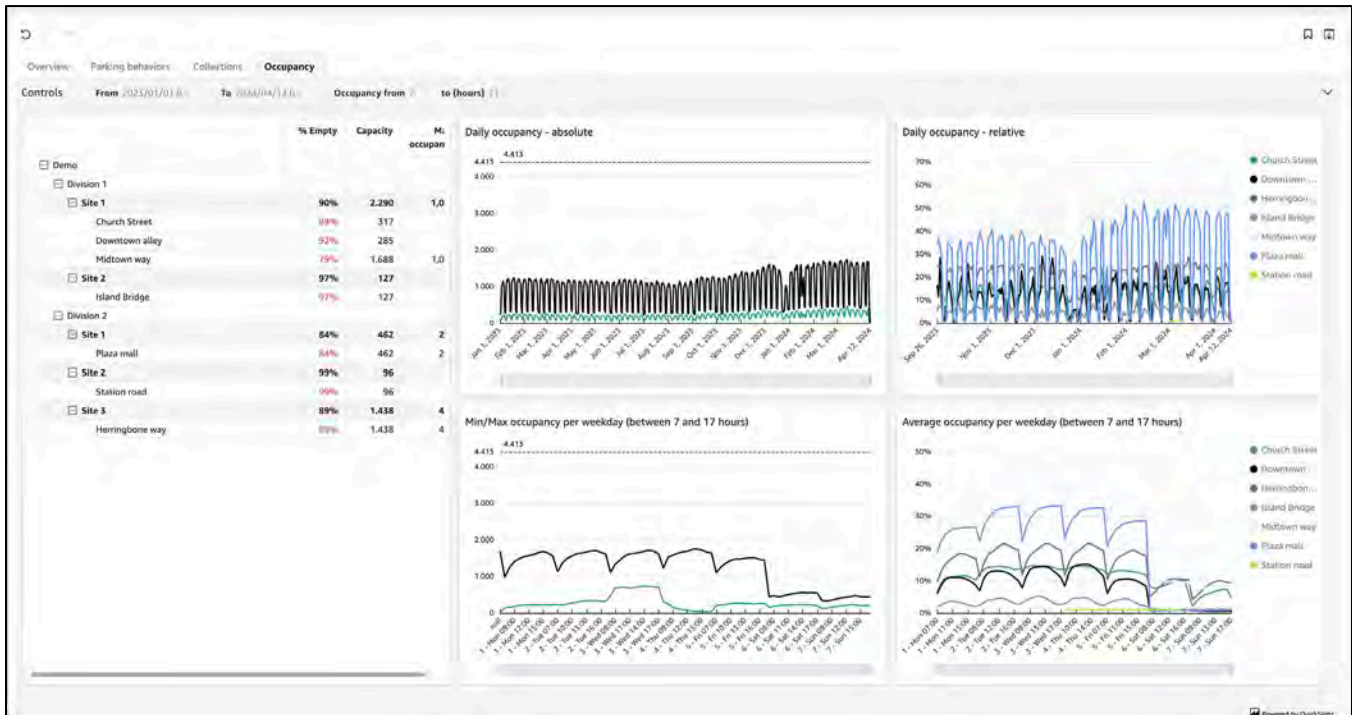
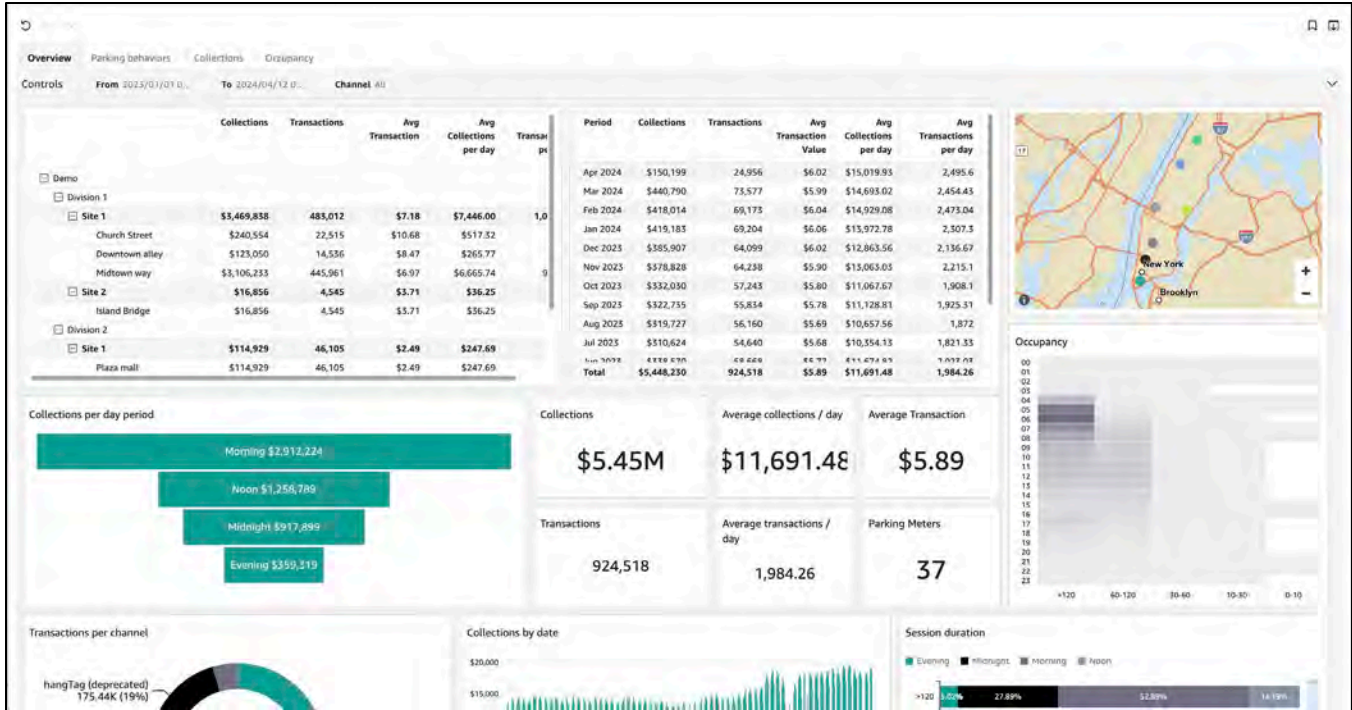
We will work with the property management to develop the custom visualizations and insights that are needed to effectively manage the parking programs. Data can be managed at an individual parking facility location with roll-ups that can be managed on a portfolio basis by custom date ranges.

As data is managed in many ways due to the revenue generation and reporting systems that it tabulates data from, the data will be in as near real-time as possible based on the various system data transfer capabilities. With access to data in a way that Stream has not had previously, we are confident that this will provide enhanced reporting and analysis that will allow us to make data-driven decisions more quickly, easily, and accurately.

This data is critical to understanding the efficacy of the parking programs and provides us with greater insights into the overall business. Reports can be generated to assist with business decisions, budgeting, statistical analysis, etc.

Our relationship with TIBA allows us to integrate PARCS data into BI Studio quickly and there will not be a charge to the County for this product.







# IMPLEMENTATION PLAN

## OVERALL ACTION PLAN

As the incumbent, ACV will be assured there will be no degradation of services between the existing contract and start of the new contract.

Our transition will consist of onsite training with the staff on the PARCS installation plan. We expect to maintain the current uniforms and equipment. This training will be completed prior to the start date of the new contract.

During the time between the Notice of Award and the start date of the new contract, we will also begin work on the Operations Manual.

Details on the plan for installing the new PARCS and deploying the call center can be found in the Technology and Equipment section below.

## STAFFING PLAN

### Pre-Installation Phase

As the incumbent, we are currently staffing in what we would define as the *Pre-Installation Phase*. We have the site manager and enforcement staff onsite seven days per week to manually collect revenue. This will continue until PARCS is installed in both lots.

Current staff will remain scheduled as-is for an additional 30 days to train customers on the new system. This training will focus on the frequent travelers.

We also expect there to be a period of fine tuning the PARCS, reporting, and call center support. The extra staff will be used as needed for the follow-up work but most of it will fall on the manager.

### Staff Schedule

| Employee                        | Sunday      | Monday      | Tuesday     | Wednesday   | Thursday    | Friday      | Saturday    |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Manager                         |             | 0700 - 1600 | 0700 - 1600 | 0700 - 1600 | 0700 - 1600 | 0700 - 1600 |             |
| Customer Service Representative | 1500 - 2330 |             |             | 1500 - 2330 | 1500 - 2330 | 1500 - 2330 | 1500 - 2330 |
| Customer Service Representative | 0700 - 1600 | 1500 - 2330 | 1500 - 2330 |             |             |             | 0700 - 1600 |

### Job Descriptions

The manager is dedicated to the location and responsible for all aspects of the operation. Key responsibilities include:

- Management of day-to-day operations to ensure proper control of the parking operations including scheduling, payroll entry, auditing, inventory/ordering, and overall supervision of personnel
- Oversight of the personnel function including hiring, promotion, disciplinary actions (including dismissal), and implementation of pay adjustments and promotions of facility personnel, as appropriate

- Coordination of the budget process and the programming tools necessary to monitor and maintain cost control
- Leadership in resolving operational, management, and customer service problems
- Direct response to requests for action from the client
- Assisting in preparation of operating reports (weekly reports, monthly statements, and reconciliations, and annual reports) to ensure timely submittal to the client
- Establishing, maintaining, and monitoring customer service principles and hospitality standards to ensure quality public relations
- Conceptualizing, developing, and implementing programs to foster staff development and employee training, improve customer relations, and enhance motivation and dedication
- Enforcement of rigid cash handling procedures, daily and monthly reporting, and management of P&L, budget, and payroll
- Other duties may include cash accounting and reporting, customer service, supervising and training personnel, payroll, and oversight and maintenance of parking equipment

The customer service representatives, currently manually collecting revenue, will transition to helping customers use the new equipment. They will float between the pay-on-foot kiosk in the terminal to the entrance and exit gates. A general job description for this staff include:

- Greet arriving and departing guests in a friendly and courteous manner.
- Maintaining courteous and professional customer service
- Assisting customers with all questions and concerns.
- Knowledgeable in all areas of the Airport and parking facilities.
- Provide assistance to customers using the new PARCS
- Immediately report any accidents, incidents or safety concerns to Manager or Supervisor.
- Assist in the maintenance and repair of parking equipment, as directed by the Manager.

## Post-Installation Phase

Upon completion of the installation and the public training period staff will be reduced to just the manager, supported by the **24/7 call center**.

The manager will perform the same duties as during the pre-installation phase.

## Staff Schedule

| Employee | Sunday  | Monday      | Tuesday     | Wednesday   | Thursday    | Friday      | Saturday |
|----------|---------|-------------|-------------|-------------|-------------|-------------|----------|
| Manager  | On-Call | 0700 - 1600 | 0700 - 1600 | 0700 - 1600 | 0700 - 1600 | 0700 - 1600 | On-Call  |

## Job Descriptions

The **manager** is dedicated to the location and responsible for all aspects of the operation. Key responsibilities include:

- Management of day-to-day operations to ensure proper control of the parking operations including scheduling, payroll entry, auditing, inventory/ordering, and overall supervision of personnel
- Perform inspection of all PARCS equipment at beginning of the shift.

- Perform a car count by lot at the beginning of the shift
- Make bank deposits for cash from the pay-on-foot kiosk.
- Oversight of the personnel function including hiring, promotion, disciplinary actions (including dismissal), and implementation of pay adjustments and promotions of facility personnel, as appropriate
- Coordination of the budget process and the programming tools necessary to monitor and maintain cost control
- Leadership in resolving operational, management, and customer service problems
- Direct response to requests for action from the client
- Assisting in preparation of operating reports (weekly reports, monthly statements, and reconciliations, and annual reports) to ensure timely submittal to the client
- Establishing, maintaining, and monitoring customer service principles and hospitality standards to ensure quality public relations
- Conceptualizing, developing, and implementing programs to foster staff development and employee training, improve customer relations, and enhance motivation and dedication
- Enforcement of rigid cash handling procedures, daily and monthly reporting, and management of P&L, budget, and payroll
- Other duties may include cash accounting and reporting, customer service, supervising and training personnel, payroll, and oversight and maintenance of parking equipment

## License Plate Inventory

With the installation of the LPR, license plate inventory will not be necessary. License plates will be captured at the entrances and removed from inventory at the exits in real-time. The manager will do a car count at the beginning of their shift and compare it to the LPR inventory.

## Staff Recruiting

As we are staffing a manager without any frontline staff, Republic Parking provides a specific recruiting department to onboard salary employees. This includes a higher level of background checks and screening. The manager is trained in several ways:

- Internal training topics such as company policy and general required training such as sexual harassment are part of the onboarding process.
- Site-specific training will be performed onsite by the regional vice president or a designated representative. This training includes equipment-specific

## OPERATIONAL POLICIES AND PROCEDURES PLAN

### Installation Phase

Transition to the new equipment will be divided between two focuses: operations and reporting/administration. Much of the two phases will be done concurrently and the 'installation' will not be complete until both phases are signed off by Republic and ACV staff.

### Equipment:

It is our intention to install the equipment in Overflow Lot first, then General Lot. We will use the Overflow Lot to test the installation plan and refine installation processes before we begin on the more heavily used General Lot.

As equipment is installed, lane acceptance and facility acceptance tests will be completed and documented. Before any lane is put into service, credit card processing will be tested and deposits will be verified. Attached is a GANTT chart with the details of the steps of the installation and estimated

## STOCK PLAN

Republic Parking has worked with TIBA to identify an inventory of PARCS supplies and parts to be kept onsite. The supplies and parts will be delivered with the equipment.

## EQUIPMENT AND/OR TECHNOLOGY ENHANCEMENT RECOMMENDATIONS

### Recommendations:

- Pre-paid parking
  - Ability for customers to buy parking in advance, revenue captured upfront
  - Guarantee availability and better inventory management
  - Utilizing QR codes/ LPR technology process can be seamless/ ticketless
    - Customers will be provided with a code to scan or registered license plate during booking. Upon arriving at the entry/ exit gate, the system will automatically vend gate.
    - If customer has exceeded time, additional payment will be displayed be at exit lane
- LPR technology
  - Ticketless entry and exit using license plates as ticket
    - Reduced lost or misplaced tickets scenarios
  - Live vehicle inventory
    - Tracked enforcement
    - Vehicle duration of stay

- Vehicles exceeding X days/ weeks/ month in lot
  - Abandoned vehicles
- Spare parts
  - Gate arms (3)
    - Reduce downtime for ordering and delivery of most common failure
    - Swappable between entry and exit lanes
  - Credit card handheld (1)
    - Back up mobile terminal if Windcave fails
  - Printer (2)
    - For receipts and physical tickets
    - Swappable between POF and PIL



## PROPOSED OPERATING BUDGET

(Same as Projected Expense Budget)

The budget below reflects the costs of staffing, supplies, PARCS maintenance, repairs, and cloud fees. The final expense, the cost of the PARCS, is reimbursed independently of the concession fees. Republic Parking will invoice ACV monthly for the cost of the equipment. The equipment is amortized over 10 years. We propose finalizing the amortization schedule during contract negotiations.

| Operating Expenses                             |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| PARCS Repairs                                  | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 6,000          |
| Accounting/Reporting                           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 1,440          |
| General & Administrative                       | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 520            |
| Insurance (GL & Umbrella)                      | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 2,982          |
| Janitorial supplies                            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 900            |
| Licenses & Permits                             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 100            |
| Payroll Expense                                | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 97,500         |
| Remote Management                              | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 23,748         |
| PARCS Warranty                                 | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 9,400          |
| Cloud Data Fees                                | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 13,674         |
| Supplies                                       | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 600            |
| Telephone & Wireless                           | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 900            |
| Tickets/Receipt Paper                          | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 1,440          |
| <b>Operating Expenses</b>                      | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 157,764</b> |
| <b>PARCS Financing (Reimbursed Separately)</b> | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 66,612</b>  |
| <b>Total Expenses</b>                          | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 224,376</b> |

# REFERENCES

## REFERENCE DATA SHEET

**REQUEST FOR PROPOSALS – RFP NO. AV2023-001**  
 PROVISION OF AIRPORT PARKING FACILITIES MANAGEMENT AGREEMENT FOR THE CALIFORNIA REDWOOD COAST-HUMBOLDT COUNTY AIRPORT (ACV)

**EXHIBIT B:**  
**REFERENCE DATA SHEET**  
 (Submit with Proposal)

**REFERENCE DATA SHEET**  
 Provide a minimum of three (3) references with name, address, contact person and telephone number whose scope of business or services is similar to those of Humboldt County (preferably in California). Previous business with the County does not qualify.

|  |  |
|--|--|
| <b>NAME OF AGENCY:</b>                         | Williston International Airport  |
| <b>STREET ADDRESS:</b>                         | 402 Airport Road   |
| <b>CITY, STATE, ZIP:</b>                       | Williston, ND 58801  |
| <b>CONTACT PERSON:</b>                         | Mr. Anthony Dudas Airport Director   |
| <b>PHONE #:</b>                                | 701.774.8594   |
| <b>EMAIL:</b>                                  | anthonyd@ci.williston.nd.us  |
| <b>FAX #:</b>                                  | NA   |
| <b>DEPARTMENT NAME:</b>                        | City of Williston, Aviation Department   |
| <b>APPROXIMATE COUNTY (Agency) Population:</b> | Williams County Supporting population of approximately 39,113  |
| <b>DESCRIPTION OF SCOPE OF WORK:</b>           | One employee (automated parking), \$1.1M in parking revenue. 450 spaces. Republic Parking installed TIBA equipment in 2019 as part of the transition to automate parking operations. |

|  |  |
|--|--|
| <b>NAME OF AGENCY:</b>                         | Lynchburg Regional Airport   |
| <b>STREET ADDRESS:</b>                         | 350 Terminal Drive, Suite 100  |
| <b>CITY, STATE, ZIP:</b>                       | Lynchburg, VA 24502  |
| <b>CONTACT PERSON:</b>                         | Mr. Cedric Simon Deputy Airport Director   |
| <b>PHONE #:</b>                                | 434.455.6088   |
| <b>EMAIL:</b>                                  | cedric.simon@lynchburgva.gov   |
| <b>FAX #:</b>                                  | NA   |
| <b>DEPARTMENT NAME:</b>                        | City of Lynchburg  |
| <b>APPROXIMATE COUNTY (Agency) Population:</b> | Campbell County Supporting population of approximately 55,270  |
| <b>DESCRIPTION OF SCOPE OF WORK:</b>           | Four employees. \$519K in parking revenue. 470 spaces. Republic Parking installed TIBA equipment in 2023as part of the transition to greater automation in parking operations. |

**REQUEST FOR PROPOSALS – RFP NO. AV2023-001**

PROVISION OF AIRPORT PARKING FACILITIES MANAGEMENT AGREEMENT FOR THE CALIFORNIA REDWOOD COAST-HUMBOLDT COUNTY AIRPORT (ACV)

|  |   |
|--|---|
| <b>NAME OF AGENCY:</b>                         | Ft. Smith Regional Airport  |
| <b>STREET ADDRESS:</b>                         | 6700 McKennon Blvd., Suite 200  |
| <b>CITY, STATE, ZIP:</b>                       | Ft. Smith, AR 72903   |
| <b>CONTACT PERSON:</b>                         | Mr. Michael Griffin Airport Director  |
| <b>PHONE #:</b>                                | 479.452.7000 Ext. 12  |
| <b>EMAIL:</b>                                  | michael@fortsmithairport.com  |
| <b>FAX #:</b>                                  | NA  |
| <b>DEPARTMENT NAME:</b>                        | City of Ft. Smith   |
| <b>APPROXIMATE COUNTY (Agency) Population:</b> | City of Ft. Smith Supporting population of approximately 40,020   |
| <b>DESCRIPTION OF SCOPE OF WORK:</b>           | Four employee. \$716K in parking revenue. 618 spaces. Republic Parking installed DataPark equipment in 2015 with a focus on automation. DataPark is a 'sister line of TIBA. |



## REQUIRED INFORMATION

|  | Williston International Airport   | Lynchburg Regional Airport   | Ft. Smith Regional Airport   |
|--|---|--|--|
| 1) The name, physical address, e-mail address and telephone number for the current contact person of each referenced client.   | Williston International Airport<br>402 Airport Rd<br>Williston, ND 58801  | Lynchburg Regional Airport<br>350 Terminal Dr, Ste 100<br>Lynchburg, VA 24502  | Ft. Smith Regional Airport<br>6700 McKennon Blvd, Ste 200<br>Ft. Smith, AR 72903   |
| 2) The dates of project commencement and completion for each referenced client.  | From 2014 to Present  | From 1990 to Present   | From 1978 to Present   |
| 3) A detailed description of how the services provided by the Proposer led to the accomplishment of each referenced client's project objectives.   | Republic Parking has installed two PARCS and financed/built the parking office in the parking lot.  | Republic Parking has procured and installed several PARCS systems over our tenure with the client.   | Republic Parking has procured and installed multiple PARCS systems over the term of our service.   |
| 4) A detailed description of the outcome of each referenced client's project.  | Our partnership with the airport has reduced the operating expenses to the lowest level possible.   | Our tenure with this client demonstrates our ability to implement the client's vision across a wide variety of challenges.   | Republic Parking has provided support for over more than 50 years to a client that has prioritize financial efficient, customer-centric operations   |
| 5) A detailed description of all work products prepared for each referenced client that are comparable to the documents that will be prepared pursuant to the terms and conditions of the final PSA resulting from this RFP process. | Detailed installation plan/schedule for PARCS Republic Parking installed.<br><br>Detailed staffing plans minimizing labor and maximizing customer service.<br><br>Financial investment in procurement/build of new PARCs and parking office | Detailed installation plan/schedule for PARCS Republic Parking installed.<br><br>Detailed staffing plans minimizing labor and maximizing customer service.<br><br>Financial investment in procurement of new PARCs | Detailed installation plan/schedule for PARCS Republic Parking installed.<br><br>Detailed staffing plans minimizing labor and maximizing customer service.<br><br>Financial investment in procurement of new PARCs |

|  | Williston International Airport  | Lynchburg Regional Airport   | Ft. Smith Regional Airport  |
|--|--|--|---|
| 6) Profiles with description of the operational plan and staffing model  | Single Lot, Self-parking, 5 lanes in, 2 lanes out, TIBA PARCS, staff of 3 (manager + 2 PT), \$519K in Revenue, 31,186 Transactions, 470 spaces | Single Lot, Self-parking, 2 lanes in/out, TIBA PARCS, staff of 1 manager, \$1.1M in Revenue, 21,957 Transactions, 450 spaces | Single Lot, Self-parking, 2 lanes in/out, TIBA PARCS, staff of 1 Manager and 4 PT, \$716K in Revenue, 40,020 Transactions, 450 spaces |
| 7) A verification that all information provided in the Reference Data Sheet is true and correct to the best of the Proposer's knowledge. | Confirmed  | Confirmed  | Confirmed   |

# EXCEPTIONS TO SPECIFICATIONS AND/OR SAMPLE AGREEMENT

Republic Parking has reviewed the RFP in detail and is willing and eager to enter into an agreement with the HCDA. In the interest of transparency, we would like to review a few items in the contract with you as we believe minor edits would benefit both parties. To this end, we respectfully request the opportunity to address these provisions upon award.

## **Maintenance**

Because RPI is a parking service provider, we propose a sentence clarifying that, while RPI shall report any known damage to the premises and assist the County in overseeing any such repair/maintenance. RPI is not providing facility inspection services, is not acting as a general contractor, and is not responsible for structural/facility repairs or maintenance or any/all costs associated with ensuring any parking facility is ADA compliant.

## **Mutual Risk Language/Waiver of Consequential Damages**

We propose that the contract include a mutual waiver of consequential damages as well as a mutual liability cap.

In addition, we propose that language be included that confirms that we will not be liable for claims or damages to the extent arising from the acts or omissions of employees, contractors for agents of the County, or third parties.

## **Termination**

Suggest adding in: RPI may terminate this Agreement if the County is in breach of a material term or condition of this Agreement and fails to cure the breach within: (i) ten (10) days for financial breach; or (ii) thirty (30) days, or such additional time as is reasonably necessary for non-financial breach, after its receipt of written notice from RPI specifying the nature of the breach. After the applicable cure period has expired, RPI may terminate this Agreement immediately without penalty and without the requirement of further notice.

## **Return of Unamortized Investment Upon Early Termination**

We propose adding the following: If this Agreement is terminated for any reason prior to the expiry of the Term, the Airport will pay Operator (without prejudice to Operator's other rights and remedies), by lump sum on or before the effective date of termination, the remaining unamortized amount of the Investment.



# PROJECTED EXPENSE BUDGET

(Same as Proposed Operating Budget)

The budget below reflects the costs of staffing, supplies, PARCS maintenance, repairs, and cloud fees. The final expense, the cost of the PARCS, is reimbursed independently of the concession fees. Republic Parking will invoice ACV monthly for the cost of the equipment. The equipment is amortized over 10 years. We propose finalizing the amortization schedule during contract negotiations.

| Operating Expenses                             |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| PARCS Repairs                                  | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 500           | \$ 6,000          |
| Accounting/Reporting                           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 1,440          |
| General & Administrative                       | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 43            | \$ 520            |
| Insurance (GL & Umbrella)                      | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 249           | \$ 2,982          |
| Janitorial supplies                            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 900            |
| Licenses & Permits                             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 8             | \$ 100            |
| Payroll Expense                                | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 8,125         | \$ 97,500         |
| Remote Management                              | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 1,979         | \$ 23,748         |
| PARCS Warranty                                 | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 783           | \$ 9,400          |
| Cloud Data Fees                                | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 1,140         | \$ 13,674         |
| Supplies                                       | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 50            | \$ 600            |
| Telephone & Wireless                           | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 75            | \$ 900            |
| Tickets/Receipt Paper                          | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 120           | \$ 1,440          |
| <b>Operating Expenses</b>                      | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 13,147</b> | <b>\$ 157,764</b> |
| <b>PARCS Financing (Reimbursed Separately)</b> | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 5,551</b>  | <b>\$ 66,612</b>  |
| <b>Total Expenses</b>                          | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 18,698</b> | <b>\$ 224,376</b> |

## **EVIDENCE OF INSURABILITY AND BUSINESS LICENSES**

Please find the requested evidence of insurability and business licenses on the following pages.



### CERTIFICATE OF LIABILITY INSURANCE

5/19/2025 DATE (MM/DD/YYYY)  
9/25/2024

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

|   |  |  |
|---|--|--|
| <b>PRODUCER</b> Lockton Companies, LLC<br>3280 Peachtree Road NE, Suite #1000<br>Atlanta GA 30305<br>(404) 460-3600 | <b>CONTACT NAME:</b><br>PHONE (A/C, No, Ext):      FAX (A/C, No):<br>E-MAIL ADDRESS: |  |
|   | <b>INSURER(S) AFFORDING COVERAGE</b> <b>NAIC #</b>                                   |  |
| <b>INSURED</b> Republic Parking Systems, LLC<br>1542829 307 7th Avenue, Suite 607<br>New York NY 10001              | <b>INSURER A :</b> Everest National Insurance Company      10120                     |  |
|   | <b>INSURER B :</b> ACE Property and Casualty Insurance Company      20699            |  |
|   | <b>INSURER C :</b> Everest Premier Insurance Company      16045                      |  |
|   | <b>INSURER D :</b> Beazley Insurance Company, Inc.      37540                        |  |
|   | <b>INSURER E :</b> Endurance American Specialty Insurance Co.      41718             |  |
| <b>INSURER F :</b>  |  |  |

**COVERAGES**      **CERTIFICATE NUMBER:** 20984589      **REVISION NUMBER:** XXXXXXXX

**THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.**

| INSR LTR    | TYPE OF INSURANCE  | ADDL INSD | SUBR WVD | POLICY NUMBER  | POLICY EFF (MM/DD/YYYY)             | POLICY EXP (MM/DD/YYYY)             | LIMITS   |
|-------------|--|-----------|----------|--|-------------------------------------|-------------------------------------|--|
| A           | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY<br><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR<br><input checked="" type="checkbox"/> SIR \$250K<br>GEN'L AGGREGATE LIMIT APPLIES PER:<br><input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC<br>OTHER: | N         | N        | RM3GL00011-241   | 10/1/2024                           | 10/1/2025                           | EACH OCCURRENCE \$ 2,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000<br>MED EXP (Any one person) \$ XXXXXXXX<br>PERSONAL & ADV INJURY \$ 1,000,000<br>GENERAL AGGREGATE \$ 4,000,000<br>PRODUCTS - COM/OP AGG \$ 4,000,000<br>\$ |
| A<br>A<br>E | <input checked="" type="checkbox"/> AUTOMOBILE LIABILITY<br><input checked="" type="checkbox"/> ANY AUTO<br><input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS<br><input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY  | N         | N        | RM3CA00011-241 (MA)<br>RM3CA00012-241 (AOS)<br>EXT30068367900                  | 10/1/2024<br>10/1/2024<br>10/1/2024 | 10/1/2025<br>10/1/2025<br>10/1/2025 | COMBINED SINGLE LIMIT (Ea accident) \$ 5,000,000<br>BODILY INJURY (Per person) \$ XXXXXXXX<br>BODILY INJURY (Per accident) \$ XXXXXXXX<br>PROPERTY DAMAGE (Per accident) \$ XXXXXXXX<br>\$ XXXXXXXX  |
| B           | <input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR<br><input type="checkbox"/> EXCESS LIAB CLAIMS-MADE<br>DED      RETENTION \$   | N         | N        | XEUG72543117004  | 10/1/2024                           | 10/1/2025                           | EACH OCCURRENCE \$ 10,000,000<br>AGGREGATE \$ 10,000,000<br>\$ XXXXXXXX  |
| C<br>C<br>C | <input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY<br><input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below  | Y/N       | N/A      | RM3WC00007-241 (MA, WI)<br>RM3WC00008-241 (FL, ME, NJ)<br>RM3WC00009-241 (AOS) | 10/1/2024<br>10/1/2024<br>10/1/2024 | 10/1/2025<br>10/1/2025<br>10/1/2025 | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER<br>E.L. EACH ACCIDENT \$ 1,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 1,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 1,000,000  |
| D           | Crime  | N         | N        | VIFFC1240701   | 5/19/2024                           | 5/19/2025                           | \$5,000,000  |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

|   |   |
|---|---|
| <b>CERTIFICATE HOLDER</b><br><br>20984589<br>Evidence of Coverage | <b>CANCELLATION</b> See Attachment<br><br>SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.<br><br>AUTHORIZED REPRESENTATIVE<br> |
|---|---|

Attachment Code: D648186 Master ID: 1542829, Certificate ID: 20984589

**Auto Physical Damage and Garagekeepers (AOS) –**

Everest Indemnity Insurance Company

10/01/2024 - 10/01/2025

APD# - RM3CA00010-241 GKLL# - RM3CA00022-241

GKLL Limit - \$1,000,000 per location on an excess basis

APD - \$50,000 deductible per unit GKLL - \$250,000 SIR per unit

**Auto Physical Damage and Garagekeepers (MA) –**

Everest Indemnity Insurance Company

10/01/2024 - 10/01/2025

APD# - RM3CA00009-241 GKLL# - RM3CA00023-241

GKLL Limit - \$1,000,000 per location on an excess basis

APD - \$50,000 deductible per unit GKLL - \$250,000 SIR per unit

**State of California  
Secretary of State**

**CERTIFICATE OF REGISTRATION**

I, ALEX PADILLA, Secretary of State of the State of California, hereby certify:

That on the **1st** day of **December, 2016**, **REPUBLIC PARKING SYSTEM, LLC**, complied with the requirements of California law in effect on that date for the purpose of registering to transact intrastate business in the State of California; and further purports to be a limited liability company organized and existing under the laws of **Tennessee** as **REPUBLIC PARKING SYSTEM, LLC** and that as of said date said limited liability company became and now is duly registered and authorized to transact intrastate business in the State of California, subject, however, to any licensing requirements otherwise imposed by the laws of this State.

**IN WITNESS WHEREOF**, I execute this certificate and affix the Great Seal of the State of California this day of December 8, 2016.



**ALEX PADILLA  
Secretary of State**

RVA



201634310066

**FILED**  
 Secretary of State  
 State of California  
 DEC 01 2016

**LLC-5 Application to Register a Foreign Limited Liability Company (LLC)**

To register in California an LLC from another state, country or other place, fill out this form, and submit for filing along with:

- A \$70 filing fee, and
- A certificate of good standing, issued within the last six (6) months by the agency where the LLC was formed.
- A separate, non-refundable \$15 service fee also must be included, if you drop off the completed form.

**Important!** LLCs in California may have to pay a minimum \$800 yearly tax to the California Franchise Tax Board. For more information, go to <https://www.ftb.ca.gov>.

Registered LLCs cannot provide in California "professional services," as defined by California Corporations Code sections 13401(a) and 13401.3.

ICC  
 This Space For Office Use Only

For questions about this form, go to [www.sos.ca.gov/business/be/filing-tips.htm](http://www.sos.ca.gov/business/be/filing-tips.htm)

**LLC Name to be used for this LLC in California**

- ① a. Republic Parking System, LLC  
 LLC Name List the LLC name you use now (exactly as listed on your certificate of good standing)
- b. Alternate Name  
 If the LLC name in item 1a does not comply with California Corporations Code section 17701.08, list an alternate name to be used in California exactly as it is to appear on the records of the California Secretary of State. The alternate name must include: LLC, L.L.C., Limited Liability Company, Limited Liability Co., Ltd. Liability Co. or Ltd. Liability Company; and may not include: bank, trust, trustee, incorporated, inc., corporation, or corp., insurer, or insurance company. For general entity name requirements and restrictions, go to [www.sos.ca.gov/business/be/name-availability.htm](http://www.sos.ca.gov/business/be/name-availability.htm).

**LLC History**

- ② a. Date your LLC was formed (MM, DD, YYYY): 06, 23, 1965
- b. State, country or other place where your LLC was formed: Tennessee
- c. Your LLC currently has powers and privileges to conduct business in the state, country or other place listed above.

**Service of Process** (List a California resident or a California registered corporate agent that agrees to be your initial agent to accept service of process in case your LLC is sued. You may list any adult who lives in California. You may not list an LLC as the agent. Do not list an address if the agent is a California registered corporate agent as the agent's address for service of process is already on file.)

- ③ a. C T Corporation System  
 Agent's Name CA
- b. Agent's Street Address (if agent is not a corporation) - Do not list a P.O. Box City (no abbreviations) State Zip

If the agent listed above has resigned or cannot be found or served after reasonable attempts, the California Secretary of State will be appointed the agent for service of process for your LLC.

**LLC Addresses**

- ④ a. 900 Haddon Avenue, Suite 333 Collingswood NJ 08108  
 Street Address of Principal Executive Office - Do not list a P.O. Box City (no abbreviations) State Zip
- b. Street Address of Principal Office in California, if any - Do not list a P.O. Box City (no abbreviations) State Zip
- c. c/o Impark Suite 300, 601 West Cordova Street Vancouver BC V6B 1G1  
 Mailing Address of Principal Executive Office, if different from 4a or 4b City (no abbreviations) State Zip

**Read and sign below:**

I am authorized to sign this document under the laws of the state, country or other place where this LLC was formed.

Stephen Richards  
 Sign here

Stephen Richards  
 Print your name here

MEMBER  
 Your business title

Make check/money order payable to: Secretary of State  
 Upon filing, we will return one (1) uncertified copy of your filed document for free, and will certify the copy upon request and payment of a \$5 certification fee.

**By Mail**  
 Secretary of State  
 Business Entities, P.O. Box 944228  
 Sacramento, CA 94244-2280

**Drop-Off**  
 Secretary of State  
 1500 11th Street, 3rd Floor  
 Sacramento, CA 95814



**STATE OF TENNESSEE**  
**Tre Hargett, Secretary of State**  
Division of Business Services  
William R. Snodgrass Tower  
312 Rosa L. Parks AVE, 6th FL  
Nashville, TN 37243-1102

**CT CORPORATION**  
2390 E CAMELBACK ROAD  
PHOENIX, AZ 85016

November 9, 2016

**Request Type: Certificate of Existence/Authorization**  
Request #: 0219849

Issuance Date: 11/09/2016  
Copies Requested: 1

**Document Receipt**

Receipt #: 002962422 Filing Fee: \$20.00  
Payment-Credit Card - State Payment Center - CC #: 3688315614 \$20.00

**Regarding: Republic Parking System, LLC**

Filing Type: Limited Liability Company - Domestic

Control #: 682

Formation/Qualification Date: 06/23/1965

Date Formed: 06/23/1965

Status: Active

Formation Locale: TENNESSEE

Duration Term: Perpetual

Inactive Date:

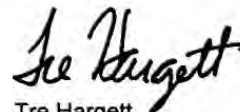
Business County:

**CERTIFICATE OF EXISTENCE**

I, Tre Hargett, Secretary of State of the State of Tennessee, do hereby certify that effective as of the issuance date noted above

**Republic Parking System, LLC**

- \* is a Limited Liability Company duly formed under the law of this State with a date of incorporation and duration as given above;
- \* has paid all fees, taxes and penalties owed to this State (as reflected in the records of the Secretary of State and the Department of Revenue) which affect the existence/authorization of the business;
- \* has filed the most recent annual report required with this office;
- \* has appointed a registered agent and registered office in this State;
- \* has not filed Articles of Dissolution or Articles of Termination. A decree of judicial dissolution has not been filed.



Tre Hargett  
Secretary of State

Processed By: Cert Web User

Verification #: 019850629

**201634310066**



I hereby certify that the foregoing  
transcript of 2 page(s)  
is a full, true and correct copy of the  
original record in the custody of the  
California Secretary of State's office.

DEC 08 2016 *JRH*

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

*Alex Padilla*

ALEX PADILLA, Secretary of State



**Secretary of State**  
**Business Programs Division**  
Business Entities, 1500 11th Street, 3rd Floor, Sacramento, CA 95814

## Welcome to California

Congratulations on the registration of your limited liability company with the California Secretary of State. Please see below for important information.

### Required Statement of Information

California law requires limited liability companies to keep their public record updated by filing a Statement of Information with the California Secretary of State.

Limited liability companies must file a complete Statement of Information (Form LLC-12) within the first 90 days of filing the Articles of Organization or Application to Register, and then every 2 years after that before the end of the month of the registration date.

Statements of Information for limited liability companies must be submitted on paper to the California Secretary of State, and can be mailed or delivered in person (drop off) to the Sacramento office. Additional information regarding Statements of Information, including forms, instructions and current fees is available at [www.sos.ca.gov/business-programs/business-entities/statements](http://www.sos.ca.gov/business-programs/business-entities/statements).

Current processing times for Statements of Information may be found at [www.sos.ca.gov/business-programs/business-entities/processing-times](http://www.sos.ca.gov/business-programs/business-entities/processing-times).

### Other Business Information and Resources

All business entities are subject to state and federal tax laws. You may wish to contact the following agencies to assist you with these issues:

- Internal Revenue Service – [www.irs.gov](http://www.irs.gov) or call (800) 829-1040 for forms and issues concerning Federal tax, employer identification numbers, subchapter S elections
- Franchise Tax Board – [www.ftb.ca.gov](http://www.ftb.ca.gov) or call (800) 852-5711 for forms and issues concerning franchise tax and state income tax requirements
- State Board of Equalization – [www.boe.ca.gov](http://www.boe.ca.gov) or call (800) 400-7115 for forms and issues concerning sales taxes or use taxes
- Employment Development Department – [www.edd.ca.gov](http://www.edd.ca.gov) or call (800) 300-5616 for forms and issues concerning employment and payroll taxes

Please refer to [www.sos.ca.gov/business-programs/business-entities/resources](http://www.sos.ca.gov/business-programs/business-entities/resources) for a list of other agencies you may need to contact to ensure proper compliance with the laws of the State of California. Please be aware that the California Secretary of State does not license limited liability companies. For licensing requirements, please contact the California city and/or county where the principal place of business is located and/or the state agency, or board with jurisdiction over the activities of the limited liability company

## SECURITY BOND

Please find a copy of our electronically executed bond on the following pages.

# Document A310™ – 2010

Conforms with The American Institute of Architects AIA Document 310

Bond Number: RP-TRAV-21-26

## Bid Bond

**CONTRACTOR:**

(Name, legal status and address)  
 Republic Parking System, LLC  
 307-7th Avenue, Suite 607  
 New York, NY 10001

**SURETY:**

(Name, legal status and principal place of business)  
 Travelers Casualty and Surety Company of America  
 One Tower Square  
 Hartford, CT 06183-6014  
 State of Inc: Connecticut

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

**OWNER:**

(Name, legal status and address)  
 County of Humboldt  
 Department of Aviation  
 3561 Boeing Avenue, Room #206A  
 McKinleyville, CA 95519

**BOND AMOUNT:** Five Thousand and 00/100 Dollars (\$5,000.00)

**PROJECT:**

(Name, location or address, and Project number, if any)


Airport Parking Facilities Management - California Redwood Coast-Humboldt County Airport (ACV) - RFP No. AV2023-001

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

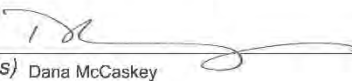
Signed and sealed this 20th day of November, 2024

  
 (Witness)

Republic Parking System, LLC  
 (Principal) \_\_\_\_\_ (Seal)

  
 (Title) David Atkin, Chief Financial Officer

Travelers Casualty and Surety Company of America  
 (Surety) \_\_\_\_\_ (Seal)

  
 (Witness) Dana McCaskey

  
 (Title) Leslie Patterson, Attorney-in-Fact



|  |  |
|--|--|
|  | <b>Travelers Casualty and Surety Company of America</b><br><b>Travelers Casualty and Surety Company</b><br><b>St. Paul Fire and Marine Insurance Company</b> |
|--|--|

**POWER OF ATTORNEY**

**KNOW ALL MEN BY THESE PRESENTS:** That Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company are corporations duly organized under the laws of the State of Connecticut (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint Leslie Patterson of Greensboro, North Carolina, their true and lawful Attorney(s)-in-Fact to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

**IN WITNESS WHEREOF,** the Companies have caused this instrument to be signed, and their corporate seals to be hereto affixed, this **21st** day of **April**, 2021.



State of Connecticut

By:   
 Robert L. Raney, Senior Vice President

City of Hartford ss.

On this the **21st** day of **April**, 2021, before me personally appeared **Robert L. Raney**, who acknowledged himself to be the Senior Vice President of each of the Companies, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of said Companies by himself as a duly authorized officer.

**IN WITNESS WHEREOF,** I hereunto set my hand and official seal.

My Commission expires the **30th** day of **June**, 2026



Anna P. Nowik, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of each of the Companies, which resolutions are now in full force and effect, reading as follows:

**RESOLVED**, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

**FURTHER RESOLVED**, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

**FURTHER RESOLVED**, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

**FURTHER RESOLVED**, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, **Kevin E. Hughes**, the undersigned, Assistant Secretary of each of the Companies, do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which remains in full force and effect.

Dated this 20th day of November, 2024.



Kevin E. Hughes, Assistant Secretary

To verify the authenticity of this Power of Attorney, please call us at 1-800-421-3880.  
 Please refer to the above-named Attorney(s)-in-Fact and the details of the bond to which this Power of Attorney is attached.

STATE OF CALIFORNIA  
DEPARTMENT OF INSURANCE

SAN FRANCISCO

Amended

Certificate of Authority

THIS IS TO CERTIFY, That, pursuant to the Insurance Code of the State of California,

Travelers Casualty and Surety Company of America

of Hartford, Connecticut, organized under the  
laws of Connecticut, subject to its Articles of Incorporation or  
other fundamental organizational documents, is hereby authorized to transact within this State,  
subject to all provisions of this Certificate, the following classes of insurance: Fire, Marine,  
Surety, Disability, Plate Glass, Liability, Workers' Compensation,  
Common Carrier Liability, Boiler and Machinery, Burglary, Credit,  
Sprinkler, Team and Vehicle, Automobile, Aircraft, and Miscellaneous  
as such classes are now or may hereafter be defined in the Insurance Laws of the State of California.

THIS CERTIFICATE is expressly conditioned upon the holder hereof now and hereafter being in  
full compliance with all, and not in violation of any, of the applicable laws and lawful requirements  
made under authority of the laws of the State of California as long as such laws or requirements are  
in effect and applicable, and as such laws and requirements now are, or may hereafter be changed  
or amended.

IN WITNESS WHEREOF, effective as of the 1st day  
of July, 1997, I have hereunto set  
my hand and caused my official seal to be affixed this 16th  
day of June, 1997.



By

Chuck Quackenbush  
Insurance Commissioner  
Victoria S. Sidbury  
Deputy

NOTICE: Qualification with the Secretary of State must be accomplished as required by the California Corporations Code



## CALIFORNIA ALL- PURPOSE CERTIFICATE OF ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of           Pennsylvania           }

County of           Philadelphia           }

On           November 20, 2024           before me,           Bianca M. Phillips          , Notary Public  
(Here insert name and title of the officer)

personally appeared           Leslie Patterson          ,  
 who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

*Bianca M. Phillips*

Commonwealth of Pennsylvania - Notary Seal  
 Bianca M. Phillips, Notary Public  
 Philadelphia County  
 My Commission Expires January 4, 2027  
 Commission Number 1343881

Notary Public Signature \_\_\_\_\_ (Notary Public Seal)  
 My Commission Expires: January 4, 2027

### ADDITIONAL OPTIONAL INFORMATION

**DESCRIPTION OF THE ATTACHED DOCUMENT**

\_\_\_\_\_  
(Title or description of attached document)

\_\_\_\_\_  
(Title or description of attached document continued)

Number of Pages        Document Date       

**CAPACITY CLAIMED BY THE SIGNER**

Individual (s)  
 Corporate Officer

\_\_\_\_\_  
(Title)

Partner(s)  
 Attorney-in-Fact  
 Trustee(s)  
 Other \_\_\_\_\_

### INSTRUCTIONS FOR COMPLETING THIS FORM

- This form complies with current California statutes regarding notary wording and, if needed, should be completed and attached to the document. Acknowledgments from other states may be completed for documents being sent to that state so long as the wording does not require the California notary to violate California notary law.*
- State and County information must be the State and County where the document signer(s) personally appeared before the notary public for acknowledgment.
  - Date of notarization must be the date that the signer(s) personally appeared which must also be the same date the acknowledgment is completed.
  - The notary public must print his or her name as it appears within his or her commission followed by a comma and then your title (notary public).
  - Print the name(s) of document signer(s) who personally appear at the time of notarization.
  - Indicate the correct singular or plural forms by crossing off incorrect forms (i.e. ~~he/she/they~~, is /are ) or circling the correct forms. Failure to correctly indicate this information may lead to rejection of document recording.
  - The notary seal impression must be clear and photographically reproducible. Impression must not cover text or lines. If seal impression smudges, re-seal if a sufficient area permits, otherwise complete a different acknowledgment form.
  - Signature of the notary public must match the signature on file with the office of the county clerk.
    - ❖ Additional information is not required but could help to ensure this acknowledgment is not misused or attached to a different document.
    - ❖ Indicate title or type of attached document, number of pages and date.
    - ❖ Indicate the capacity claimed by the signer. If the claimed capacity is a corporate officer, indicate the title (i.e. CEO, CFO, Secretary).
  - Securely attach this document to the signed document with a staple.

## CALIFORNIA ALL- PURPOSE CERTIFICATE OF ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of Texas }

County of Tarrant }

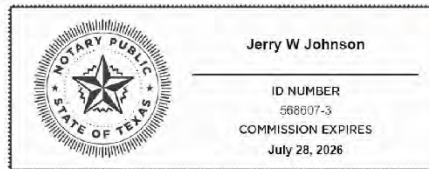
On 2nd December 2024 before me, Jerry W Johnson, Notary Public  
(Here insert name and title of the officer)

personally appeared David Atkin,  
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of ~~California~~ <sup>Texas</sup> that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

*Jerry W Johnson* Jerry W Johnson  
Notary Public, State of Texas  
Notary Public Signature



(Notary Public Seal)

Electronically signed and notarized online using the Proof platform.

### ADDITIONAL OPTIONAL INFORMATION

**DESCRIPTION OF THE ATTACHED DOCUMENT**

\_\_\_\_\_  
(Title or description of attached document)

\_\_\_\_\_  
(Title or description of attached document continued)

Number of Pages \_\_\_\_\_ Document Date \_\_\_\_\_

**CAPACITY CLAIMED BY THE SIGNER**

Individual (s)  
 Corporate Officer

\_\_\_\_\_  
(Title)

Partner(s)  
 Attorney-in-Fact  
 Trustee(s)  
 Other \_\_\_\_\_

### INSTRUCTIONS FOR COMPLETING THIS FORM

*This form complies with current California statutes regarding notary wording and, if needed, should be completed and attached to the document. Acknowledgments from other states may be completed for documents being sent to that state so long as the wording does not require the California notary to violate California notary law.*

- State and County information must be the State and County where the document signer(s) personally appeared before the notary public for acknowledgment.
- Date of notarization must be the date that the signer(s) personally appeared which must also be the same date the acknowledgment is completed.
- The notary public must print his or her name as it appears within his or her commission followed by a comma and then your title (notary public).
- Print the name(s) of document signer(s) who personally appear at the time of notarization.
- Indicate the correct singular or plural forms by crossing off incorrect forms (i.e. ~~he/she/they~~, is /are ) or circling the correct forms. Failure to correctly indicate this information may lead to rejection of document recording.
- The notary seal impression must be clear and photographically reproducible. Impression must not cover text or lines. If seal impression smudges, re-seal if a sufficient area permits, otherwise complete a different acknowledgment form.
- Signature of the notary public must match the signature on file with the office of the county clerk.
  - ❖ Additional information is not required but could help to ensure this acknowledgment is not misused or attached to a different document.
  - ❖ Indicate title or type of attached document, number of pages and date.
  - ❖ Indicate the capacity claimed by the signer. If the claimed capacity is a corporate officer, indicate the title (i.e. CEO, CFO, Secretary).
- Securely attach this document to the signed document with a staple.

## PERFORMANCE GUARANTEE

We acknowledge and agree to meet the County's requirements if Republic Parking is chosen as the Selected Proposer. Upon finalizing the Agreement, we will provide a \$500,000 performance guarantee to the County. Our performance guarantee will be issued by Travelers, an authorized surety company in the State of California, also named on the attached security bond.