



THE SAFE ZONE SOLUTION

Report to Phoenix-Talent School Board
January 15, 2024

Presented by the Safe Zone Solution Board of Directors

Harry Bernstein
Gina DuQuenne
Michael Klam
Caren Meghreblian, Ph.D.
Alex Sol
Natalie Sol

In Memory of Dylan Hockley and Anne Marie Murphy

Summary

In and around 2001, the Phoenix-Talent school board responded to the Columbine shooting by instituting a comprehensive best-practices program for school shooting safety. We believe The Safe Zone Solution, by installing bullet resistant doors and bullet-resistant window glazing, will complement these existing measures to create the safest school district in the country, and protect the lives of students and teachers in the Phoenix-Talent school district from the national epidemic of school shootings. It is our hope that this total solution becomes a template for school districts throughout the country, and that these practices be adopted through legislation and implemented in school construction building codes.

We propose one of the following three options for rolling out The Safe Zone Solution:

- Option 1:** Bullet resistant doors and bullet resistant windows on all interior and exterior doors and windows across the entire school district, or
- Option 2:** Bullet resistant interior and exterior windows district wide (phase 1), followed by bullet resistant interior and exterior doors district wide (phase two), or
- Option 3:** Bullet resistant interior and exterior doors and windows in all elementary schools across the district (phase 1), followed by doors and windows in middle and high schools across the district (phase 2).

This addition of The Safe Zone Solution to the existing best practices program will make the Phoenix-Talent school district *the first district in the nation* to provide such protection across an entire school district. It is our hope that the successful implementation of our program will serve as a model for other school districts. We believe the Safe Zone Solution is a realistic and achievable plan to finally, after so many deaths of our children, bring an end to such horrific suffering that continues to plague our nation.

Schools are sacred public institutions. The mental and social development fostered by passionate educators requires the assurance that safeguards and safety features have been provided to increase the likelihood of a safe outcome in the event of a school shooting crisis. The Safe Zone Solution is not just an insurance policy against the worst possible outcome; the most significant benefit comes from knowing the school is prepared for the best possible outcome.

What is the Present Reality?

- Currently, federal and state safety standards do not require attack resistant and forced entry bullet resistant openings as safety features on standard doors and windows made of wood, glass or metal. This puts all school districts, including Phoenix-Talent, at risk of easily breached doors and windows
- The United States has recorded 2,331 school shootings since 1970
- 20% of these have occurred between 2020 and 2022
- From 1990 to present:
 - 795 shootings
 - 1,057 injuries
 - 519 fatalities
- By decade:
 - 1900 – 1999: 184 shootings. Deadliest: Columbine High School in Littleton, Colorado
 - 2000 – 2009: 183 shootings. Deadliest: Red Lake High School in Red Lake, Minnesota
 - 2010 – 2019: 280 shootings. Deadliest: Sandy Hook Elementary School in New Town, Connecticut
 - 2020 – Present: 148 shootings. Deadliest: Robb Elementary School in Uvalde, Texas
- Since 2017, the incidence of school shootings has risen dramatically the past few years
- School shooters enter through unfortified entry points or bring weapons into schools and start shooting from inside



Sandy Hook

Columbine

Inadequate National Response to School Shootings

- To date, the response to the epidemic of school shootings by school districts, law enforcement and legislation has been inadequate
- Measures have included:
 - Increased security
 - Active shooting training for teachers and staff
 - Lockdown procedures
 - Increased mental health resources
 - Arming teachers
 - Traumatizing student lockdown drills
 - Largely unsuccessful attempts at gun control legislation
 - The implementation of panic buttons
- While these measures have contributed to improved school safety, they've had an insufficient impact in mitigating the traumatic high casualty rates of these school shootings
- Despite best efforts in police response, the possibility of tragic missteps in the most critical moments of active shooting situations will always be present, regardless of training
- Average law enforcement response time to school shootings: three to five minutes
- In one horrific and atypical case, the gunman in the Uvalde shooting spent over an hour inside the school before police intervened

Emotional and Physical Devastation Caused by Epidemic of School Shootings

- Hundreds of thousands of children and educators carry scars that last a lifetime
- Recent study by Proceedings of the National Academy of Sciences¹ documents mental health consequences of shootings, and massive increase in use of anti-depressants in surrounding communities that have experienced a school shooting
- Findings of study by National Bureau of Economic Research²:
 - School shootings increase absenteeism and grade repetition
 - High school graduation rates, college enrollment and college completion decrease among affected schools
 - Reduction in teacher and staff retention among affected schools
 - Economic costs are universal among all communities that have experienced school shooting
 - Shootings adversely impact long-term labor market outcomes including reductions in employment and lifetime earnings due to community trauma, reduced graduation rates, declining real estate values and decrease in local population, leading to an average \$115,550 reduction in present discounted value of lifetime earnings per shooting-exposed student



10 years of victims from 2012 to 2022

¹Proceedings of the National Academy of Sciences (PNAS):
<https://www.pnas.org/doi/full/10.1073/pnas.2000804117>

² NBER Working Paper Series: <http://www.nber.org/papers/w28311>

The Human Face of School Shootings

- Adam Lanza breached Sandy Hook Elementary School in 2012, killing 26 people, including twenty children between the ages of six and seven years old
- Lanza intentionally sought out kindergarten children for his first victims
- In one classroom, substitute teacher Lauren Rousseau, moved the children into a bathroom knowing the classroom door couldn't protect the children. Adam Lanza breached the door, killing all 14 children and Miss Rousseau
- In another classroom, Victoria Soto, 27, moved her first-grade students away from the door. Lanza breached the door and shot her along with six students
- The Uvalde shooter breached the classroom door by shooting the glass out of the panel and killing 19 children
- Miah Cerillo, Uvalde survivor who put blood on herself to escape death, tells her story: https://www.youtube.com/watch?v=ytL_gE0kELs
- Shooter in 2018 Santa Fe shooting (eight students & two teachers killed) successfully shot through closet door where students were hiding, singing "Another one bites the dust" between shots
- Towards the end of Period 1 classes at Saugus High School, shooter pulled a gun from his backpack and killed two, injuring five others
- Umpqua Community College shooter fatally shot an assistant professor and eight students in a classroom, and injured eight others. This was the deadliest shooting in Oregon's modern history
- On June 10, 2014, in the Reynolds High School in Troutdale, Oregon, an active shooter situation occurred during the early morning period.
 - The shooter, 15-year-old Jared Michael Padgett, armed with an AR-15, a handgun and a knife, engaged a responding officer in a gunfight before retreating inside a school bathroom where he fatally shot himself.
 - Another officer also recalls another instance where, "I heard these pops and I thought they were firecrackers, but then I saw a teacher run out bleeding. When it started, student Hannah League ducked into a classroom, where she and others huddled in an unlit corner to hide.

Such examples can be provided from each of the 436 shootings since 1999

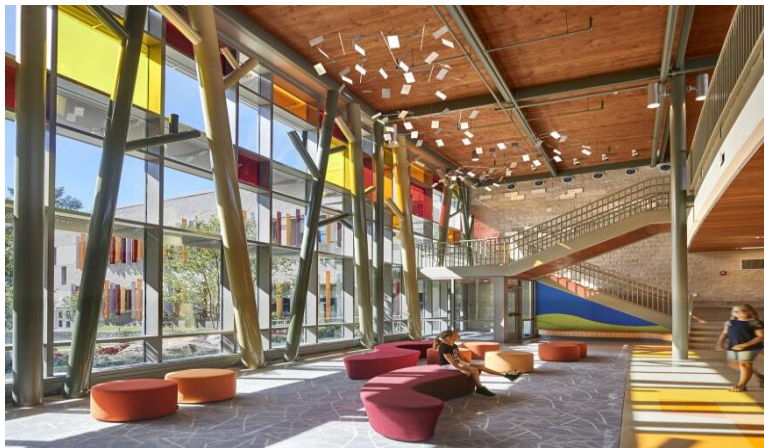
Phoenix-Talent School District Response to School Shootings

- Over the past 23 years, the Phoenix-Talent school district has proactively and consistently instituted a program of safeguards
- In 2001, the school district created the Talent Safe Schools Interagency team in response to the Columbine shootings
- Team meets quarterly with Phoenix-Talent Superintendent Brent Barry, School Resource Police Officers, mental health professionals, judges and school board officers Rick Nagel and Rebecca Weathers to evaluate and review potential threats
- Comprehensive set of safe guards developed to reduce the threat of school shootings:
 - State-of-the-art single point pre-check-in vestibule entry system for all five campuses installed by Jon McCalip, Director of Facilities and Special Projects
 - School Resource Officer (SRO) programs with cities of Phoenix and Talent
 - Cameras with constant SRO and faculty access
 - Strategic fencing thoughtfully placed for shooting prevention safety
 - All campus exterior doors remain locked during school hours
 - Proactive counseling available to all district students
 - State-of-the-art automatic single button panic lock-down on all five campuses
- On a regional level, a major interagency response to the Uvalde catastrophe was initiated by the Medford Police Department at Oakdale Middle School, involving multiple school district partners, demonstrating that such a breakdown could not happen here

What is the Safe Zone Solution?

- Complement and enhance existing Phoenix-Talent program by providing lifesaving hardware
- Turn all classrooms into safe zones
- Install bullet resistant external school doors
- Install bullet resistant internal classroom doors, making each classroom a safe zone
- All doors can be retrofitted to fit existing doors
- Fortify all external and internal windows with bullet-resistant glazing
- Utilization of A.L.E.R.T: Active Law Enforcement Technology
 - Technology developed by father of Parkland shooting victim
 - Enables police respondents to receive computerized blueprint of school on their way, allowing for police officers to identify the precise location of the shooter inside the school upon the initial 911 call
 - The software allows for communication between police and shooter(s) via speakers connected to the system to allow for dialogue with shooter
 - Software has remote detection sensors that can remotely inform staff of firearm detection on campus without alerting the shooter
 - Connection to school cameras indicate location of shooter prior to arrival

The [Sandy Hook Elementary School](#) was rebuilt and reopened in August 2016 with the goal of being the safest school in the country with proactive security measures, including window glazing and bullet-resistant internal doors throughout. The reopened Sandy Hook serves an inspiration to our efforts.



Importance of Addressing Both Doors *and* Windows

- In Grades 6 through college, shootings most commonly begin with a weapon snuck on to campus after school has begun and doors already locked
- In this scenario, exterior perimeter glazing, while important, cannot prevent the most catastrophic and fatal aspect of school shooting events
- The surprise, unexpected, attack starts from inside the school leaving students trapped and in need of immediate safety and escape routes that are impossible to obtain without such ballistic safety features as internal glazing of windows and bullet resistant doors
- Internal glazing and bullet resistant doors serve to protect students in lieu of traditional escape routes
- The thoughtful and strategic installation of glazing inside the campus creates multiple safe zones that would not otherwise been afforded were it not for the glazing and bullet resistant doors
- The Safe Zone Solution dramatically reduces the scope of death, horrific injuries and trauma resulting from these tragedies. The Safe Zone Solution's comprehensive approach to internal and external glazing affords students and teachers the critical safety features needed by students and faculty in a shooting crisis
- Examples of incidents that illustrate these points
 - Santa Fe shooting:
 - Shooting started from inside the school
 - With a weapon brought onto the school
 - Shooter shot through an industrial closet door where children were hiding
 - Exterior window glazing alone wouldn't have been sufficient
 - Shooter breached another classroom by shooting through a glass wall panel, gaining entry inside the classroom
 - Parkland Florida shooting:
 - Shooting Nikolas Cruz initially killed three students in hallway, then fired through windows of four closed classroom doors, killing 6 and wounding another 13
 - Classrooms lacked "hard corners", enabling shooter to peer through door windows

Economic Cost/Benefit of Safe Zone Solution

- School shootings result in huge costs from lawsuits
 - Parkland city and state lawsuit payouts: \$156,000,000
 - Uvalde lawsuit, resulting from abject failure in police response, set to surpass historic \$600,000,000, this in addition to the demolition and rebuilding costs mounting to \$65,000,000
- Collateral damage:
 - Property values decrease dramatically after a shooting
 - Teachers are leaving the profession
 - Dramatic decline in teacher retention rate
 - Parents are choosing homeschooling
 - Schools that have experienced shootings demolished & need to be rebuilt

Versus cost of Safe Zone Solution:

- Bid for glazing all interior and exterior windows and glass panels districtwide for the highest available level of protection:
\$6,043,414³
- Estimate for installing bullet resistant doors, interior and exterior, districtwide:
1,438,625⁴
- One-time investment
- No recurring costs

³ Based on bid from CoolVu (<https://www.coolvu.com>)

⁴ Based on preliminary numbers from Bullet Guard (<https://bulletguard.com>)

Funding Options and Strategies

- The Safe Zone Solution will seek Federal grants that are ear marked for school safety initiatives, with a special focus upon school shootings, such as
 - Sandy Hook Promise Action Fund
 - Greenlight Grant Initiative, Matthew McConaughey’s foundation to help school districts access federal funds earmarked for school safety
- We will also seek support from private sources. These efforts will be enhanced by public relations initiatives
 - The Safe Zone Solution has entered into an agreement with director Tony Kaye, formalized by a signed Letter of Intent, to produce a film documenting the Safe Zone Solution’s efforts. Tony Kaye is director of numerous films, including critically acclaimed *American History X* and *Lake of Fire*, an award-winning documentary about abortion
- The Safe Zone Solution is in contact with Senators Ron Wyden’s and Jeff Merkley’s offices to discuss a collaboration in seeking federal funds earmarked for school safety initiatives, with a special focus upon school shootings

Results of Walk-Through

- On December 19 and 20, 2023, Alex Sol of The Safe Zone Solution; Lucas and Kacey Maldonado, executives of CoolVu Glass and Surface Solutions; Rick Nagel, PTSD School Board Member and Matt Spurlock, Facility and Maintenance of Phoenix-Talent School District, conducted a walk-through of all five Phoenix-Talent school district campuses as well as the District Office⁵
- During the walk-through, CoolVu Glass and Surface Solutions measured all exterior and interior glass. The results are attached to this report in the appendices.
- In summary, the final cost of glazing for the highest available level of protection is estimated at \$6,043,414
 - Phoenix High School: \$1,872,750
 - Phoenix Elementary School: \$717,640
 - Talent Elementary School: \$591,866
 - Talent Middle School: \$2,003,355
 - Orchard Hill: \$532,470
 - District Office: \$264,040
- The school facility maps, furnished by Jon McCulip, Director of Facilities and Planning, were reviewed to determine the door count and internal glazing requirements of the safe zone solution
- Observations from campus walk-through:
 - The walk-through of the campuses exposed the need for bullet-resistant doors and internal and external window glazing as viable and realistic solutions for school shooting safety
 - The walk-through made clear that schools are not designed and built to address school safety from school shootings in the same way that they are for fire, hurricanes and tornadoes, the protection against which are required in current school building codes
 - This deficiency in the Emergency Safety Hazard Standards Legislation results in school building and design dynamics that put students and teachers in vulnerable life and death situations when faced with a school shooter
 - While the use of panic buttons located in classrooms that are designed to instantly lock down the classroom can help, the lack of glazed windows and bullet resistant doors leave those inside classrooms still vulnerable. Those unfortunate to find themselves *outside* the class rooms have no recourse but to hide behind

⁵ See appendix for complete report

glass walls and panels, or to barricade themselves in closets, bathrooms, or utility closets, all which afford inadequate protection as clearly indicated by the death count in school shootings⁶

- The deficiencies identified by the walk-through illustrate how current school design dynamics favor the shooter
- The lack of interior and exterior glazing and bullet resistant doors is akin to placing electrical wires near water, a hazard forbidden by fire safety requirements
- Shootings are occurring at accelerating rates because shooters know the schools' vulnerabilities; shooters can inflict the maximum amount of damage in the shortest amount of time with the least amount of resistance
- This catastrophic dynamic can be reversed with glazing and bullet-resistant doors, putting students and teachers in a position of strength

⁶ https://en.wikipedia.org/wiki/Virginia_Tech_shooting#Attacks

What is the Safe Zone Solution Advantage?

- The Safe Zone Solution offers the only holistic solution to school shootings
- We serve as the liaison with the companies installing the hardware
- The Safe Zone Solution is a non-profit 510(c)3
- Eliminates the traumatizing aspect of shooting drills
- Free to the Phoenix-Talent schools through grants acquired by The Safe Zone Solution
- Bullet resistant doors and glazed windows are maintenance free
- A solution that allows for windows that let in natural light will forestall efforts to fortify schools by minimizing use of windows
- Encourage the presence of windows
- Last for the life of the school
- The Safe Zone Solution offers peace of mind to parents

The Safe Zone Board of Directors

Harry Bernstein has had a career in various forms of media over the past 35 years. In the 1980s and 1990s he served as Vice President of Film Acquisitions at Showtime Networks; was Vice President of Entertainment for Starwave, Paul Allen's multimedia company, where he developed CD-ROMs with Clint Eastwood, Peter Gabriel, Sting and Johnny Carson. In 2000 Bernstein served as Vice President of Business Development for Reel.com, where he developed the business model for the sale and rentals of DVDs and videos over the internet. In 2002 he formed a production company, Full Plate Media, where he produced culinary programming for PBS with multiple chefs, including Jacques Pépin, José Andrés, Lydia Bastianich, Thomas Keller and Rick Bayless. In 2021 Bernstein produced and curated a 4-day festival of jazz and improvised music in San Francisco, and have hosted house concerts in his Berkeley home for the past 20 years. In addition to serving on the board of directors for The Safe Zone Solution, he serves on the Board of Directors for Other Minds. Bernstein holds a BA, MA and D.Phil. from the University of California, Los Angeles.

Gina DuQuenne has been in the hotel business for most of her career working with Hilton Hotels in the capacity as Sales Director and Director of Food and Beverage. Before moving to Ashland Gina was the owner of Absolute Elegance, a wedding and event business that has been featured on MTV and Platinum Weddings. She is a longtime advocate for the people, a native of Los Angeles, California and a seventeen-year resident of Ashland, Oregon. Since living in Ashland Gina has served on many boards, including Children Advocacy Center, Addiction Recovery Center, and the Ashland Rotary. Gina is the President and Founder of Southern Oregon Pride and at present a Councilor for the City of Ashland.

Michael Klam has traveled the world extensively. After earning a Master of Science degree in Biogeography from Saarland University in his native Germany, he received a scholarship from Miyagi Prefecture and researched on Vegetation Ecology and Environmental Conservation at Tohoku University in Sendai/Japan. In Tokyo he was a Language Teacher for the Goethe-Institut, Germany's official cultural center, and for Berlitz Japan. As a Project Engineer in South Korea for TÜV Rheinland, one of the world's leading independent providers of technical services for safety testing and inspection, he established the company's local Environment and Energy Technology business unit, conducted facility inspections and emission measurements and consulted local government authorities, companies and non-governmental organizations. In 2003 he moved to the Rogue Valley and currently works as a Technical Planner for a solar company. As a father of two children attending schools in Ashland, he has a personal interest in school safety.

Caren Meghreblian has devoted her career for the last 40 years to higher education. Prior to her current roles as an officer of the board of trustees of The American University of Armenia and a board member of the San Francisco-based non-profit organization Other Minds, Dr. Meghreblian served for 18 years as the dean of academic affairs at The Art Institute of California—San Francisco and has held teaching and

librarian positions at The Getty Center for the Arts and Humanities, Loyola Marymount University and The Art Institute of Seattle. She earned a Bachelor of Arts degree in Art History from The University of California, Santa Barbara, a Masters in Library and Information Science, a Master of Arts in Latin American Studies and a PhD in History from the University of California, Los Angeles.

Alex Sol attended The Lee Strasberg theater and film academy on a full acting scholarship. Sol served as Artistic Director of the Dream House Theatre Ensemble from 2004 to 2014. Notable directorial productions include the world premiere of *Galatea*, which received critical success; *Orpheus Descending* by Tennessee Williams and Arthur Miller's *All my Sons*. Film and television acting credits include *American History X* as well as guest starring performances in *House, It's always Sunny in Philadelphia, CSI New York*, and countless others. He also acted in over 75 national television commercials. In 1994 Alex was a survivor and victim of a shooting. In response to the tragic events at Sandy Hook elementary school, on December 14, 2012 Alex founded Enough is Enough Media, producing and directing a documentary *An Absolute Right?* In 2023 Sol founded The School Safe Zone Solution along with his wife Natalie, without whom none of this would be possible.

Natalie Sol graduated from Georgia State University with a BA in communication. She has worked in management and sales in the hospitality and healthcare industries. In 2023, she co-founded The Safe Zone Solution with her husband Alex Sol and now serves as Secretary on its Board of Directors.

Appendices

Bid presented to Safe Zone Solution by CoolVu Glass and Surface Solutions to cover window glazing of all schools in the Phoenix-Talent school district

Bid presented to Safe Zone Solution by Bullet Guard for level five wood core bullet resistant doors

Signed Letter of Intent with director Tony Kaye to produce a documentary about The Safe Zone Solution initiative

Bid presented to Safe Zone Solution by CoolVu Glass and Surface Solutions to cover window glazing of all schools in the Phoenix-Talent school district

My name is **Lucas Maldonado**, I have 15+ years of experience in window tinting and my family has been in the industry since the 60's. My team and I have extensive knowledge in Security Film, Window Film, Defenselite and Bulletshield Products.

Phoenix High School

<https://app.tintwiz.com/web/proposals/1893292548/panwcdbnugg9ivhkqkl49xgfurqar66?sid=1189323757>

Phoenix Elementary School

<https://app.tintwiz.com/web/proposals/1893292548/jj5p64othhocl45dtkfrv21y1tnyddzx?sid=451782366>

Talent Elementary school

<https://app.tintwiz.com/web/proposals/1893292548/9ylskcsw02jyv0mf7sexwmpnpza8xg5h?sid=1055893907>

Talent Middle School

<https://app.tintwiz.com/web/proposals/1893292548/9ofjqell5ueang7mrxsqpm8lccykyina?sid=1391045956>

Orchard Hill

<https://app.tintwiz.com/web/proposals/1893292548/yoyap9d4qvs1rxxvap kai3y7tjvvzrkr?sid=1995165753>

District Office office

<https://app.tintwiz.com/web/proposals/1893292548/ci61zgogllvfxtoqvnyut0awvadk9pi4>

Proposal Number: #4166

Project: The Safe Zone Solution - Phoenix Talent School District

Date: 1/15/2024 Expires: 60 days

PROJECT PROPOSAL: The Safe Zone Solution - Phoenix Talent School District

Customer: The Safe Zone Solution
Street: 761 Salishan Court
City: Ashland
State: OR
Zip: 97520
Country: United States

Ship to Company: The Safe Zone Solution
Ship to Street: 761 Salishan Court
Ship to City: Ashland
Ship to State: OR
Ship to Zip: 97520
Country: United States

OUR PROVEN PROCESS



OUR GUIDING PRINCIPLES

Customer Experience – We deliver an outstanding customer experience on every project.

Customization – We solve security problems and provide innovative, customized solutions.

Speed – We deliver bulletproof barrier systems in as little as four weeks using state of the art equipment and highly-trained craftsmen.

Montana Reagan
Jr. Sales Account Manager
P: 517 334 0870
E: mreagan@bulletguardmail.com

Trevor Smith
Business Unit Leader
P: 517-489-2104
E: tsmith@bulletguardmail.com



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SUMMARY: SCOPE OF WORK

During our initial conversations, we have determined that the main objectives of this project are:

Ballistic Solid Wood Core Doors

Furnish and install (200) UL Level 5: 3/0 x 7/0 x 1-3/4" - offset vertical rectangle view window wood core doors with prime painted hollow metal knockdown frames. View lite to be BG 005 GCNP (all-glass no poly).

Door hardware includes: Lockset - Schlage ND-80BD; Hinge - Select SL11HD95; Closer - LSDA DC914BC w/ Drop Plate; Strike - 4-7/8" ANSI.

Project Includes: Submittal Drawings, Product Samples, Test Reports, Data and Product Sheets, Crate and Freight. (5) separate Field Measures, (5) separate Installations.

****Assumptions:** This is a budgetary proposal for Alex Sol and Safe Zone Solutions to present to the Phoenix Talent School District. This proposal is subject to change at any time where Bullet Guard sees fit and actual quotation will vary based on field measurements and verification. The total price reflects most accurately current pricing and materials to furnish and install (200) doors in (5) separate locations for the Phoenix Talent School District.

Exclusion: Price does not include Demolition (assuming school district will want to sell or keep existing doors, Bullet Guard will have no use for these doors).

Total Due does NOT include Sales Tax, if applicable.

Note: This Quote Shall Remain In Effect for (60) Days, Bullet Guard Reserves The Right To Review and Update All Pricing Associated with this Quote to Reflect Current Market Conditions Prior To NTP, LOI, and Bullet Guard Fabrication Process.

Proposal Number: #4166

Project: The Safe Zone Solution - Phoenix Talent School DistrictDate: 1/15/2024 Expires: 60 days

PROPOSAL SUMMARY

Acknowledgment of acceptance on Customer Acceptance Form means that prices, specification and conditions listed are satisfactory and hereby accepted. Options and alternatives accepted or declined will be added or removed from scope as indicated. Payment terms are fixed as provided in the quote. In the event of conflicts or discrepancies among the contract documents, interpretations will give priority to the Bullet Guard Approval Drawings over the proposal, or any other document included with the agreement. This quote shall remain in effect for 60 days from date created. Customer is responsible for payment of state taxes.

Subtotal: \$1,438,625.00

Tax:

Total Due: \$1,438,625.00

Payment Terms: 50% Down/Bal. Due Prior to Install

QUALIFICATIONS AND EXCLUSIONS

- Structural calculations not included.
- Testing for ballistics only. A fully tested assembly unit is not rated for air or water leakage, wind debris, forced entry, fire suppression and/or thermally broken characteristics.
- Standard anodized selections limited to clear satin and dark bronze. Other options may be requested at an extra charge.
- Proposal does not include installation unless noted. Customer responsible for their own material take-offs.
- Warranty is from 1-year of ship date or installation (if noted). For all orders where Bullet Guard furnishes material only, warranty covers cost of replacement material only.
- 30% restocking fee for Bullet Guard approved returns. No returns on custom made items (i.e. doors, windows and/or systems).
- Bullet Guard will not pay for liquidated damages for failure to meet customer's delivery or construction schedules.
- In the event of conflicts or discrepancies among specifications and plans, Bullet Guards' proposal document serves as the defining document.
- Paint, anodized & veneers finishes not included in the above scope are subject to price review and/or change order.



Proposal Number: #4166

Project: The Safe Zone Solution - Phoenix Talent School District

Date: 1/15/2024 Expires: 60 days

CUSTOMER ACCEPTANCE FORM

Signature of purchaser below represents Purchaser personally (a) has read, understands, and agrees with the terms herein, (b) is holding him or herself out to be authorized to bind his or her company or organization to the terms herein, (c) and that his or her company or organization is of sound financial standing so has to accommodate specifically the payment terms herein expressed.

Signature: _____

Printed Name: _____

Title: _____

Company: _____

Date: _____

Required Date: _____

Contact Phone: _____

Contact Email: _____

Purchase Order Number: _____

SUM: \$1,438,625.00 * **DOES NOT INCLUDES SALES TAX UNLESSS SPECIFIED**

Tax Exempt: Yes / No (if yes, attach copy of Tax Exempt Certificate)

Payment Terms: 50% Down/Bal. Due Prior to Install

AP Name: _____

AP Phone: _____

AP Email: _____

Bill to Name: The Safe Zone Solution _____

Bill to Address: 761 Salishan Court _____

Bill to City: Ashland _____

Bill to State: OR _____

Bill to Zip: 97520 _____



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Project: The Safe Zone Solution - Phoenix Talent School District

Date: 1/15/2024 Expires: 60 days

Bill to Country: United States

Proposal Number: #4166

Project: The Safe Zone Solution - Phoenix Talent School DistrictDate: 1/15/2024 Expires: 60 days

SALES TERMS AND CONDITIONS

Terms contrary or inconsistent with those stated herein which may appear on a purchaser's purchase order will not be binding. Typographical and clerical errors are subject to correction. All orders are subject to final acceptance by the seller.

1. **PRICES:** Market fluctuations and price discrepancies make it necessary for us to reserve the right to adjust prices without notice. All prices are in U.S. Dollars and must be paid in U.S. Dollars.
2. **ORDERS:** Orders, Contracts are considered FINAL upon receipt of a signed proposal, or full payment.
3. **CANCELLATIONS:** Any Order canceled after receipt of a deposit and no work has been performed will be subject to a \$250.00 administrative fee. For all other Orders canceled, the customer will be responsible for the work performed up to the date of cancellation including all special-order material.
4. **PAYMENT:** Net 30 Days for established Credit Accounts from the date of invoice. For first time customers or where the purchaser has not established adequate credit, shipments will be made on a prepaid basis only. Advance deposits may be required on special order or unusually large purchases. BG reserves the right to withhold deliveries on delinquent accounts and to curtail further purchases without prior notice. If Bullet Guard proceeds with collection of amounts past due by Customer by law or through an attorney or under the advice thereof, the undersigned agrees to pay all of Bullet Guards' costs of collection.
5. **CREDIT CARDS:** We accept Visa, MasterCard, Discover and American Express. A convenience fee of 3.99% is applied to credit card payments and is due at time of payment.
6. **CHECKS:** Projects paid by check must clear the bank prior to shipment. Returned checks will be assessed a service charge of \$35.00 and payment must be made via wire transfer or cashier's check within 7 seven days or be placed in collection.
7. **QUOTATIONS:** All quotes are valid for 60 days from date of quotation unless otherwise stated. BG reserves the right to correct any typographical errors in pricing, descriptions, and terms. For International Quotes, prices do not include Duties, Customs, Broker or Banking Fees.
8. **INTERNATIONAL ORDERS:** BG will gladly accept any order outside of the U.S.A. and Canada. The only accepted form of payment for an international order is Wire Transfer. Please place your Order, and, we will email you the Order Amount Total including all Fees and Wire Transfer information. Your order will be shipped as soon as the funds are received.
9. **TAXES:** Taxes are additional. BG collects taxes on orders from customers in California. If you are tax exempt in this state please submit a tax exempt certificate to BG to ensure your account is setup as such. All applicable taxes will be charged for points of delivery if a tax exemption form is not on file. No refunds will be issued should sales tax be assessed and collected due to not having a form on file. If taxes were not collected and tax liability is later determined by a governmental taxing agency, the purchaser agrees to reimburse all taxes paid plus applicable penalties and interest.
10. **SHIPPING:** All orders are subject to Freight Charges. All orders are FOB Shipping Point except as agreed in writing. BG does our best to get you the best Freight Rate available and ship to the closest location to the customer. Freight charges will be prepaid or added to invoices for open accounts. Separate freight charges may apply if your order contains items shipping from multiple locations. Additional charges may be assessed for other special charges not communicated prior to shipping (i.e. lift-gate, 24hr notice, re-consignment fees, etc.) BG retains a security interest in each shipment of product until that shipment is paid in full.
11. **SHIPPING CLAIMS:** The customer is responsible for inspection of received goods on the date of delivery. Claims for short shipment or damaged goods must be noted on the Bill of Lading at the time of delivery. If goods are damaged pictures must be taken of all damaged material, including crate and sent to BG. BG should be contacted immediately. BG assumes no responsibility for delays in shipping. Claims for inaccurate order filing or concealed damage must be made in writing within 5 days of material receipt.
12. **SPECIAL ORDERS:** Items that are non-stocked, custom ordered and/or fabricated just for you are non-cancellable and non-returnable for any reason. Items ordered in unusually large quantities are also non-cancellable and non-returnable.
13. **RETURNED GOODS:** Returns or exchanges are relative to product condition and warranty. Approval for returning any item must have a Return Merchandise Authorization number (RMA Number) prior to return. Returns must be in new and unused condition in original packaging. Discontinued, shop and weather worn, and unboxed items are excluded and will not be eligible for credit. Returns must be shipped prepaid. Returns are subject to a restocking fee of 30% depending upon the item and reason for return. Credits for returned goods will be issued less applicable handling and restocking charges. No returns after 30 days. Important – Items shipped without an RMA number will not be considered for credit.
14. **CLEANING:** The customer is responsible to clean glazing products with the correct cleansers. It is the customers' responsibility to review and understand the cleaning directions completely prior to first unsupervised cleaning. It is the customer's responsibility to share the cleaning information with the correct channels to mitigate any damages. The customers will utilize the provided cleaning materials from BG, and/or approved alternates from cleaning

Proposal Number: #4166

Project: The Safe Zone Solution - Phoenix Talent School District

Date: 1/15/2024 Expires: 60 days

directions ONLY.

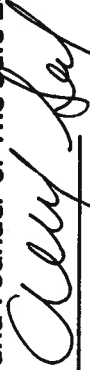
15. **MANUFACTURERS WARRANTY:** BG commits to being an advocate for the customer on all warranty issues. Our staff will work to resolve warranty issues in a timely and satisfactory manner. Purchaser shall not be entitled to recover from BG any consequential damages, liquidated damages to property, damages for loss of use, loss of time, loss of profits or income, or any other incidental damages.

LETTER OF INTENT

January 6, 2024

This letter sets forth the mutual intention by Tony Kaye and The Safe Zone Solution (SZS) to produce a film documenting SZS's advocacy and efforts to forestall the deadly effects of school shootings via the implementation of bullet resistant security doors and glazed windows. The documentary will follow CZS's approach to community leaders, school boards and legislators as it strives to fulfill its mission to help end the daily scourge of school shootings.

Alex Sol
President and Founder of The Safe Zone Solution

Signed: 

Date: 1/15/2024

Tony Kaye

Signed: 

Date: 8th
JANUARY
2024