



Indoor Shooting Range

City of Longview
partnership with Firing
Range Services

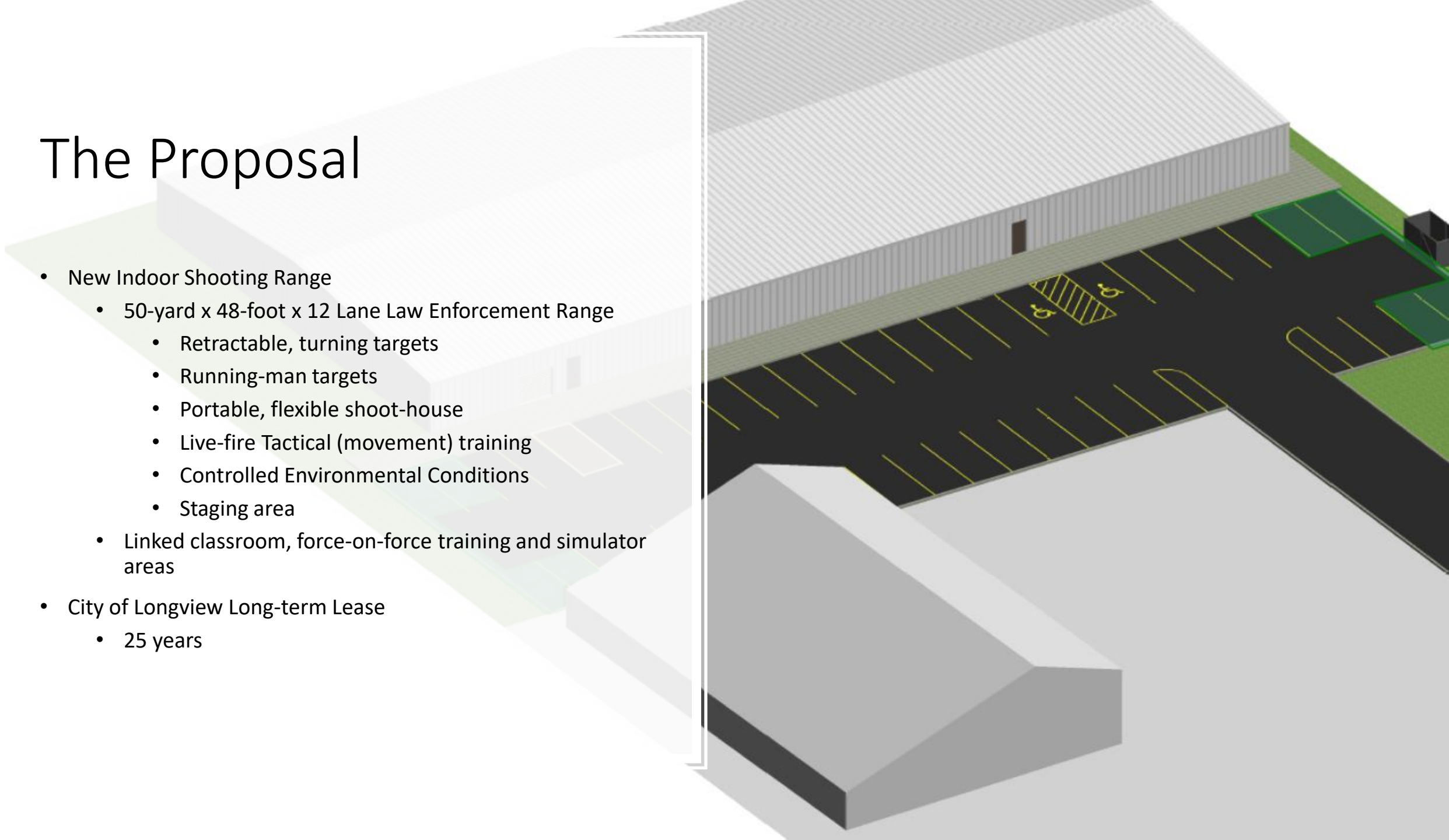
Firing Range Services

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

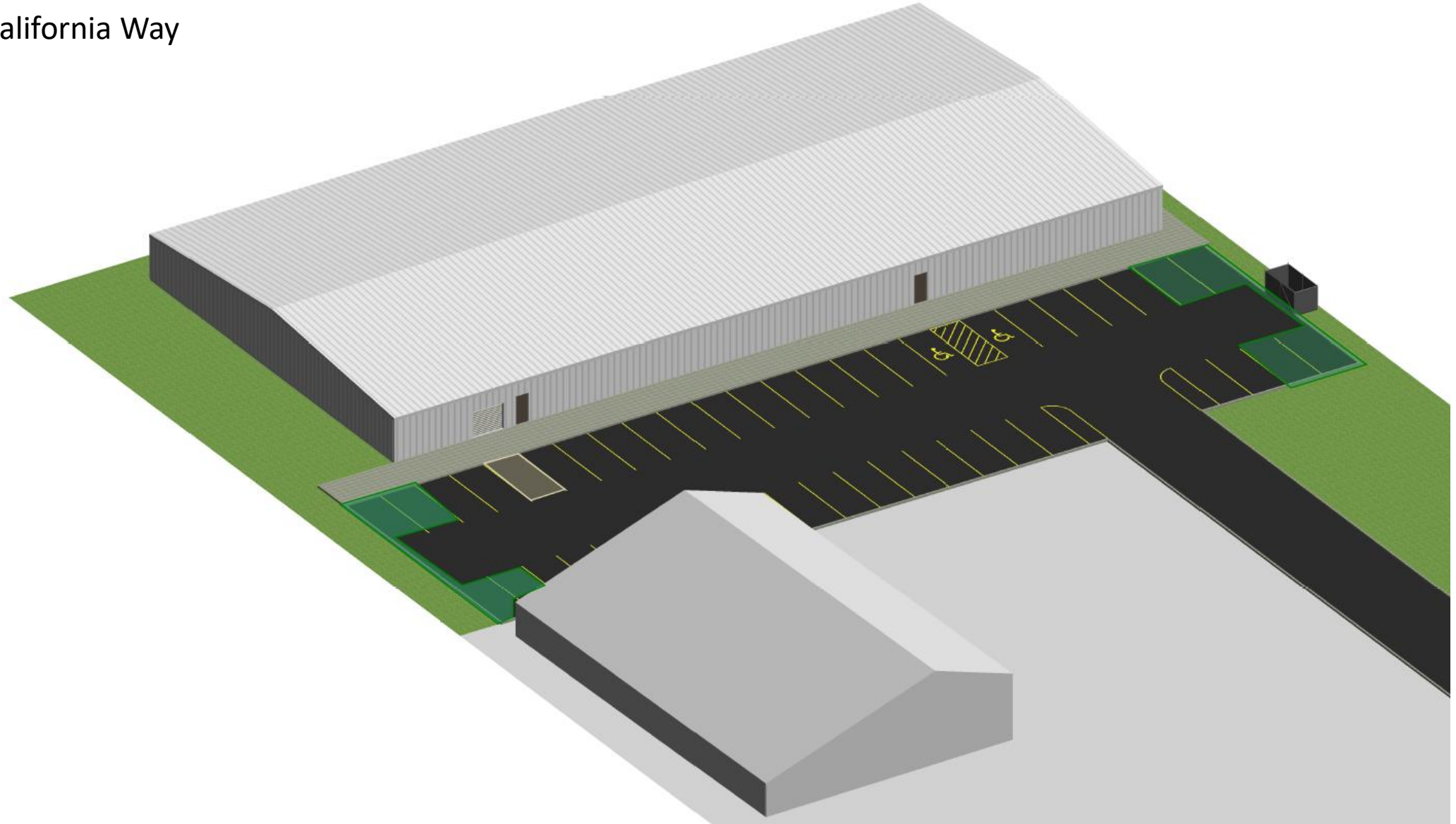


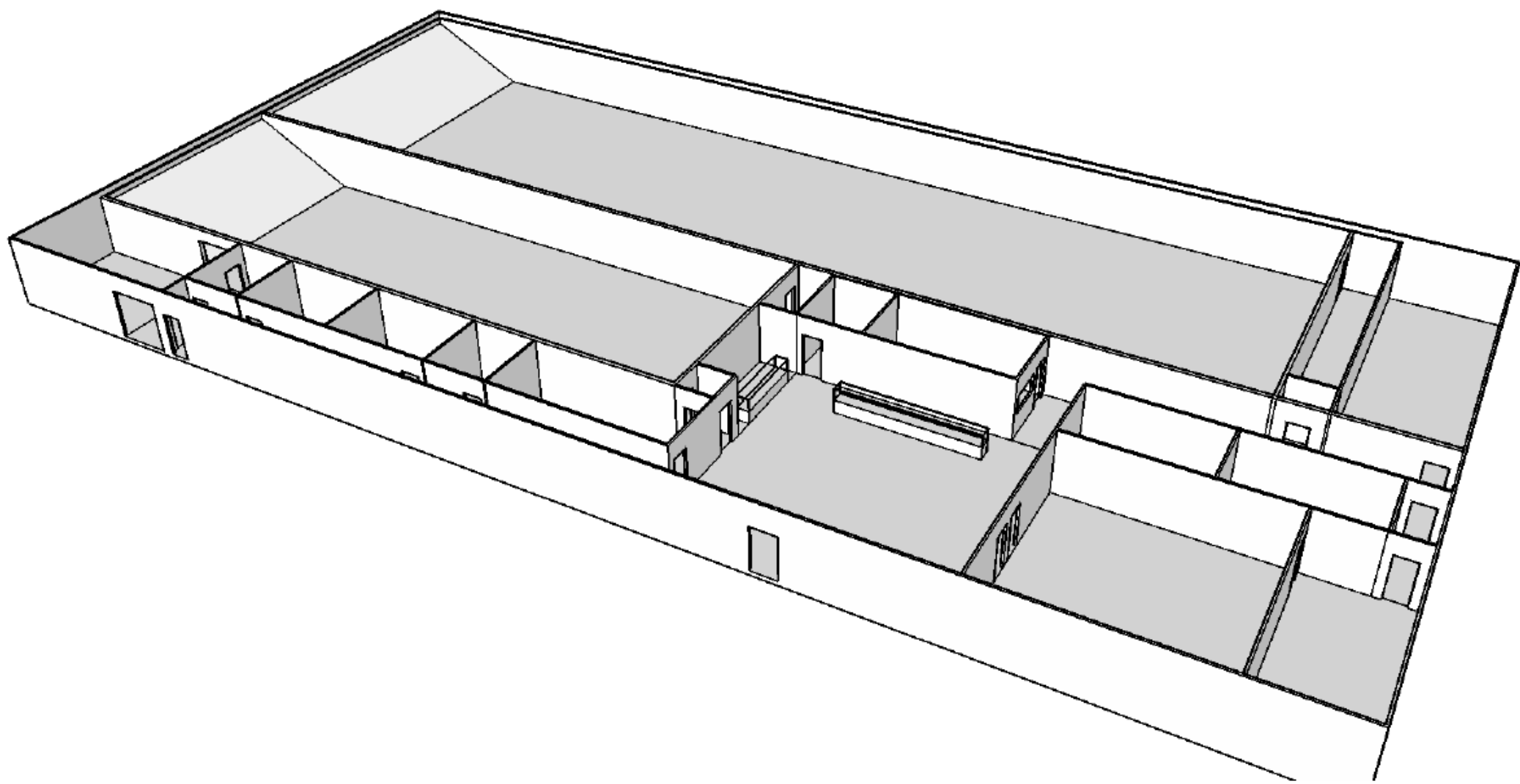
The Proposal

- 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...

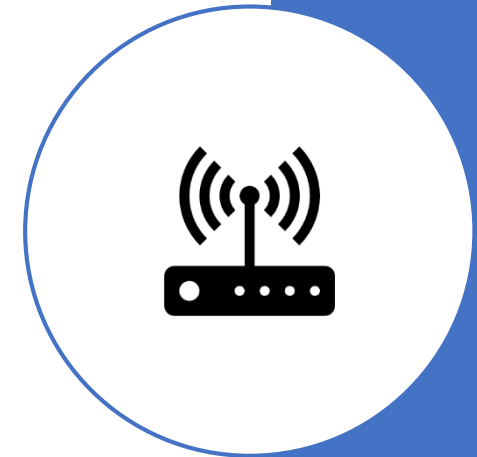


More Effective...

- 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

US Navy, Ft. Story, Virginia

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

US Border Patrol, Oroville, WA

US Border Patrol, Marfa, TX

Cowlitz County Sheriff's Dept. – Crystal Pool

Olympia Police Department

Oregon State Police, The Dalles, OR

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

Shooting Range Experience

New Range Design Consulting

Renovations and Improvements

Repairs and Maintenance

Lead Recycling

Hazardous Materials Management

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

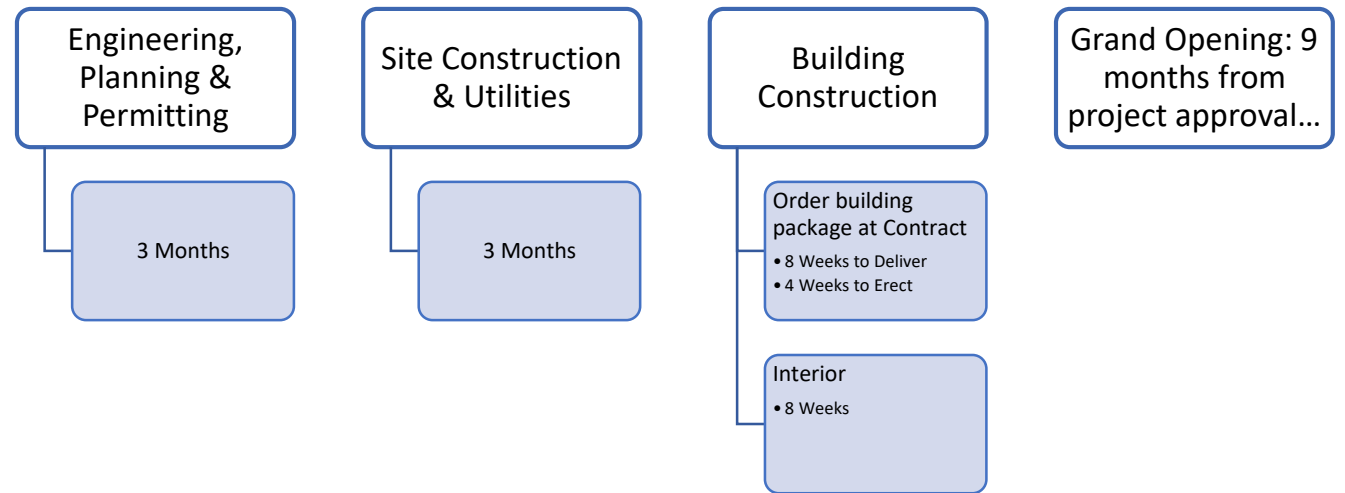
Engineering, Planning & Permitting

Site Construction & Utilities

Building Construction

Grand Opening

Schedule...



QUESTIONS

