Santa Monica Shared Mobility Pilot

E-Scooter Application

Razor®

1. Intent

Razor is the world's leading producer of electric scooters. Since 2003, we have sold more than 13 million electric scooters around the world, and that's why we continue to be the global authority in our industry. Our brand has become synonymous with scooters, and Razor scooters can be found in millions of garages around the country. We have proudly built our company around innovation, quality, and customer service – values which we are committed to in every facet of our business.

In Santa Monica, Razor's shared scooter service will be based on that same foundation. Our mission is to leverage our experience and expertise to deliver A GREAT RIDE. We have custom designed our S1 share scooter from the ground up to provide more comfort, safety, and fun for our riders while withstanding the wear and tear of heavy daily use. Our scooters have UL-compliant batteries, cushy front air tires, a wide deck big enough for two feet side-by-side, and a rigid steel frame that can handle the sharing load. While all of the shared scooters in Santa Monica currently come from a single vendor, we believe the Razor S1 is a better solution with a better ride.

We maintain our great ride by taking excellent care of our scooters once they are on the streets of Santa Monica. We use employees, not "gig-economy" contractors, to collect our scooters every day, to perform a nightly inspection on each and every one, and to carefully deploy them in appropriate locations throughout the community in the morning. We take great pride in the scooters we've built, and we want to make sure our fleet quality and operational excellence is on display every day we deploy them. We can only achieve that level of quality and safety with trained Razor personnel.

As a privately-owned company with no outside venture capital funding, Razor is committed to growing our shared scooter business responsibly in Santa Monica, while reliably partnering with local government and community stakeholders. This means being responsive to feedback, forthcoming with data analytics, and compliant with local regulations. It also means remaining flexible in our operational approach to best meet the needs of Santa Monica.

1. Intent

Finally, we're local. Razor's global headquarters are in Los Angeles, and many of our team members live in and around Santa Monica. Since this is our community, and has been for almost two decades, we're committed to taking care of it. We would be proud to partner with Santa Monica and to provide a responsible, convenient, and fun last mile solution for the City.

2. Operator Information

Core Project Team Members

Razor's shared scooter project team is composed of senior executives, engineers, and operators from our Los Angeles headquarters, combined with new, locally-hired team members from Santa Monica and the surrounding community. Given Razor's long, successful history in the electric scooter market and our dedicated team, we believe we are uniquely suited to partnering effectively with Santa Monica.

Danny Simon

Chief Operating Officer

Danny Simon is Razor's Chief Operating Officer, managing all Operations, Finance, Marketing and Product Development efforts for the company. Danny has lived in Santa Monica and neighboring Mar Vista for 11 years. As COO, Danny oversees Razor's shared scooter program, including scooter innovation, mobile app development, government relations, customer support, and program operations. Prior to joining Razor, Danny was the COO of Murad, a leading skincare company owned by Unilever, and spent seven years at the Walt Disney Company, where he was most recently the Director North America E-Commerce. Danny holds a BA from Harvard University and an MBA from Harvard Business School. Danny is a father of three, an avid Buffalo Bills fan, and an amateur chef.

Erin Bitar

Vice President, Global Marketing

As Vice President of Global Marketing, Erin leads Razor's overall marketing strategy including brand-building, digital marketing, public relations, event marketing and e-commerce. Erin has worked for large global consumer brands including Bare Escentuals and Murad, where she excelled at driving significant business growth, developing customer relationships, and building fan engagement programs. Erin grew up in Santa Monica, attending local city schools, and earned a B.A. in Public Policy from Brown University. She is a current Santa Monica resident with her husband and two children.

2. Operator Information

Ian Desberg

Vice President, Design & Development

Ian Desberg is Vice President of Design and Development and is responsible for developing all new products at Razor USA. Ian manages the global development process for Razor's shared scooters, focusing on driving quality and innovation among our teams of designers and engineers to deliver a truly great ride. Prior to joining Razor nine years ago, Ian led the creative vison for award winning companies such as Leapfrog and Discovery Channel Stores. Ian grew up in Ohio, participating in the birth of action sports there where he raced BMX bikes, skateboarded on hand-built ramps and embraced the emerging sport of snowboarding.

Paul Vidal

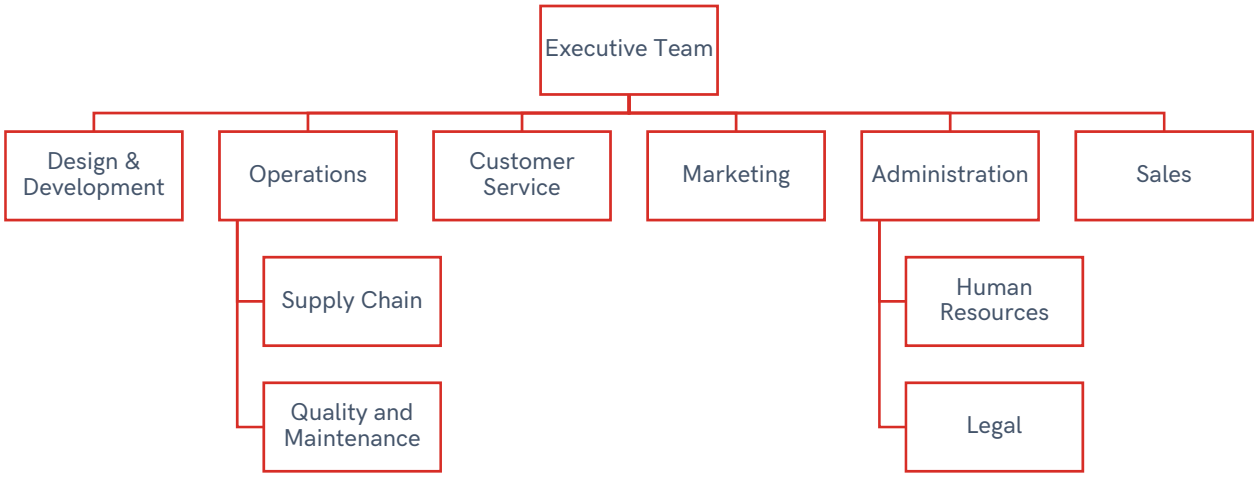
Director, Share Operations

As Director of Share Operations, Paul is responsible for developing and executing Razor's shared scooter strategy in every market. Paul joined Razor from Ofo, where he launched and managed the two largest dockless bikeshare markets in North America as General Manager for both Southern California and Arizona. Previously, Paul worked in Strategy and Corporate Development within the eCommerce, Energy and Aerospace Industries. Paul is a former Navy Fighter Pilot with 11 years of active duty service. A resident of the South Bay, Paul received his B.S. from the U.S. Naval Academy in Annapolis, an M.A. from the U.S. Naval War College, and an M.B.A. from Harvard Business School.

Organizational Chart

Razor relies on a global organization to power the company, spanning all areas of its diverse business. We will draw upon the full resources of the company to drive the deployment, operation, and innovation of the shared scooter program in Santa Monica.

2. Operator Information



Experience and Organizational Scope

With nearly two decades of experience in creating innovative mobility products, Razor's operational and product expertise in electric scooters is unmatched. Our success has been predicated upon robust customer service, product innovation, and global distribution. During the past 18 years, Razor has manufactured over 34 million scooters, including 13 million electric scooters, and we currently sell a scooter every 30 seconds around the world. Since our founding in 2000, the core of our business model has remained the production and sale of innovative mobility products, and we view our shared scooter program as the natural next step in the evolution of our company.

Razor has already been permitted to conduct shared scooter operations in Long Beach, San Diego, Salt Lake City, and Denver. We have permits pending in various other markets, including Santa Monica. Through the remainder of 2018, Razor plans to launch operations in over a dozen markets, beginning on August 1 in Long Beach.

2. Operator Information

Razor has a well-documented history of compliance with all applicable local, state, federal, and international regulations. Razor is upholding the same deliberate focus on corporate responsibility in its shared scooter business. **At no point has our company violated state or local laws regarding shared mobility systems.**

Corporate Owners and Officers

Since 2000, Razor has been a privately-held company with the same owners. That continuity has allowed us to grow our business strategically and responsibly over the years, avoiding making short-term decisions at the expense of long-term brand equity and partnerships.

The following is a list of Razor's owners (individuals who have more than 10 percent equity, participation, or revenue interest), along with our officers:

- Carlton Calvin: President and Owner
- Robert Chen: Vice President and Owner
- Pi-Yu Lin: Owner
- Danny Simon: Chief Operating Officer
- Brent Engle: Vice President, Finance

All of our owners and officers can be contacted at Razor's headquarters, located at 12723 166th Street, Cerritos, CA 90703.

3. Equipment

Device Specifications

Razor developed the S1 share scooter specifically for its dockless shared scooter program. This product has been designed from the ground up to handle heavy daily use. Razor's S1 scooters include 36-volt lithium-ion battery packs, which are made with Samsung lithium-ion cells and are compliant with Underwriter Laboratories requirements under UL 2271. Our shared scooter offers a front pneumatic air tire to provide a smoother ride, along with a 36-volt rear hub motor and disc brake to provide quality performance. Razor's shared scooter is GPS tracked, and it has a headlight and taillight for increased visibility. Razor's shared scooter runs for 80+ minutes on a single charge, and it travels at a maximum speed of 15 miles per hour. Additional information and specifications regarding our scooter are available upon request.

3. Equipment

Fleet Size

Razor proposes an initial fleet of 1,000 electric scooters at launch and will increase that number to a maximum of 1,500 scooters within the first three months. Razor will manage its fleet size based on utilization analytics and collaboration with City officials, as we seek to maximize convenience for Santa Monica residents without oversaturating the community.

Device Capabilities

Razor's scooters are each equipped with Bluetooth, Cellular, and GPS capabilities. All scooter locations are tracked via GPS to provide real-time locations to both users and operators. Razor's application collects location data at the start and end of each ride, along with intermittent updates to continuously monitor the location and status of the fleet.

Software Overview

Razor's software and operations management systems are designed to provide a simple, intuitive experience for users and operators, while providing all necessary information on the back-end to ensure an effective implementation and collaboration with the community.

Registration for Razor's shared scooter service is very quick. Users simply enter their phone number, scan their driver's license, provide a credit card, and agree to the terms of use to get started. All users then walk through a rider education tutorial on appropriate parking and safety requirements before using the service. After that, they can easily scan a scooter with their phone and take a ride.

3. Equipment

Razor collects information on all fleets, scooters, users, rides, and customer service in order to continuously improve and optimize its operations. User data collection is extremely limited, and payment information is securely stored by a leading third-party provider. Razor is able to share aggregated data with Santa Monica to provide a better understanding of system utilization, rider hot spots, and customer complaints, and to ensure that our implementation meets or exceeds the expectations of the City.

Deployment Capabilities

Razor will be able to meet the minimum deployment requirement of 250 devices at the time of the program launch date. As the leading brand in the scooter market, Razor has a well-established supply chain that easily meets our demand throughout the country.

Local Facilities

Razor will base its Santa Monica operations at 2401 Colorado Avenue. Razor's global headquarters are also nearby at 12723 166th Street in Cerritos.

4. Operations

To deliver on our goal of providing a safe and seamless ride, our operations are purposefully different from other shared scooter services. Our scooters are collected and charged nightly by trained personnel, who perform daily inspections on every scooter in the fleet. This is how we manage our deployment with the level of consideration and accountability that Santa Monica requires. By approaching our program from the community's perspective, we believe we can create a positive, lasting relationship with all stakeholders.

Fare Structure

Razor's base fare is $1 to start a ride and $0.15 per minute. As part of our launch in Santa Monica, all new users will receive three free fifteen-minute rides to try out the service.

To expand accessibility to new mobility options, we also offer an affordability program that eliminates the initial $1 fee to start a ride and charges the rider a discounted $0.08 per minute. Riders who want to apply for the program can simply email Razor with supporting documentation at sharesupport@razorusa.com to enjoy the discounted pricing. To qualify for Razor's affordability program, a rider must demonstrate that he or she participates in or qualifies for any federal, state, locally administered aid program (including Medicaid, SNAP, CalFresh, and CalWORKS).

In addition, Razor has the capability of offering a cash-based program to riders without access to a smartphone. By offering scooters from a central distribution facility in Santa Monica, Razor can allow riders to pay in cash to rent a scooter for a fixed period of time. For both our affordability and cash-based programs, Razor will work with Santa Monica to ensure that we are consistently meeting the City's accessibility goals.

4. Operations

Operating Hours

Razor's operating hours in Santa Monica will be from 7:00 AM – 9:00 PM. Beginning every night at 9:00 PM, all scooters will be collected by Razor personnel to charge and inspect every scooter in the fleet.

Our customer service phone and chat operations will be available 24 hours per day, 7 days per week. Field support personnel, both for customer service response and fleet rebalancing and maintenance, will be present throughout Santa Monica during operating hours.

Staffing Plan

In addition to Razor's existing global organization, Razor is hiring a combination of full-time and part-time workers to operate and maintain its shared scooter program. These individuals will include maintenance engineers, parking monitors, scooter aggregators, and scooter transporters. In staffing our Santa Monica operation, Razor will comply with all local laws and best practices regarding equal opportunity, local hiring, and fair wages, as we do throughout our business. The Santa Monica team will be paid on an hourly or salaried basis with performance incentives, thereby eliminating any issues related to transparency of net contractor payments. Razor will provide skills training as we do for all of our employees and contractors.

Razor's Santa Monica locally-hired operations team will consist of approximately 10 parking monitors, 20 scooter chargers, 8 mechanics, and one local fleet manager, along with various other administrative and operations personnel to facilitate operations in Santa Monica. We will constantly tune and adjust our staffing levels to ensure we are effective in managing our fleet within the community.

4. Operations

Rebalancing Plan & Resolving Complaints

The primary responsibility of our parking monitors is to circulate throughout the community during operating hours to proactively adjust improperly parked or tipped scooters. Our parking monitors are also responsible for quickly responding to complaints about improperly parked scooters, whether those complaints are submitted through our mobile application, our customer service telephone line, or directly to the City.

Razor's analytics team will notify our operators if scooters have become too heavily concentrated in a particular area and need to be deployed elsewhere in the City. Razor parking monitors will have access to a real-time map to correct the imbalance and will employ a variety of vehicles in order to quickly and effectively rebalance the fleet.

Maintenance Plan

Razor does not utilize "gig economy" contract workers to charge its scooters. Instead, we use locally-sourced full-time and part-time workers to charge and maintain our fleet. We collect all of our scooters every night, transporting them to local facilities where we charge each scooter and run a proactive, five-point maintenance inspection.

By directly inspecting and maintaining each of our scooters every night, we are able to dramatically improve the safety, reliability, and performance of our fleet. Given our 18 years of experience in designing, building, and maintaining scooters, we are confident in our ability to monitor the entire fleet's condition before putting scooters out for rent each day.

Customer Service

4. Operations

Riders will be able to submit complaints and report issues to us in a variety of ways. They can chat with us through our mobile app, they can call our 24/7 customer service line at (833) LAST-MILE, or they can email us at sharesupport@razorusa.com. Through all of these channels, users can highlight maintenance needs, report improperly parked scooters, and provide general feedback on the operations of our ride-share program. Razor will respond to all complaints in a timely manner, and we are committed to remedying reports of improperly parked or broken scooters within one hour of the report.

We track all complaints and feedback for analysis by the core operations team. We will provide Santa Monica with consolidated reports related to customer feedback to ensure the City can stay informed about our program's effectiveness and our commitment to customer service.

Insurance

Razor maintains $50 million in general liability insurance for our broader business, and $25 million in additional insurance for our shared scooter program specifically. Razor will indemnify and hold harmless the City of Santa Monica for all activities related to the operation of its dockless scooter program in the City.

5. Parking, Helmets & Roadway Safety Compliance

Parking Compliance and Rider Behavior/Education

Razor is focused on providing a safe experience for riders and non-riders alike. This is a focus that we have had throughout our 18-year history. That is why we have designed our scooter, our mobile application, and our operating model to maximize safety wherever possible.

To improve safety within Santa Monica, our mobile app includes the following features:

- All riders will need to validate their driver's license to register
- All riders must agree to terms of use that describe standards of riding behavior
- All riders will view a tutorial on how to ride, where to park, and helmet safety prior to their first ride
- At the start of every ride, riders will be shown Santa Monica and California regulations on how to ride properly
- At the end of every ride, riders will be shown local regulations on where and how to park, along with approved, nearby parking locations

Razor will track parking complaints and safety incidents by user, and we will prevent users who are habitually noncompliant from continuing to use the service. If rider education and parking monitors are insufficient to address Santa Monica's safety and parking concerns, Razor can leverage additional technological measures to improve rider compliance. Razor can provide audio and visual notifications on its scooters in heavily pedestrian areas to encourage riders to reduce their speed or find alternate routes. Razor can also use geofencing to create parking zones, restricted parking areas, and restricted operating zones such as the Third Street Promenade.

5. Parking, Helmets & Roadway Safety Compliance

Age Verification

To prevent underage riders from using Razor's shared scooters, Razor will validate that all users are over 18 and have a current driver's license at registration. All users will be required to scan their driver's license to sign up for Razor's shared scooter service.

Helmets

As part of our effort to promote rider safety and comply with state law, Razor will make complimentary helmets available to registered riders at safety demonstration events around Santa Monica. Riders will also be able to call 833-LAST-MILE to request a complimentary helmet.

Future Opportunities

Razor's scooters are equipped with an audio speaker and notification light. These features allow us to communicate with riders before, during, and after their rides. For example, our scooters will be able to remind riders to avoid certain no-ride areas using GPS-triggered notifications during their ride. We also have the ability to provide turn-by-turn directions using our speaker to guide riders on scooter-friendly paths. Beyond existing features, Razor has a twelve-month upgrade calendar to improve the functionality and design of our scooters each and every month. These improvements will offer greater opportunities to reinforce good riding behavior while continually offering a better ride.

6. Engagement

To engage with the community, Razor has planned a comprehensive outreach program for Santa Monica. As Santa Monica is more familiar with scooter share services than any other community in the country, outreach requires effective partnerships to connect with riders in a way that really improves behavior, while also working with non-riders and officials to quickly address concerns.

Rider Education

Partner with City Officials and the Santa Monica Police Department

We are committed to work closely with the SMDOT, the City Manager's office, and the Police Department to support and amplify their communications about scooter safety and parking. For example, we will work with the Police Department to teach riders to stay off the beach bike path, where all electric mobility devices are currently prohibited. We will launch an educational campaign to notify all prospective riders about safety and parking guidelines. Furthermore, our parking monitors will also be aware of all local regulations and can provide supplemental on-the-ground support to educate riders.

Reinforce Applicable Local and State Laws

Through our app, website, and social media marketing, we will continuously educate riders and promote awareness of state and local laws. Razor will develop videos to share regarding local regulations on where and how to ride in Santa Monica, and we will post these videos on our social media channels.

Educational Pop-Up

As a part of our launch, Razor will hold pop-up educational events to invite residents, city staff, and Santa Monica organizations to test out our S1 share scooter. Attendees can also receive a complimentary helmet after registering on our mobile app. At these pop-ups, we will have videos and demonstrations on how to ride safely, and provide areas where riders are allowed to practice riding.

6. Engagement

Community Engagement

Local Organization Engagement

Many of the local resident and business improvement districts have provided helpful feedback on what is working and not working with shared scooter services in Santa Monica. We plan on reaching out further to these community organizations, providing them with an online toolkit including educational resources, and offering to meet with them to collaborate on program improvements.

Organizations we would partner with include:

- Santa Monica Chamber of Commerce
- Neighborhood organizations such as Friends of Sunset Park, Ocean Park Association, North of Montana Association, Pico Neighborhood Association, Santa Monica Northeast Neighbors, Wilshire Montana Neighborhood Coalition, and Santa Monica Mid City Neighbors
- Business Improvement Districts such as Downtown Santa Monica, Main Street, Montana Avenue, Pico Boulevard
- Santa Monica Travel and Tourism

Razor First Wheels Program

While our shared scooter program is for adults only, Razor is committed to being a great community partner for all Santa Monica residents. Razor has a longstanding commitment to support kids across the country by partnering with community and non-profit organizations nationwide. We use our scooters to empower people of all ages to get outside and to encourage active play. Since we first launched the Razor kick scooter in 2000, our products are often a child's first wheels, giving them a sense of freedom and independence. So, as a part of our launch, we will be providing Razor kick scooters to the Boys & Girls Club of Santa Monica, giving a broad range of Santa Monica kids access to their first wheels. This effort will run as a supplement to our existing scooter donation programs with the public schools in Santa Monica.

6. Engagement

Safety Programs

Razor prioritizes safety, and we plan to work closely with local organizations to promote safe scooting, including:

- Free Helmets: We will provide free helmets to anyone who requests a helmet.
- Rider Safety Videos: We will develop and promote safety videos on our mobile app, our website, and our social media channels.
- Geofencing: We will work with the City to identify areas that should be geofenced to facilitate rider compliance with local laws and restrictions.
- Battery Safety: All of our share scooters are designed to comply with Underwriter Laboratories requirements under UL 2271.
- Maintenance: Every evening, Razor team members will be maintaining scooters to help maximize performance and safety.
- Tourist Riders: We will work with Santa Monica Travel and Tourism to provide educational videos and other tools for visitors coming to Santa Monica.

Marketing Program

Razor has a comprehensive marketing program to use our social media channels and global reach to promote our shared scooters. We have dedicated social media channels for Razor's share program, showcasing our scooters, teaching riders how to ride safely and correctly, and encouraging residents to leave their cars at home.

From our many years of developing mobility products, we know that people will choose an alternative to a car if it's convenient and affordable. As a part of our marketing, we will continue to encourage people to complete their first or last mile of transit with an eco-friendly alternative such as an electric shared scooter.

6. Engagement

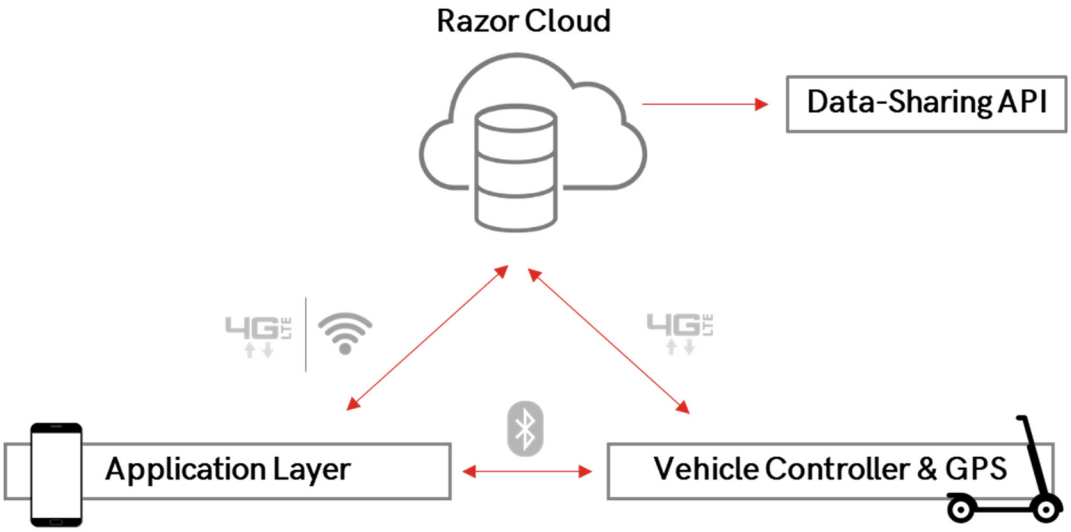
Integration with Other Modes

Razor is eager to partner with Metro, Big Blue Bus, and SMDOT on integrating all modes of public transportation with our platform. We plan to seamlessly integrate alternative transportation options with our dockless shared scooter service. We have developed our application to be able to incorporate other modes of transit and scale with them, and we fully recognize the synergistic benefit of these alternatives working together to create a seamless commute.

7. Data

Application Architecture

Razor's mobile application is designed to leverage cellular and Bluetooth communications with our scooters to create a seamless user experience. The Razor Cloud serves as the home of our relational database and administrative configurations, enabling us to manage the entire Santa Monica fleet quickly and easily. We host our application on Google Cloud, ensuring that our platform is scalable, stable, and secure. The cloud application can communicate with both the user's phone and the scooter to ensure that we effectively monitor the status of every vehicle and every ride. The data we collect in our relational database can easily be shared via dashboard, export, or API.



Data Availability

Razor will be able to provide Santa Monica all required data in accordance with the LADOT Mobility Data Specifications. Specifically, Razor will be able to share:

- Trip Data: device, duration, distance, start point and time, end point and time
- Status Data: device, event type and time, location, and battery level

7. Data

In addition, Razor will be able to provide:

- Fleet Data: number of vehicles, utilization, battery level, maintenance reports
- User Data: aggregated, anonymized statistics related to Santa Monica users
- Customer Service Data: complaints, incidence rates, resolutions

All of this data will be made available to the city in monthly reports and can be made available on a more frequent basis through our API. As our monthly reports vary by market, we will specifically configure our monthly submissions to meet Santa Monica's needs. In other cities, we provide heat maps, utilization trends, customer service issue trends, and primary research data. We will work with the City to ensure our reports are concise, topical, and useful.

Device Tracking

All Razor scooters are equipped with Bluetooth, cellular, and GPS capabilities. Razor will employ real-time tracking on all of its devices to manage the Santa Monica fleet. This tracking information is designed to ensure scooter locations are accurately reported to users, to minimize theft, and to optimize nighttime charging and maintenance operations. Additionally, we have an accelerometer within each scooter to notify our operations team if a scooter has tipped over, thereby notifying our parking monitors to fix and relocate the scooter.

Continuous Improvement

Razor will constantly monitor the performance of its application through fleet statistics, customer feedback, and application metrics. We are planning to share all of this data with the City and will structure our reporting to strengthen our collaboration with local officials over time. For our program to be as effective as possible, we will foster

constant communication with community stakeholders, and that begins with open data sharing.

Data Security

Razor will not store any user financial information on its servers. To collect, store, and process credit card information, Razor is partnering with Stripe, a leading payment processor. In the company's own words, "Stripe has been audited by a PCI-certified auditor and is certified to PCI Service Provider Level 1. This is the most stringent level of certification available in the payments industry. To accomplish this, we make use of best-in-class security tools and practices to maintain a high level of security at Stripe." More information about Stripe's security practices can be found at https://stripe.com/docs/security/stripe.

Razor collects minimal user data. To register, users only need to provide their phone number and validate their driver's license. We will only store a user's phone number, name, and email. We do not intend to sell any user data or use it for any marketing purposes outside of Razor. Users will always be able to review Razor's data and privacy policy in our mobile app or on our website.

8. Attachments

Non-Discrimination Policy Acknowledgment (Exhibit A)

Non-Collusion Affidavit (Exhibit B)

Oaks Initiative Disclosure Form (Exhibit C)

EXHIBIT A

City of Santa Monica
Non-Discrimination Policy Acknowledgment

A. Discrimination.
Discrimination in the provision of services may include, but not be limited to the following:

(a) Denying any person any service, or benefit or the availability of a facility.

(b) Providing any service, or benefit to any person which is not equivalent, or in a non-equivalent manner or at a non-equivalent time, from that provided to others.

(c) Subjecting any persons to segregation or separate treatment in any manner related to the receipt of any service.

(d) Restricting any person in any way in the enjoyment of any advantage or privilege enjoyed by others receiving any service or benefit.

(e) Treating any person differently from others in determining admission, enrollment, quota, eligibility, membership, or any other requirement or condition which persons must meet in order to be provided any service or benefit.

(1) Consultant shall take affirmative action to ensure that intended beneficiaries of this Agreement are provided services without regard to race, color, religion, national origin, ancestry, sex, age, sexual orientation, marital status, AIDS or disability.

(2) Consultant shall further establish and maintain written procedures under which any person applying for or receiving services hereunder, may seek resolution from Consultant of a complaint with respect to any alleged discrimination in the provision of services by Consultant's personnel.

At any time any person applies for services under this Agreement, he or she shall be advised by Consultant of these procedures. A copy of these procedures shall be posted by Consultant in a conspicuous place, available and open to the public, in each of Consultant's facilities where services are provided hereunder.

B. Non-discrimination in Employment

(1) Consultant certifies and agrees that it will not discriminate against any employee or applicant for employment because of race, color, religion, national origin, ancestry, sex, age, sexual orientation, marital status, AIDS or disability in accordance with the requirements of City, State or Federal law. Consultant shall take affirmative action to ensure that qualified applicants are employed, and that employees are treated during employment, without regard to race, color, religion, national origin, ancestry, sex, age, sexual orientation, marital status, AIDS or disability, in accordance with the requirements of City, State and Federal law. Such shall include, but not be limited to, the following:

(a) Employment, upgrading, demotion, transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation.

(b) Selection for training, including apprenticeship.

(2) Consultant agrees to post in conspicuous places in each of Consultant's facilities providing services hereunder, available and open to employees and applicants for employment, notices setting forth the provisions of this non-discrimination policy.

(3) Consultant shall, in all solicitations or advertisements for employees placed by or on behalf of Consultant, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, ancestry, sex, age, sexual orientation, marital status, AIDS or disability, in accordance with the requirements of City, State or Federal law.

(4) Consultant shall send to each labor union or representative coworkers with which it has a collective bargaining agreement or other contract or understanding a notice advising the labor union or workers' representative of Consultant's commitments under this non-discrimination policy.

(5) Consultant certifies and agrees that it will deal with its sub-consultants, bidders, or vendors without regard to race, color, religion, national origin, ancestry, sex, age, sexual orientation, marital status, AIDS or disability, in accordance with the requirements of City, State and Federal law.

(6) In accordance with applicable State and Federal law, Consultant shall allow duly authorized representatives of the County, State, and Federal government access to its employment records during regular business hours in order to verify compliance with this non-discrimination policy. Consultant shall provide other information and records as the representatives may require in order to verify compliance with this non-discrimination policy.

(7) If City finds that any of the provisions of this non-discrimination policy have been violated, the same shall constitute a material breach of agreement upon which City may determine to cancel, terminate, or suspend this Agreement. While City reserves the right to determine independently that this nondiscrimination policy has been violated, in addition, a determination by the California Fair Employment and Housing Commission or the Federal Equal Employment Opportunity Commission that Consultant has violated State or Federal non-discrimination laws shall constitute a finding by City that Consultant has violated the provisions of this non-discrimination policy.

(8) The parties agree that in the event Consultant violates any of the non-discrimination policies set forth herein, City shall be entitled, at its option, to the sum of five hundred dollars ($500) pursuant to Civil Code Section 1671 as liquidated damages in lieu of canceling, terminating or suspending this Agreement.

(9) Consultant hereby agrees that it will comply with Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. 794), all requirements imposed by applicable Federal Regulations, and all guidelines and interpretations issued pursuant thereto, to the end that no qualified disabled person shall, on the basis of disability, be excluded from participation in, be denied the benefits of, or otherwise be subjected to discrimination under any program or activity of the Consultant receiving Federal Financial Assistance.

07/26/18	Razor USA
Signature/Date	Name of Proposer

EXHIBIT B

NON-COLLUSION DECLARATION TO ACCOMPANY PROPOSALS OR BIDS

STATE OF CALIFORNIA }
COUNTY OF LOS ANGELES }

Daniel Simon, being first duly sworn, deposes, and says: that He/She is:

Chief Operating Officer
(Insert "Sole Owner," "A Partner", "President," "Secretary," or other proper title)

of Razor USA
(Insert name of proposer)

Who submits herewith to the City of Santa Monica the attached proposal; that He, She, It, or They is (are) the person(s) whose name(s) is (are) (strike out words not appropriate) signed to the hereto attached proposal; that said proposal is genuine; that the same is not sham or collusive; that all statements of fact therein are true; that such proposal was not made in the interest or on behalf of any person, partnership, company, association, organization or corporation not therein named or disclosed.

Declarant further deposes and says: that the proposer has not directly or indirectly by agreement, communication or conference with anyone attempted to induce action prejudicial to the interests of the public body which is to award the contract or of any other proposer, or anyone else interested in the proposed contract; that the proposer has not in any manner sought by collusion to secure for himself, herself, itself, or themselves, an advantage over any other proposer. (strike out words not appropriate)

Declarant further deposes and says that prior to the public opening and recording of proposals the said proposer:

(a) Did not, directly or indirectly, induce or solicit anyone else to submit a false or sham Proposal;

(b) Did not, directly or indirectly, collude, conspire, connive or agree with anyone else that said proposer or anyone else would submit a false or sham proposal, or that anyone should refrain from proposing or withdraw his/her proposal;

(c) Did not, in any manner, directly or indirectly, seek by agreement, communication or conference with anyone to raise or fix any overhead, profit or cost element of his, her, its, their price, or of that of anyone else; and

(d) Did not, directly or indirectly, submit his, her, its, or their proposal price or any breakdown thereof, or the contents thereof, or divulge information or data relative thereto, to any corporation, partnership, company, association, organization, depository, or to any member or agent thereof, or to any individual or group of individuals, except to the awarding authority or to any person or persons who have a partnership or other financial interest with said proposal in his, her, its, or their business. (strike out words not appropriate)

I declare under penalty of perjury that the foregoing is true and correct.

7/26/18	Razor USA
Signature/Date	Name of Proposer

EXHIBIT C

CITY OF SANTA MONICA
OAKS INITIATIVE NOTICE

NOTICE TO APPLICANTS, BIDDERS, PROPOSERS
AND OTHERS SEEKING DISCRETIONARY PERMITS, CONTRACTS,
OR OTHER BENEFITS FROM THE CITY OF SANTA MONICA

Santa Monica's voters adopted a City Charter amendment commonly known as the Oaks Initiative. The Oaks Initiative requires the City to provide this notice and information about the Initiative's requirements. You may obtain a full copy of the Initiative's text from the City Clerk.

This information is required by City Charter Article XXII—Taxpayer Protection. It prohibits a public official from receiving, and a person or entity from conferring, specified personal benefits or campaign advantages from a person or entity after the official votes, or otherwise takes official action, to award a "public benefit" to that person or entity. The prohibition applies within and outside of the geographical boundaries of Santa Monica.

All persons or entities applying or receiving public benefits from the City of Santa Monica shall provide the names of trustees, directors, partners, and officers, and names of persons with more than a 10% equity, participation or revenue interest. An exception exists for persons serving in those capacities as volunteers, without compensation, for organizations exempt from income taxes under Section 501(c)(3), (4), or (6), of the Internal Revenue Code. However, this exception does not apply if the organization is a political committee or controls political committees. Examples of a "public benefit" include public contracts to provide goods or services worth more than $25,000 or a land use approval worth more than $25,000 over a 12-month period.

In order to facilitate compliance with the requirements of the Oaks Initiative, the City compiles and maintains certain information. That information includes the name of any person or persons who is seeking a "public benefit." If the "public benefit" is sought by an entity, rather than an individual person, the information includes the name of every person who is: (a) trustee, (b) director, (c) partner, (d) officer, or has (e) more than a ten percent interest in the entity. Therefore, if you are seeking a "public benefit" covered by the Oaks Initiative, you must supply that information on the Oaks Initiative Disclosure Form. This information must be updated and supplied every 12 months.

CITY OF SANTA MONICA
OAKS INITIATIVE DISCLOSURE FORM

In order to facilitate compliance with the requirements of the Oaks Initiative, the City compiles and maintains certain information. That information includes the name of any person or persons who is seeking a "public benefit." If the "public benefit" is sought by an entity, rather than an individual person, the information includes the name of every person who is: (a) trustee, (b) director, (c) partner, (d) officer, or has (e) more than a ten percent interest in the entity.

Public benefits include:

1. Personal services contracts in excess of $25,000 over any 12-month period;
2. Sale of material, equipment or supplies to the City in excess of $25,000 over a 12-month period;
3. Purchase, sale or lease of real property to or from the City in excess of $25,000 over a 12- month period;
4. Non-competitive franchise awards with gross revenue of $50,000 or more in any 12-month period;
5. Land use variance, special use permit, or other exception to an established land use plan, where the decision has a value in excess of $25,000;
6. Tax "abatement, exception, or benefit" of a value in excess of $5,000 in any 12-month period; or
7. Payment of "cash or specie" of a net value to the recipient of $10,000 in any 12-month period.

Name(s) of persons or entities receiving public benefit:

Razor USA

Name(s) of trustees, directors, partners, and officers:

Carlton Calvin, Robert Chen, Pi-Yu Lin, Daniel Simon, Brent Engle

Name(s) of persons with more than a 10% equity, participation, or revenue interest:

Carlton Calvin, Robert Chen, Pi-Yu Lin

Prepared by: Daniel Simon Title: Chief Operating Officer

Signature: Date: 7/26/18

Email: dsimon@razorusa.com Phone: 562-345-6000

FOR CITY USE ONLY:
Bid/PO/Contract # _____ Permit # _____