



# Indoor Shooting Range

City of Longview  
partnership with Firing  
Range Services

# Firing Range Services

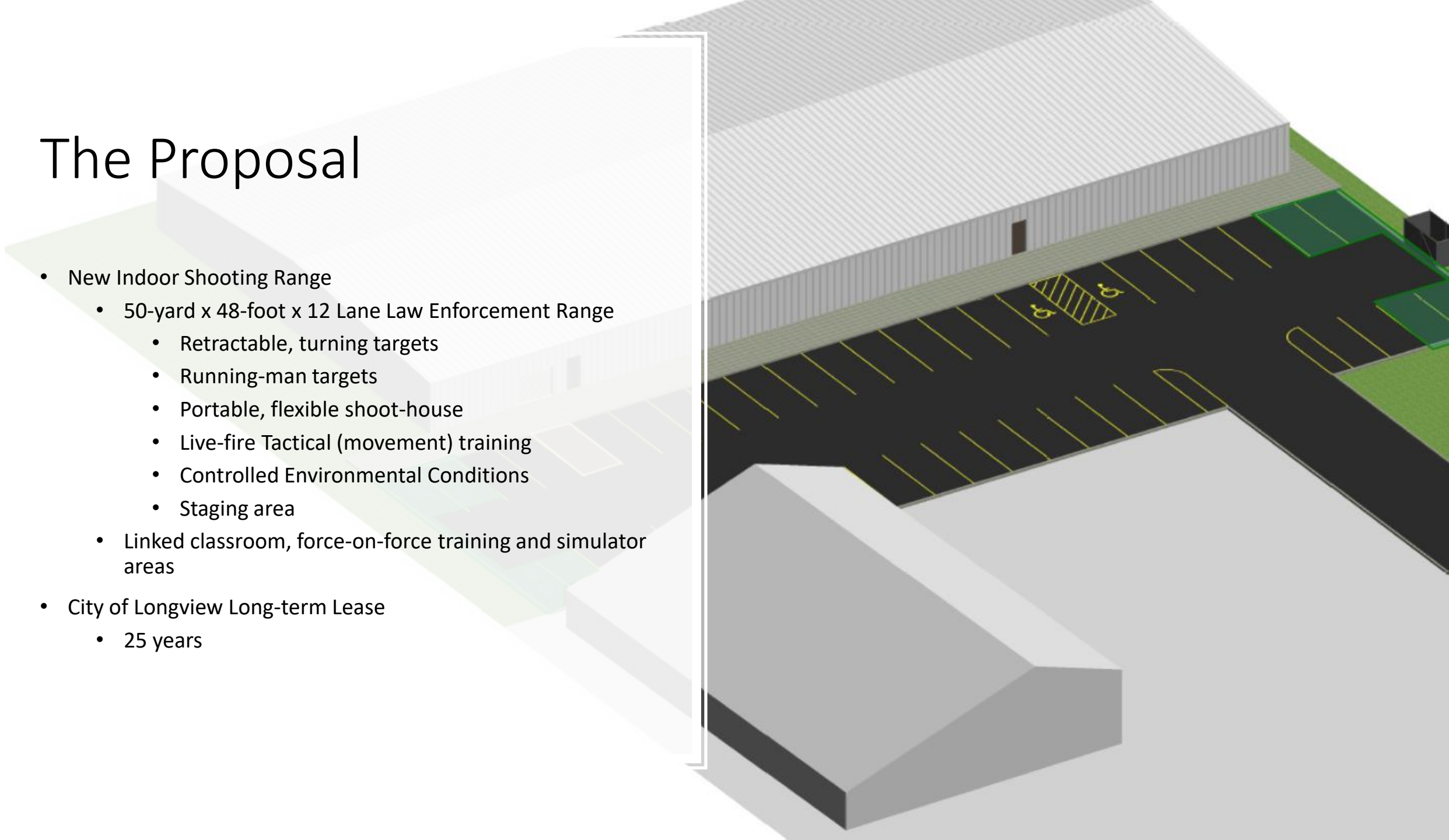
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North America's top indoor range  
service company –  
headquartered right here in the  
City of Longview.

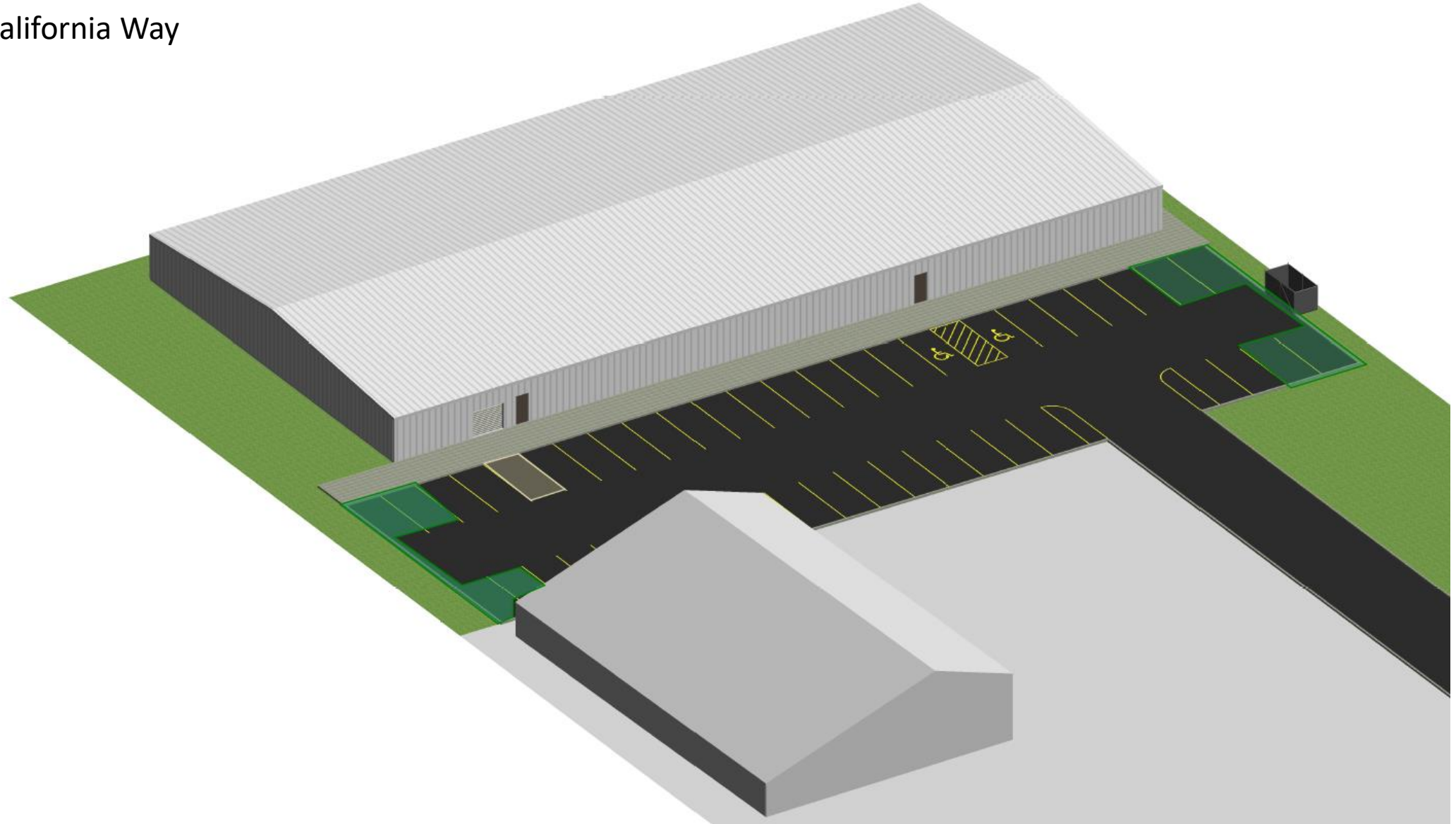


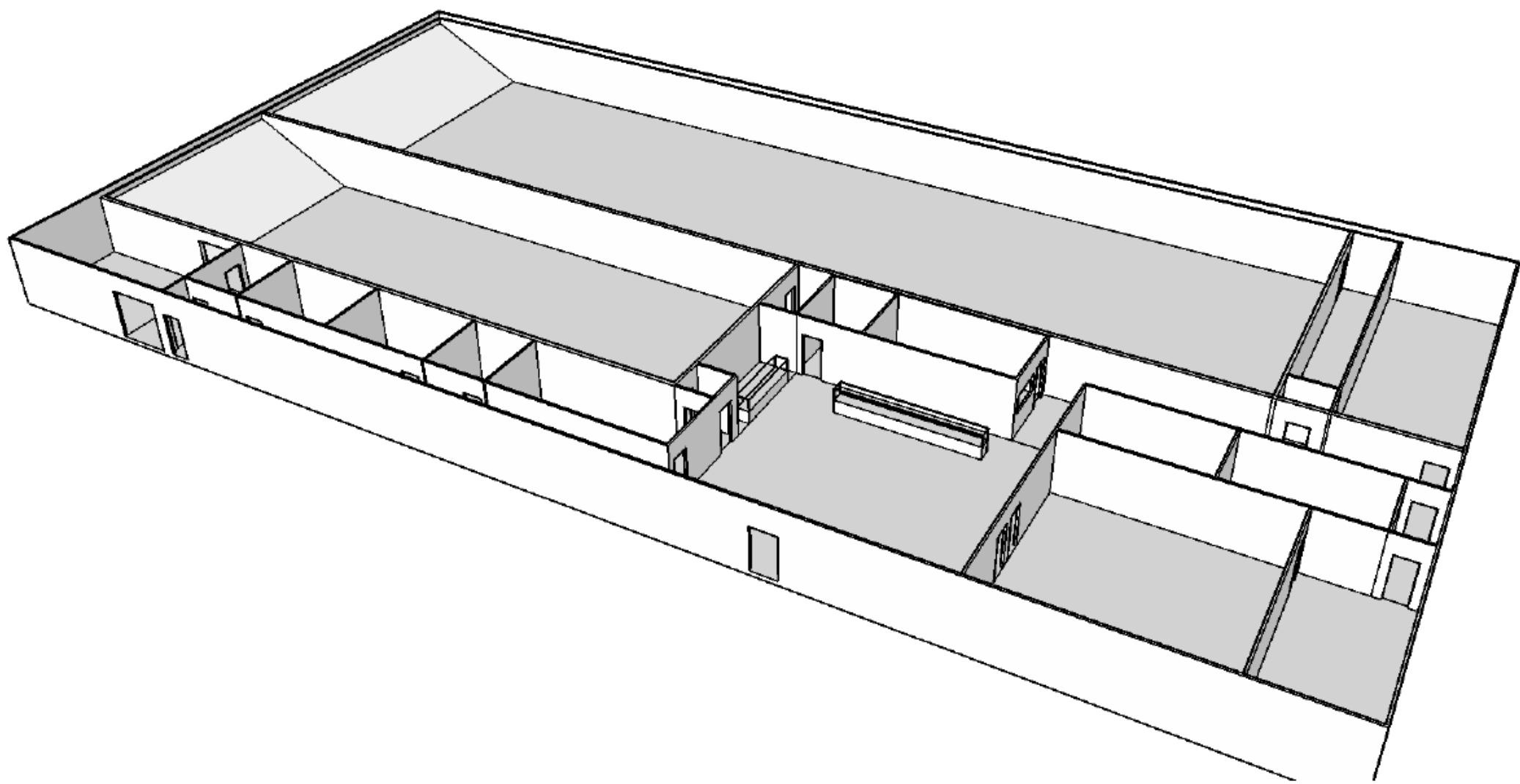
# The Proposal

- New Indoor Shooting Range
  - 50-yard x 48-foot x 12 Lane Law Enforcement Range
    - Retractable, turning targets
    - Running-man targets
    - Portable, flexible shoot-house
    - Live-fire Tactical (movement) training
    - Controlled Environmental Conditions
    - Staging area
  - Linked classroom, force-on-force training and simulator areas
- City of Longview Long-term Lease
  - 25 years



645 California Way





# Why this is better than City building its own...

- City of Longview + FRS:
  - More Affordable
  - More Effective & Safer



# More Affordable...

- Same initial investment, but bigger cost savings over time and bigger return on investment in less time...
- Private construction and operation:
- By locating in city limits, will generate B&O tax revenue....



# More Affordable...

- By locating 5 minutes from the Police Headquarters:
  - Save up to 1-hour travel time per officer per visit to range...
  - No wasted time for weather cancellations...



# More Affordable...

- By locating at 645 California Way, will create economic anchor for under-developed industrial area...
  - Will draw law enforcement revenue from outside City of Longview...
  - Will draw event revenue from outside City of Longview...
  - Will create employment opportunities within City of Longview...

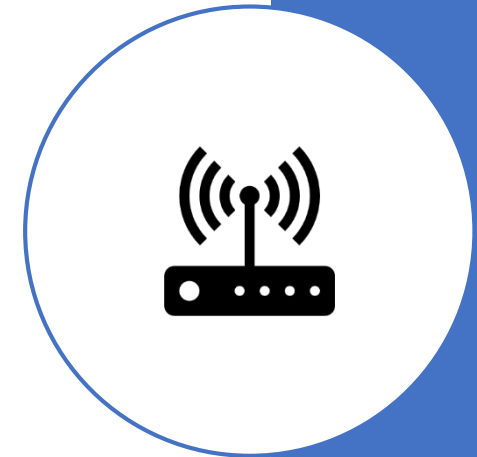


# More Effective...

- Advanced Training Systems
  - Retractable, Turning Targets
  - Running Man Targets
  - Portable Shoot House
  - 360-Degree Tactical Training
  - Live Fire Tactical Training
  - On-range Simulators
  - Co-located 180-degree Simulator
  - Co-located Classrooms
  - Co-located Force-on-Force Training Room
  - Marksmanship Training Systems



# More Effective...



# More Effective...

- Indoor Shoot House = 360 degree training with no danger of round leaving range
- UTM Training Munitions allow “live fire” without risk of injury – and allows multiple officers to train simultaneously
- Indoor setting allows controlled environmental conditions such as heat, cold, noise and low-light...
- Indoor setting allows advanced marksmanship technology to maximize training



# How it Will Work...

- FRS will match or exceed City's investment:
  - Land
  - Range Equipment
  - Planning and Permitting
  - General Contractor
  - Operations



# FRS Contribution:

- Approximately \$1.2M in direct contributions:
  - Land: 1.35 Acres of existing parcel; ~\$380,000
  - Equipment
    - 12 Lanes at \$55K/Lane = \$660,000
      - Turning Target Retrievers with Touch Screen Controls
      - Shooting Stalls
      - Ballistic Protection
      - Noise Attenuation
      - Ventilation
    - Already spent \$45K bringing equipment to Longview
  - Planning & Permitting: \$25K to date; \$50K+ total?
    - Geotechnical Survey
    - Conceptual Design
    - Planning Efforts
- Indirect Contributions:
  - Markup as self-performing GC: 10% of total project value ~\$300,000
  - Self-performed Construction with no Profit Markup ~\$50,000 - \$150,000



# FRS Team

- Local professionals and businessmen:
  - Eric Smith – Retail
    - The Pet Works: Three Stores in Three Cities
  - Seth Brentano – Service & Sales
    - T & T Tire
  - Andrew Masters – Project Management
  - Richard Smith – Construction Management
  - Jason Smith – Environmental Health & Safety
  - Dustin Fraidenburg – Systems Engineer; Range General Manager

# Shooting Range Experience

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US Navy, Ft. Story, Virginia

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US Air Force, Warren Air Force Base, Cheyenne, Wyoming

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US Border Patrol, Oroville, WA

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US Border Patrol, Marfa, TX

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Cowlitz County Sheriff's Dept. – Crystal Pool

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Olympia Police Department

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Oregon State Police, The Dalles, OR

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More than 4 dozen commercial ranges every year for last 5 years from Washington to Florida and most places in between...

# Shooting Range Experience

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New Range Design Consulting

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Renovations and Improvements

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Repairs and Maintenance

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Lead Recycling

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Hazardous Materials Management

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OSHA and EPA Compliance

# Construction Experience

- Experienced Federal Contractor
  - New Construction & Renovations/Repairs
  - \$3.3M project to build new Administration Building and Expand Shop at Howard Hanson Dam, US Army Corps of Engineers
  - 5-year Contract with Oregon Air National Guard for projects at the Portland Airport Base and Warrenton, OR
  - 5-year Design/Build Contract with USACE for projects at hydroelectric facilities in Walla Walla District
  - 5-year Contract with USACE Portland District for Lead and Asbestos Abatement in Portland District facilities
  - Current 5-year Contract with USACE Walla Walla District for Lead and Asbestos Abatement in Upper Columbia and Snake River hydroelectric facilities



## Additional Benefits to Partnering with FRS:

- Minimize the City's Risk:
  - Range will carry its own insurance
  - City will be protected from environmental liability

\$971,000 for an  
operational 50-yard  
range, 48 feet wide with  
12 Lanes...

# How much will it cost?

# Operations & Maintenance Costs

- Operations and Maintenance Costs
  - Utilities
  - Housekeeping
  - Range Maintenance
  - Facility/Building Maintenance
  - Hazardous Materials/Waste Management
  - Liability Insurance

# O&M Funding

- Law Enforcement Usage Fees
- Memberships
- Lane Fees
- Training Fees
- Event Fees
- Retail

## The range emphasis

- Public Safety and Regional Law Enforcement Training
  - Facility to support entire quarterly Block training
  - Firearms Safety training for the community
  - Unique features to draw agencies from Portland to Seattle
    - 50-yard indoor range
    - Large conference/classroom areas
    - Independent access for law enforcement with staging area
    - Live-fire Simulators
    - Laser-based Simulators

## Supporting the range mission...

- Public Memberships
- Event Center
- Retail

The goal is more than financial independence for the range – but to create a stable enterprise that will help support the local economy for many generations...

# FUTURE USE OF PUBLIC FUNDS

- Joint City/FRS Grant Application for FARR funds
  - \$150,000 to be used in 2019 for “Tactical” Upgrade to 50-yard range
    - Armor the ceiling to allow down-range live fire training

# FUNDING

## City of Longview

- \$700K

## State of Washington

- \$271K in the State Budget
- \$150,000 from the FARR grant?

## FRS Contributions

- Land
- Range Equipment
- In-Kind contributions
  - Construction Management
  - Planning & Permitting

## Steps...

Contract/Lease with the City

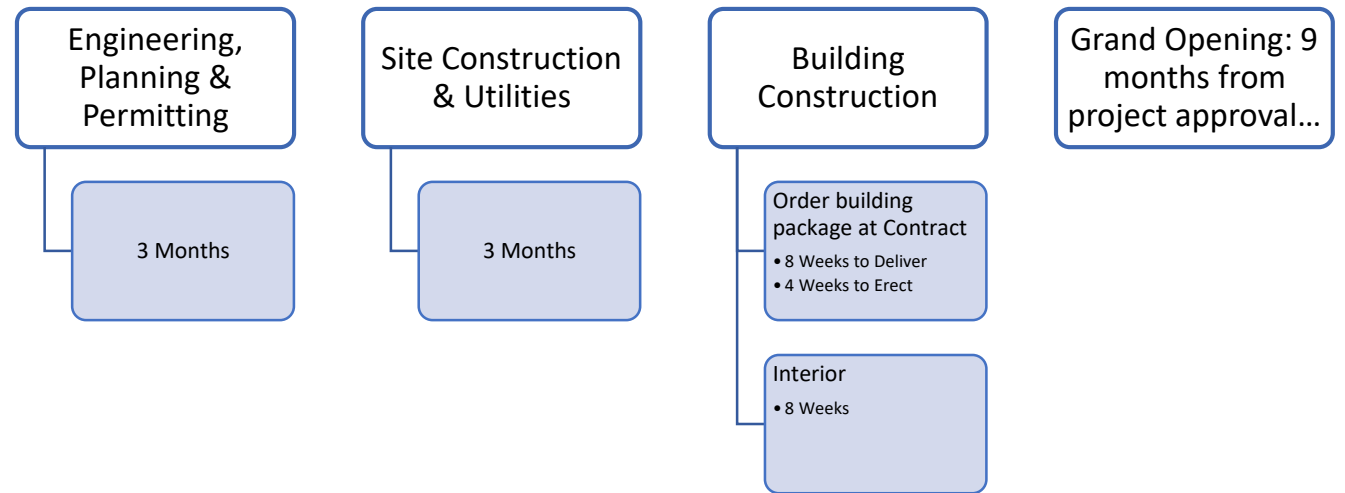
Engineering, Planning & Permitting

Site Construction & Utilities

Building Construction

Grand Opening

# Schedule...



# QUESTIONS

