

Capital Reporting Company
In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

2

1 P R O C E E D I N G S

2 10:13 a.m.

3 CHAIRPERSON MILLER: I have next on our
4 calendar a presentation to the Board by Mr. Robert
5 Smith or said he had --

6 MR. STERN: Before he comes up --

7 CHAIRPERSON MILLER: Okay.

8 MR. STERN: -- I'm also standing in on Island
9 Cafe. Can I be excused until 11:00 when that is
10 scheduled?

11 CHAIRPERSON MILLER: Oh, until when it's
12 scheduled?

13 MR. STERN: Yes.

14 CHAIRPERSON MILLER: Yes.

15 MR. STERN: Thank you.

16 CHAIRPERSON MILLER: Okay. Good morning.

17 MR. SMITH: Good morning, everyone. How are
18 you?

19 CHAIRPERSON MILLER: Good, thank you. How
20 are you?

21 MR. SMITH: Excellent. My name is Robert C.
22 Smith. Thanks for a brief moment. The entire purpose

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

3

1 of this meeting is just to update the Board and the
2 chair on a couple of points. First off, you're getting
3 a packet, the first four pages of which are my CV. It
4 includes -- the very last page and a half is some
5 expert witness stuff I've done in the last 10-13 years.

6 A brief history on myself and the company; I
7 was a San Diego police officer for 20 years. I retired
8 a year ago to devote my full time to the company,
9 Nightclub Security Consultants. I've had the company
10 since 1998. I ran it as a police detective my last
11 seven years but just didn't have the time to devote to
12 the company. So that's why I retired with 20.

13 Now, it's taken a turn where, as a company
14 president, you start getting into a lot of other points
15 and that's what I wanted to present the Board with.
16 We've trained across the country over 5000 guards,
17 another 5000 employees. We focus -- and last night, I
18 had a meeting. And the three attorneys I met with were
19 surprised we haven't branched out yet to train
20 managers, hotel managers, loss prevention agents, and
21 all these other type of guards. And that's not what I
22 want to do.

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

4

1 In 1998, when I started the company, I had to
2 arrest a bouncer. He had beat up a guard -- or he beat
3 up a customer in San Diego. And in my investigation as
4 a police officer, I found there was no training, no
5 requirement. And then we're familiar with TIPS, TAMS
6 [sic], WRAPS [sic] and all the server training
7 programs. There was nothing for the in-house guard.

8 And I reduced our police academy mindset and
9 training down to a ten-hour program. And now, it's a
10 14- 16-hour program. Here in DC, we offer the same
11 mini- program in an 8-hour training session. We offer
12 topics that are very unique to the law enforcement
13 community. And if you -- if you really think about it,
14 the job of an in-house security guard or bouncer is
15 exactly the same as a peace officer on the street.

16 They deal with the same people, only they
17 don't have many of the tools and zero amount of the
18 training that a peace officer has. And I wanted to
19 give that to them. There are some concrete results on
20 the training out of San Diego. The city of San Diego
21 had a grant. They went to a couple of bars. They
22 wanted to see why these two bars, Moondoggies and the

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

5

1 City Beach Bar and Grill, had a lower incidence of
2 calls for police service, incidence of violence, and
3 police officer out service time.

4 And I'm sure those -- at least two of those
5 you're very familiar with because the city may complain
6 that we're spending too much time at Bar X -- takes too
7 many hours of resources. Well, the city of San Diego's
8 no different. They found that similar bars had higher
9 levels than these two bars. Long story short, they
10 approached me. They asked me what we were doing. I
11 showed them the training curriculum. They wanted to
12 borrow it.

13 There was some litigation. They were not
14 allowed to borrow it. And the training subsequently
15 was moved on to the state. And now, it's state law in
16 California. California became the first state to
17 mandate all in-house guards or bouncers have a license.
18 This license is a new and separate license other than
19 any other state. Many states, including DC, have a
20 security guard licensing program. That's for the
21 general guards, patches, special police officers. They
22 give it a lower grade.

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

6

1 They get a ton of unique generic training, as
2 every guard should have. The bouncer world is really
3 different, based on alcohol, drugs, the character, the
4 mandatory ability to be able to talk to people. That's
5 not a lot of the training that was given within the
6 generic security world. California became the first
7 state to mandate and create a separate license. It's
8 called the proprietary private security officer
9 license.

10 And it requires a background check with DOJ
11 and FBI, a registration with the Department of Consumer
12 Affairs, and 16 hours of job-specific training. Four
13 of those hours are state mandates and they are powers
14 to arrest, citizen detention, 4th Amendment right
15 issues, and two hours of that will be on terrorism
16 awareness as it relates to this industry.

17 After California passed that law, other
18 states are now looking at looking at it. Philadelphia
19 has written a law. Council Member Greenlee down in New
20 Orleans, they've written a law. In Dallas, they've
21 written a law. In Alaska, they've written a law. And
22 all these laws are going -- projected from the cities

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

7

1 to the states. It's coming along where this field of
2 bouncing will no longer be the last bastion for thugs
3 and parolees to work at.

4 Therefore, a good owner who wants to hire
5 someone -- all of a sudden someone walks in and they'll
6 take \$8 an hour under the table. That's going to go by
7 the wayside. And California saw that out of a New York
8 case, where a guard was hired, I think it was five
9 years ago, working at a club in Manhattan, had a
10 criminal record, sexually assaulted, beat, and killed a
11 female guest.

12 And that has been the crux for a lot of these
13 training issues around the country. And California's
14 the first to say, "We're going to have to create a new
15 separate license." I was the chairperson for that
16 committee that wrote that license training program. It
17 was -- it was inherent -- and it was the same time I
18 was here -- coming back here that we offered the guards
19 something very unique.

20 The HOST training program that I offer here
21 is that program. You'll see the next two pages of the
22 -- after the first four is the DC outline of what we

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

8

1 offer. Everything we do is job specific. It's not
2 generic. I don't teach the San Diego or LA or New
3 Orleans standards when I'm here in DC. I teach the DC
4 standards. I research. I get people to get me the
5 right information and I continually follow things that
6 happen within the region I teach.

7 So that's one thing that's very unique about
8 the program we have here in your town. The final page
9 is something I'd like to let you know about. We've
10 been doing it in California. It's been offered around
11 the country. Our new website and our new information
12 is out there starting in September. We're going to be
13 doing this online. Many training programs are great
14 online. It's not as good as an in-person training. I
15 will grant you that.

16 However, we've enlisted some of the best
17 writers of this type of code to have a good check and
18 balance program. We have denied people's -- they've
19 paid for the training. They've taken the test. But
20 based on the time that we can watch through our portals
21 in the internet, we know that they cheated. They
22 either didn't watch the full video -- everything is

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

9

1 video based. It's not just read a PowerPoint
2 presentation on a screen and then move on.

3 Everything is taught via video. If they
4 watch it in two minutes, but we know the video's two
5 and a half minutes, and they pass their test, we deny
6 them their license -- their application. So it's been
7 approved by California. We're licensing guards now
8 through our online process. We're going to open it up
9 statewide for every state.

10 We'll be shooting our other state-specific
11 training for online programs starting next week,
12 meaning, again, if a guard here in DC signs up for an
13 online program, they won't get generic stuff. The
14 parts on rules and regulations will be written and
15 videos will be made for DC, regarding probably cause
16 misdemeanors, the police in Georgetown or cases within
17 -- on U Street.

18 For example, there was just a blog piece out
19 about a U Street dance hall that, within the last week,
20 a guard, not knowing, jumped in and was going to kick
21 out two customers for dancing provocatively on the
22 dance floor. These were gay males dancing at a gay

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

10

1 presentation club. But this guard had no knowledge of
2 what to do and not to do -- oh, was wanting to kick
3 them out.

4 This is the kind of thing in our training
5 program that we teach them. So those will be the --
6 some of the unique, specific things that we'll offer
7 online starting in September. The final thing I want
8 to leave you with is the company wants to design -- as
9 a law enforcement officer for so many years -- and my
10 father was a cop for 31 years in San Diego -- it's hard
11 for me to pull myself away from that.

12 I understand what the job is that they do. I
13 understand what litigators do. I understand what your
14 Board does. I've worked with TABC. I've worked with
15 Providence in Rhode Island. I've worked with Texas --
16 I'm sorry -- Alaska. And I understand what your jobs
17 are. There may be times that I can offer services to
18 you -- and I understand ethics committees -- I
19 understand looking bad when it's not bad. I get that.

20 But if you have questions that -- if your own
21 investigators can't find the answer to because they
22 live and work here -- they don't have to worry so much

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

11

1 about things that go on in the rest of the country. I
2 would love to just be a resource for you. And I know
3 you don't get anything for nothing. This is what I get
4 out of it. This is basically my payment, by getting an
5 eye to eye with you that no other company thinks about
6 getting.

7 I would love to be a resource for you if you
8 need it or your investigators. If they hear something,
9 they see something, they're not sure of something from
10 an investigation process or something that might be
11 going on nationwide, if I don't it, I can find out
12 about it based on the context I have nationwide.

13 With that, I'd like to offer you any
14 questions - - to answer any questions you may have of
15 what we're doing locally. We've trained about 1000
16 different guards -- individual guards. We've trained
17 another 500-600 managers and workers at working clubs.
18 We are now telling owners, "Don't just take training.
19 Continually find other training programs and get your
20 people with a background check. Make them get a
21 background check then."

22 Well, but it's not mandatory. No, it's not

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

12

1 mandatory. So what you're telling the operators is you
2 want to shoot for the minimum standard? You're running
3 a million dollar business here. Don't try to pull the
4 wool over the Board's eye. They know what's going on.
5 Shoot for a higher standard. Get your people
6 background checked. Have your policies and procedures
7 in order and get your training and continue with that
8 training.

9 Are there any questions that you might have
10 for me?

11 CHAIRPERSON MILLER: Yes, Mr. Nophlin.

12 MR. NOPHLIN: I enjoyed the presentation. I
13 thought it was very informative. The policies that
14 you're talking about, they vary from state to state or
15 from jurisdiction to jurisdiction?

16 MR. SMITH: And by policies, you mean what,
17 sir?

18 MR. NOPHLIN: Which -- well, policies or
19 legislation or whatever you're trying to enforce in
20 terms of policies in that particular area.

21 MR. SMITH: Yes, sir. The rules and
22 regulations -- there are some basic rules and

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

13

1 regulations; twenty-one for alcohol, alcohol leaving a
2 venue. There are -- there are only two different
3 jurisdictions that I know of that sway from those two
4 basic points. Everything else is extremely fluid and
5 changing city to city, county to county, state to
6 state.

7 So regarding rules and regulations -- or
8 policies, I think, is what you're referring to, we do
9 the research to find the most current legislation for
10 that city we're in. And we create our training portion
11 there based on those points in that city.

12 MR. NOPHLIN: How do you do that?

13 MR. SMITH: It's actually very simple. It
14 takes -- it's time intensive. For example, in DC, I
15 follow ABRA appearance. I also have Title 25 that I
16 research every couple of months to see if there are any
17 new changes. I'll be attending the meeting tomorrow
18 for Councilman Graham on the Omnibus Act to see what
19 might change and might not. It's not hard to follow
20 this stuff in the age of the internet.

21 So for example, all the way and including the
22 day of training I put a slide on my presentation for

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

14

1 probable cause misdemeanors relating to theft in the
2 District of Columbia. And why would a guard need to
3 know that? How about jackets, cell phones, purses,
4 coat checks, that type of thing, and things that are
5 missing, where a guest has something stolen? If the
6 dollar amount changed for DC, I'd want to put that up
7 there for the guard to know, felony or misdemeanor.

8 So it is time intensive to find those answers
9 but that's exactly how we do it. We don't want to be
10 the generic, one-size-fits-all -- here's the program.
11 And then they go to work and they find that those all -
12 - that's -- those aren't our laws. Our laws are
13 different here in DC or Maryland or Virginia. So it's
14 tailored to the location.

15 MR. NOPHLIN: Okay. Thank you.

16 CHAIRPERSON MILLER: Yes, Mr. Alberti?

17 MR. ALBERTI: If I heard you correctly,
18 you're going to start in September offering this
19 training -- are you offering this training now to --
20 currently to folks?

21 MR. SMITH: Anyone in here could go online --
22 take our course online, no problem.

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

15

1 MR. ALBERTI: All right.

2 MR. SMITH: In your district, a guard -- in
3 fact I know two guards that have done it because they
4 were thinking proactively. They get a certificate of
5 completion for our online training certificate at the
6 highest available standard available in the nation
7 because it's -- there's nothing else out there. Now,
8 would it meet the approval of anyone? Well, there's no
9 approval process for training here.

10 But it certainly would behoove an owner when
11 he comes up to say, "Look, we attend Mr. Smith's HOST
12 training when he's here in town. But before he's here,
13 we've taking our online version of that." And that's
14 what we're trying to offer these operators now.

15 MR. ALBERTI: Right.

16 MR. SMITH: In California, it's a licensing
17 program.

18 MR. ALBERTI: Yeah, and you should -- you
19 probably -- I mean, the reason I was asking you was to
20 anticipate that might hear from the Licensees. When
21 something happens, I want to know, are we going to be
22 hearing them go, "Oh, I have these certificates from" -

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

16

1 - or when we -- when we direct them to have additional
2 training, we don't tell them who to get training from
3 but we might see --

4 MR. SMITH: One of the unique things --

5 MR. ALBERTI: I want to know -- I'm sorry
6 (inaudible) --

7 MR. SMITH: Yeah.

8 MR. ALBERTI: You're a new game in town and
9 your certificates might be something that we're seeing.

10 MR. SMITH: Absolutely. Now, we've been --
11 we've been offering this in DC, I think it's four years
12 now --

13 MR. ALBERTI: Uh-huh.

14 MR. SMITH: -- maybe four and a half years.
15 And we are now getting several people that have gone
16 through the training four years ago redoing their
17 session, which is good. I tell them two years. In
18 California -- and I'm using California as an example
19 because it is law that every two years they have to be
20 retrained.

21 Here they think one time is good enough. So
22 now, they're starting to supplement. "Well, hey, Bob,

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

17

1 I got a guy but it's been a few years since he was
2 trained. When are you here again? Okay. Come to the
3 session." Now, they'll be able to refresh that with an
4 online version through home or at work or whatever.
5 So, yeah, you may see those coming through.

6 One of the things that -- you know, I didn't
7 bring it up but I'm going to. I don't think it's a
8 conflict whatsoever. I would be happy to offer the
9 Board, its administration aides, the OAG, the
10 investigators all to take the course online at no cost
11 just to see what it is. So when you get someone in
12 front of you, you're going to go, "Oh, so you're saying
13 you did this? Well, what about this?" And ask them.

14 If they can't answer, you have a little bit
15 more power in your hand to know whether they did it or
16 not. I'm not -- we don't need to carry that discussion
17 out here. I'll give Mr. Masawi (ph) an open -- an open
18 number that anyone that wants can sign in and take it
19 just to see what is out there that I really believe is
20 going to be the standard across the country or online
21 training for guards.

22 MR. ALBERTI: I appreciate that offer. I

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

18

1 have another question. Does your training include -- I
2 don't see it here but does your training include any
3 training on sexual harassment or awareness or
4 prevention, sexual assault prevention?

5 MR. SMITH: Sexual assault, yes. Sexual
6 assault related to date rape, Ecstasy, GHB, Ketamine,
7 the date rape type of drugs that might be used out
8 there. We do offer a block on that related to best
9 practices. It's one of the sections we offer.
10 Especially -- through DC Nightlife, we ask if add a
11 best practices section.

12 So we talked for about 40 minutes on best
13 practices for your club, for example, the sexual
14 assault. We do discuss the difference between sexual
15 harassment and sexual assault because oftentimes, for
16 example, one of your venues here, they do pat downs.
17 But I ask them -- I said, "You pat down everyone?"
18 "Oh, yeah." "Show me how you pat down this woman."
19 "Well, we don't do women." So you're violating federal
20 law and sexual --

21 MR. ALBERTI: I'm more concerned about guest-
22 on- guest harassment.

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

19

1 MR. SMITH: Right.

2 MR. ALBERTI: Is that included?

3 MR. SMITH: Yeah, absolutely. Because --

4 MR. ALBERTI: Okay.

5 MR. SMITH: -- I have to get the guard to
6 understand the difference between sexual harassment
7 from an employer or an employee to a guest on a guest,
8 where a guest might, pardon me, grab some waitress's
9 butt or grab some guest's butt while they're walking
10 through a crowd. They have to understand a probable
11 cause misdemeanor battery or is that a sexual assault?
12 Is it skin to skin? I go through all of that --

13 MR. ALBERTI: Okay.

14 MR. SMITH: -- just because I don't want them
15 to jump the gun and think that's something that it's
16 not. Now, they're behind the eight ball. They have
17 misinformation. The police come and don't do anything
18 because there wasn't a crime, those type of things --
19 including the collection of evidence.

20 MR. ALBERTI: Uh-huh.

21 MR. SMITH: We do a scenario where -- it's a
22 very common one and it happened here, where an unknown

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

20

1 person grabs a guest's rear end. She blames another
2 customer. She pushes that customer. The boyfriend of
3 that guest jumps up. Now, there's a fight. The
4 original party that did it is here going -- he doesn't
5 want to volunteer that, "Hey, it was just a joke. I
6 meant to get my friend in trouble."

7 Now, the guards start opening up, going, "Oh,
8 we've had that. Oh, we just threw everybody out." And
9 I started getting them to think that there's a better
10 way to skin that cat using your video, asking for
11 witnesses, asking her if she really saw it, getting the
12 police involved early, so they know if there's a crime
13 or there's not a crime.

14 So we cover a ton of that stuff. I'd like to
15 say each one of the points that you've said, yes, we
16 absolutely cover in depth. It's eight hours. So
17 related to sexual assault, sexual harassment of
18 employee- employee, employee-guest, yes, we do cover.

19 MR. ALBERTI: Okay. Thank you. No further
20 questions.

21 CHAIRPERSON MILLER: Okay. Yes, Mr. Brooks?

22 MR. BROOKS: Yes. Mr. Smith, I just want to

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

21

1 be clear, you are asking ABRA and the ABC Board to
2 avail themselves to your services free of charge?

3 MR. SMITH: Yes.

4 MR. BROOKS: That's basically what it is?

5 MR. SMITH: Yes.

6 MR. BROOKS: If an investigator or a
7 supervisor at ABRA has a question concerning security
8 procedures, policies, regulations, they can pick up the
9 phone and call you?

10 MR. SMITH: Yes.

11 MR. BROOKS: Okay. Are you located here in
12 DC?

13 MR. SMITH: We're nationwide. I mean, we're
14 actually global.

15 MR. BROOKS: Uh-huh.

16 MR. SMITH: So, you know, the UK, Spain, New
17 Zealand, Australia, Canada, they all mandate bouncers
18 have licenses.

19 MR. BROOKS: I'm sorry.

20 MR. SMITH: The United States doesn't, yet
21 California does. So we work globally. And the
22 questions that your investigators have may be the same

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

22

1 ones that have been called upon to our company by other
2 countries' jurisdictions and other state jurisdictions.

3 MR. BROOKS: Okay. Now, have you made the
4 same offer that you're making to DC to other cities and
5 states?

6 MR. SMITH: Since day -- since day one, I
7 know that law enforcement gets little or no training
8 regarding these elements. I don't know what it is in
9 DC for DC Metro. Privately, when I ask these cops what
10 kind of training they get on club drugs and IDs, they
11 say, "None." But they're free. Law enforcement across
12 the country is free at any one of my sessions,
13 including DC.

14 MR. BROOKS: Okay. So have you approached
15 the Metropolitan Police Department with this --

16 MR. SMITH: Yes.

17 MR. BROOKS: -- your program?

18 MR. SMITH: From the first time we presented
19 here to maybe once every 18 months, a letter goes to
20 the chief to say, "This is what we do. Here's who we
21 are. Your folks are free. We'll do a line-up training.
22 We'll do shift training." It's done all over the

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

23

1 country.

2 MR. BROOKS: So have you gotten any responses
3 for the Metropolitan Police Department?

4 MR. SMITH: No. Typically -- and quite
5 honestly, California ABC, Texas ABC, and Alaska ABC are
6 the only agencies that have taken advantage of the free
7 training.

8 MR. BROOKS: I see.

9 MR. SMITH: And there's an inherent wall.
10 They think -- when I was a cop, they thought I was a
11 turncoat. Now that I'm not a cop, they think I've got
12 ulterior motives because nothing's free. If a better
13 trained cop can do a better job in the field, the end
14 result is better for everyone. And I know that sounds
15 pretty pie in the sky, but that's the way it is.

16 I mean, I like being a cop. And if someone
17 offered me free training to better my skills in the
18 field -- I'm sorry, if it's free, give me three. I'm
19 taking that free training. And it has nothing to do
20 with ethics. It's to better my job, my -- better my
21 ability in the field to do the job.

22 MR. BROOKS: All right. Thank you. Thank

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

24

1 you, Madam Chair.

2 CHAIRPERSON MILLER: Okay. Yes, uh-huh.

3 MR. NOPHLIN: Madam Chair, just a question on
4 the same question that Board Member Brooks asked.

5 Well, how are you rewarded?

6 MR. SMITH: I'm sorry, sir?

7 MR. NOPHLIN: How are you rewarded for the
8 work that you do?

9 MR. SMITH: Well, understand what I said.
10 Few people are taking advantage of the free programs.
11 Now, trust me, if all was said and I'm getting
12 inundated statewide by tons of requests by law
13 enforcement agencies for free training, I'm going to
14 have to come up with a better mousetrap. And until
15 that happens, it's getting away -- I'm giving it away
16 with nothing wanted in return.

17 Because let's be honest, I mean, sometimes,
18 speaking frankly, it's not, you know, very well
19 accepted. But if a cop in the field takes my training
20 program -- one hour of my training program and sees
21 that, "Holy cow, this guy knows what he's talking
22 about; I learned more in that one hour than I learned

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

25

1 in my police academy," he may be a friend so to speak.

2 It is what it is.

3 Now, he goes to a club and he -- and he sees
4 this club has many violations. And he says, "Look,
5 your people need to train. Have you heard about this?"
6 He's not telling them to go do it. He's saying, "Look,
7 get some training." That's the end game here.

8 MR. NOPHLIN: Thank you. Thank you, Madam
9 Chair.

10 CHAIRPERSON MILLER: Okay. And Mr. Jones?

11 MR. JONES: Thank you, Madam Chair. What's
12 the name of your company?

13 MR. SMITH: Nightclub Security Consultants.

14 MR. JONES: Is it a for-profit company?

15 MR. SMITH: It is.

16 MR. JONES: How long have you been in
17 business?

18 MR. SMITH: 1998.

19 MR. JONES: 1998. Have you -- have you
20 turned a profit?

21 MR. SMITH: We turned a profit the first --
22 sorry, the first two years we did not. Then the next

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

26

1 ten years we did. And when I left the PD -- the last
2 year I left the PD, I was cleaning up all my cases. We
3 did not turn a profit. And this year we will not but
4 it will come back. It's a matter of time.

5 MR. JONES: So in the years that you did turn
6 a profit, how did you generate that revenue?

7 MR. SMITH: Through charging individual
8 attendees. Joe Guard comes to the session. Depending
9 on where we're at the country, he would pay \$50 to \$150
10 to attend the session. And an individual owner could
11 send his whole crew, ten guards, for a reduced price or
12 I would come into a venue as a -- as a cooler, if you
13 will, train -- observe on Friday, train on Saturday,
14 work on Saturday night, train on Sunday, and then have
15 a break- out hands-on training on Sunday.

16 That's about a \$5000 weekend. And clubs
17 still hire me to come in and do that because they see
18 the immediate effect on their staff to turn them around
19 to start thinking differently on how they're doing
20 their job.

21 MR. JONES: And how long have you been doing
22 this full time?

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

27

1 MR. SMITH: Well, full time since '98. I
2 mean, I was doing two full-time jobs, as a San Diego
3 police detective and an owner of this company. I would
4 -- I would work Monday through Thursday, fly out
5 Thursday night, train until Sunday, fly back red eye
6 and go to work on Monday.

7 MR. JONES: All right. So how long have you
8 been doing this only?

9 MR. SMITH: Since November of -- about a year
10 -- about 14 months now.

11 MR. JONES: About 14 months?

12 MR. SMITH: Correct.

13 MR. JONES: Okay. And what's your long-term
14 plan for your business?

15 MR. SMITH: You sound like one of my
16 investors. That's good though. Long term? We've got
17 several goals long term; number one, obviously the big
18 money is online -- I can reach out hundreds and
19 millions of people online -- to get that residual
20 incoming coming in online; number two, to offer boards,
21 attorney groups, law enforcement agencies continual
22 education through -- whether it's credited by POST or

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

28

1 other national organizations; and number three, to
2 create a standard of care within the hospitality
3 industry for bouncers.

4 No longer, you know, just Ma and Pa hiring
5 the biggest buy on the floor. Ma and Pa need to go and
6 answer to a higher standard. That's what we want to do
7 with our company; get online worldwide, do some
8 specialized, larger group training, and create a higher
9 standard for this industry.

10 MR. JONES: Okay. Is one of -- and rolled
11 into that, is part of it to try and to fill a niche
12 that you feel hasn't been filled at this point and then
13 become, what we call, like, the lead, the trendsetter,
14 the lead in this industry, this area?

15 MR. SMITH: Since --

16 MR. JONES: So you'd become, like, the de
17 facto standard?

18 MR. SMITH: Since 1998 -- now, we started in
19 '98. And for one year, we videotaped every training
20 session we did. We did feedback request from every
21 attendee. We have been the standard since 1999. There
22 is no one giving our training -- anything like our

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

29

1 training. What's happening is other companies are
2 popping up and there are two or three here in town.
3 They go by the wayside because they don't offer what we
4 offer and how we offer it.

5 They'll offer a very generic training because
6 it's all about the money. There will be money for this
7 company. Breaking even or making a million dollars? I
8 don't know but there will be money. Okay. If I can
9 offer the best product out there and continually strive
10 to have the best product for an individual guard or a
11 large operator, I can do that. I don't know to kowtow
12 to the lowest common denominator.

13 MR. JONES: Understood. So I guess part of
14 the question I'm asking -- I'm probably not asking it
15 very well -- is your -- part of your marketing strategy
16 and your long-term business goal is to have government
17 agencies, such as District of Columbia, ABRA, and other
18 entities like that to become the voice for your
19 company, i.e., your training program, and then speak on
20 that as, "Hey, oh, you guys need to get trained. You
21 might want to go check out X, Y, and Z, i.e., Robert
22 Smith's company," just so that we become your

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

30

1 mouthpiece and, like, become almost, like, a viral type
2 of marketing?

3 MR. SMITH: No, no. And I know why I don't
4 want that because I was in the government agency. And
5 I know I can't do that as a government agent. At
6 least, I'm not supposed to do that as a government
7 agent.

8 MR. JONES: Uh-huh.

9 MR. SMITH: So that's why I know I don't want
10 that done. However, if all of a sudden -- for example,
11 I think a year and a half ago we had an open session,
12 where we were to talk about the licensing or at least
13 the regulation of security companies training
14 companies. I wanted that. I asked for that to come up
15 two years ago. Just approve me.

16 CHAIRPERSON MILLER: Uh-huh.

17 MR. SMITH: Ask me to pay a fee to review my
18 program, not to sell it. But don't you do that already
19 with TIPS, TAMS [sic], WRAPS [sic], the server training
20 programs? You don't endorse them and sell them. You
21 just say, "These are the approved programs we know work
22 for service." That's what I want to create. That's

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

31

1 what happened in California. That's what happened in
2 Alaska.

3 Create a standard so now, when someone comes
4 in and they say, "I've got Joe's training," you can
5 look. "Joe's not one of our certified trainers." Oh,
6 then it doesn't carry any weight with a mitigating
7 circumstance. "Nightclub Security. Oh, yes. We've
8 reviewed their program. We've approved their program.
9 They're a licensed member of the training group."
10 That's what I'd like to do.

11 MR. JONES: Okay. And how many custom
12 programs have you developed? So you say you're
13 developing one that will be launched by the district?

14 MR. SMITH: No. We've been training
15 exclusively in the district since 19 -- I'm sorry,
16 since 2000 and -- I want to say four years ago, 2009 --
17 2008-2009, where it went -- in fact, I presented to
18 RAMW that we can create a program just for RAMW and
19 their members. As we left that meeting, my first phone
20 call was Mark Barnes when he had left. He trained us
21 and two weeks later we were back retraining his people
22 in a weekend session. I had 58 people in that session.

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

32

1 The only part that we need to tailor is the
2 rules and regulations. IDs, club drugs, disaster
3 preparedness, liabilities; those are all standard
4 across the country. Nothing changes.

5 MR. JONES: Okay. So maybe I misheard. Is
6 there something significant about the -- September?

7 MR. SMITH: The online training program.

8 MR. JONES: Okay.

9 MR. SMITH: Right now -- yeah, right now, you
10 can take our online training program. It's designed
11 for California. It is an intensive 16-hour program.
12 So a guard here could take it. However, it's not
13 required, so why make them pay more and go through a
14 longer course?

15 MR. JONES: Uh-huh.

16 MR. SMITH: It's better. They can. But we
17 will have a shorter version for DC, and frankly, every
18 other state around the country that doesn't need the
19 California standard.

20 MR. JONES: Okay. And how many custom
21 packages have you developed, both in terms of face-to-
22 face training and how many custom packages have you

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

33

1 currently developed for online-based training?

2 MR. SMITH: We've developed hundreds -- and I
3 literally mean that -- hundreds of face-to-face --

4 MR. JONES: Uh-huh.

5 MR. SMITH: -- different training programs.
6 We've trained in every state, in Mexico, in Canada, in
7 Australia, in Europe. So we've developed hundreds of
8 individual face-to-face unique training sets, training
9 plans, presentations. Online we've probably got about
10 six done. Understand that, to do them online, our mold
11 is set but each individual jurisdiction must be
12 different.

13 And when you think of differences -- the
14 State of California, they have one state ABC regulatory
15 agency. In Texas, they have a state regulatory agency
16 but each county also has different rules they might
17 apply. So we've got to now in Texas create a subset
18 for each county in Texas that are dry on Sunday, that
19 can't sell it between noon and whatever. So in DC,
20 it's very easy. We're shooting DC's next week because
21 it's what we've been doing already here in DC.

22 MR. JONES: Okay. So would you be able to

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

34

1 quantify how many online packages you've done? Like,
2 could you give me a number, 10, 15, 20?

3 MR. SMITH: We've got six individual states
4 done as of today.

5 MR. JONES: Sixteen done as of today?

6 MR. SMITH: Correct.

7 MR. JONES: DC is not one of those, correct?

8 MR. SMITH: No, that will be shot next week.

9 MR. JONES: Okay. So will that be seven?

10 MR. SMITH: That will be seven.

11 MR. JONES: Okay. And just for
12 clarification, what's your -- what's your metric for
13 effectiveness?

14 MR. SMITH: Well, that's a real tough one. I
15 like statistics but I know what statistics -- how they
16 can be tweaked and twisted. The only true statistical
17 data that's out there is out of San Diego; the bars
18 that they went to and the bars that they checked them
19 against on calls for service and police officers' time
20 and the filing incidence.

21 The FBI nor the DOJ capture -- and the labor
22 statistics -- none of those agencies capture bouncer

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

35

1 violence. They do generic hospitality violence. Well,
2 that could be a concert hall. It can be a hotel. So
3 there is no capture mechanism to say, "Look, we can now
4 individually funnel that down and say, 'Here's bouncer
5 violence or on -- guest-on-guest violence at a club,
6 you know, a liquor-licensed industry.'" There's no
7 mechanism to capture that.

8 MR. JONES: Okay. So you do not have a
9 metric for effectiveness?

10 MR. SMITH: Well, I have nothing that is
11 scientific.

12 MR. JONES: Just a qualitative field?

13 MR. SMITH: Well, based on --

14 MR. JONES: I think better now that they --

15 MR. SMITH: Based on insurance companies that
16 have given reduced rates to clients of mine --

17 MR. JONES: Uh-huh.

18 MR. SMITH: So, for example, there's a group
19 of brokers -- two or three brokers and they handle
20 about 28 different insurance companies, these brokers.
21 They have had clients that said -- where the brokers
22 get a call from the insurance company and say, "Hey,

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

36

1 you insure Jackson's. How come they've got fewer
2 claims now? In fact, it's drastic fewer claims."

3 The broker looks at what they're doing. "Oh,
4 we make them -- to insure them at this rate, we make
5 them go through this HOST training." Guys out of San
6 Diego, we make them come out for a weekend, Friday,
7 Saturday, and Sunday -- in Jackson's of Tampa -- is
8 that the only thing? We're making them get background
9 checks. We're making them use this new hire program.
10 We're making them use this policy manual, all things
11 that we write for them.

12 All of a sudden, Jackson's doesn't have the
13 same incidence of violence. They're getting a reduced
14 insurance rate. So that's another mechanism that I
15 know. If these companies -- insurance companies are
16 giving reduced rates, the program's working.

17 MR. JONES: Okay. Thank you. Thank you,
18 Madam Chair.

19 CHAIRPERSON MILLER: Okay. I just have two
20 follow-up questions. It sounds like you're offering a
21 very important service. I think you mentioned
22 accreditation or something as a long-term goal. Are

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

37

1 you -- is there any kind of a review of your services
2 by anyone or something like --

3 MR. SMITH: Only in the state of California
4 right now. Now -- well, that's not true. In
5 Providence, Rhode Island also. Providence, Rhode
6 Island was the first city in the country to offer a
7 job-specific training program for bouncers. That was
8 in 2008-2009. California became the first state to do
9 it. So in Providence, my license approval there is
10 number one. There are eight other approved licenses in
11 the city of Providence.

12 In California, my license is number one. I
13 was the first approved company in the state of
14 California. It's actually P-00001. There are now 38
15 companies in the state of California but ours was the
16 first one that was approved.

17 CHAIRPERSON MILLER: Are there any -- have
18 you had any, like, law enforcement agencies or attorney
19 generals, like, reviewed your plan and said something
20 publically?

21 MR. SMITH: The --

22 CHAIRPERSON MILLER: "This is a good plan?"

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

38

1 MR. SMITH: Yes, ma'am. Yes, ma'am. In --
2 before California mandated it, nine law enforcement
3 agencies in California sent officers through it to
4 review it. Cities requested it. For example, in
5 Anchorage, Alaska the Alaska ABC said, "Bob, what can
6 you do for us in this city? We have no training
7 program." So we contracted through the state to
8 provide training there.

9 In Ventura -- In California again, the county
10 of Ventura got -- received grant money for DUI
11 reduction. They took our program, put it in their grant
12 program. And we offered that pre-state licensing and
13 post-state licensing and we still have that contract
14 with Ventura.

15 In Tampa, Florida, after we worked with
16 Jackson's, the police agency that came in Tampa, they
17 said, "Hey, what we can we do to get on board this?" I
18 said, "You're on board. It's up to you to start
19 telling people to get trained." "Well, we can."
20 "Okay. Then create a mechanism to approve trainers."

21 CHAIRPERSON MILLER: Okay. I just have two
22 other quick ones because I think I've got to watch the

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

39

1 time now too. But one is, you're not at this point
2 working with the City Council to try to get this kind
3 of training mandated via legislation, are you -- are
4 you? I mean --

5 MR. SMITH: The reason I look back is --

6 CHAIRPERSON MILLER: Uh-huh.

7 MR. SMITH: I'll tell the Board something.

8 There is already a law on the books regarding licensing
9 of guards, all guards. I say that with a little bit of
10 hesitation. The law is there, mandating that if you
11 have a guard -- and it outlines what a guard is -- you
12 must do this. It's not being enforced and it's not
13 being enforced because the law enforcement agency knows
14 that the current program that is mandated is inadequate
15 for bouncers.

16 It's a generic training program teaching,
17 "Don't touch them. Don't get involved. Don't step in.
18 Call 911." And you have heard from licensees that
19 that's an issue for them. Oh, but that's what they're
20 mandated to do, if they use that program. What we are
21 trying to do is to get -- first educate you folks that
22 there -- wow, there's another way to do this thing.

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

40

1 Now, I will approach the police department to say,
2 "Look, you're not enforcing this. Is this why?" And I
3 know it is.

4 Okay. What if you had a different avenue to
5 now enforce? Oh, okay. And then let the police
6 spearhead that to the council instead of a private
7 company.

8 CHAIRPERSON MILLER: Uh-huh. Okay. And my
9 final concern is about the online. I mean, I would
10 think that it'd be great to have, you know, online
11 training that's so accessible. But it sounded like
12 somebody could take the test online. You never would
13 have seen that person. Like, anybody could take the
14 test. I mean, a --

15

16 MR. SMITH: Yes, ma'am. And that was --

17 CHAIRPERSON MILLER: -- a teenager could take
18 the test for the parent.

19 MR. SMITH: Now, understand, if -- and I get
20 his comments. I understand where he's coming from and
21 I love the open frankness of some of the questions he
22 asks. I don't want to put out a program that's just

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

41

1 about the money. I have to be able to go in front of a
2 jury at a civil hearing and testify when Joe Bouncer
3 kills someone -- knock on wood -- and they claim they
4 took their training program online --

5 CHAIRPERSON MILLER: Uh-huh.

6 MR. SMITH: -- I'm going to be vicariously
7 liable here if they did it wrong. So I've got to have
8 all the checks and balances possible. So we have a
9 video time that is keyed by the computer. It's got to
10 be -- it's got to be played. If you don't play it, you
11 didn't watch it. You don't watch it, you don't get
12 certified. Okay. Say they run it and it goes to the
13 end and then you decide to take the test without
14 watching it. They're going to get it wrong.

15 The test questions are involved in the video.
16 So we've had that checked and balanced. The final
17 check and balance is on the login process. If you're
18 logging in at a certain time -- and these are computer
19 algorithms on all that kind of stuff -- we -- it sends
20 a red flag to us that maybe this one should be
21 scrutinized a little more. And we send an email to
22 that user to retake this test. There's not much more

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

42

1 you can do with online training.

2 We're trying to be the best out there.

3 California's leading traffic school online provider has

4 that same worry. We are now using their computer

5 people to do our program because we were worried -- I

6 was worried, frankly, about the same thing. I don't

7 want to have that happen.

8 CHAIRPERSON MILLER: Okay. Well, thank you.

9 Yes, Mr. Silverstein.

10 MR. SILVERSTEIN: One quick question. You

11 keep using the term, "We." How many folks are involved

12 in your company?

13 MR. SMITH: I am the president. There are --

14 I have a local Fairfax County cop that helps me here

15 locally. I have one person in Dallas, six people in

16 California, and one in Anchorage. So less than ten

17 total within the company.

18 MR. SILVERSTEIN: But you do have local

19 contacts, if necessary --

20 MR. SMITH: Yes.

21 MR. SILVERSTEIN: -- in various places? No

22 further questions. Thank you.

Capital Reporting Company
In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

43

1 CHAIRPERSON MILLER: Okay. All right. Well,
2 thank you very much.

3 MR. SMITH: Thank you. Thanks, folks.

4 CHAIRPERSON MILLER: Let me (inaudible).

5 (WHEREUPON, at 10:53 a.m, the hearing was
6 concluded.)

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22

CERTIFICATE OF NOTARY PUBLIC

I, NATALIA THOMAS, the officer before whom the foregoing hearing was taken, do hereby certify that the testimony appearing in the foregoing transcript was recorded by me and thereafter reduced to typewriting under my direction; that said transcription is a true record of the testimony given by said parties; that I am neither counsel for, related to, nor employed by any of the parties to the action in which this was taken; and, further, that I am not a relative or employee of any counsel or attorney employed by the parties hereto, nor financially or otherwise interested in the outcome of this action.

NATALIA THOMAS
Notary Public in and for
DISTRICT OF COLUMBIA

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22

CERTIFICATE OF TRANSCRIPTION

I, MIRANDA PENNACHI, hereby certify that I am not the Court Reporter who reported the following proceeding and that I have typed the transcript of this proceeding using the Court Reporter's notes and recordings. The foregoing/attached transcript is a true, correct and complete transcription of said proceeding.

Date
MIRANDA PENNACHI
Transcriptionist

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 1

<hr/> \$ <hr/> \$150 26:9 \$50 26:9 \$5000 26:16 \$8 7:6 <hr/> 1 <hr/> 10 34:2 10:13 2:2 10:53 43:5 1000 11:15 10-13 3:5 11 1:9 11:00 2:9 14 4:10 27:10,11 14th 1:11 15 34:2 16 6:12 16-hour 4:10 32:11 18 22:19 19 31:15 1998 3:10 4:1 25:18,19 28:18 1999 28:21 <hr/> 2 <hr/> 20 3:7,12 34:2 2000 1:11 31:16 2008-2009 31:17 37:8 2009 31:16 2012 1:9 25 13:15 28 35:20	<hr/> 3 <hr/> 31 10:10 38 37:14 <hr/> 4 <hr/> 40 18:12 4th 6:14 <hr/> 5 <hr/> 5000 3:16,17 500-600 11:17 58 31:22 <hr/> 8 <hr/> 8-hour 4:11 <hr/> 9 <hr/> 911 39:18 98 27:1 28:19 <hr/> A <hr/> a.m 2:2 43:5 ABC 21:1 23:5 33:14 38:5 ability 6:4 23:21 able 6:4 17:3 33:22 41:1 ABRA 13:15 21:1,7 29:17 absolutely 16:10 19:3 20:16 academy 4:8 25:1 accepted 24:19 accessible 40:11 accreditation 36:22 across 3:16 17:20	22:11 32:4 Act 13:18 action 44:10,14 actually 13:13 21:14 37:14 add 18:10 additional 16:1 administration 17:9 advantage 23:6 24:10 Affairs 6:12 against 34:19 age 13:20 agencies 23:6 24:13 27:21 29:17 34:22 37:18 38:3 agency 30:4 33:15 38:16 39:13 agent 30:5,7 agents 3:20 ago 3:8 7:9 16:16 30:11,15 31:16 aides 17:9 Alaska 6:21 10:16 23:5 31:2 38:5 Alberti 1:14 14:16,17 15:1,15,18 16:5,8,13 17:22 18:21 19:2,4,13,20 20:19 alcohol 6:3 13:1 Alcoholic 1:2,10,11	algorithms 41:19 allowed 5:14 already 30:18 33:21 39:8 am 42:13 44:9,11 45:3 Amendment 6:14 amount 4:17 14:6 Anchorage 38:5 42:16 answer 10:21 11:14 17:14 28:6 answers 14:8 anticipate 15:20 anybody 40:13 anyone 14:21 15:8 17:18 37:2 anything 11:3 19:17 28:22 appearance 13:15 appearing 44:5 application 9:6 apply 33:17 appreciate 17:22 approach 40:1 approached 5:10 22:14 approval 15:8,9 37:9 approve 30:15 38:20 approved 9:7 30:21 31:8 37:10,13,16 area 12:20 28:14 aren't 14:12
--	---	---	--

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 2

<p>arrest 4:2 6:14</p> <p>assault 18:4,5,6,14,15 19:11 20:17</p> <p>assaulted 7:10</p> <p>attend 15:11 26:10</p> <p>attendee 28:21</p> <p>attendees 26:8</p> <p>attending 13:17</p> <p>attorney 27:21 37:18 44:12</p> <p>attorneys 3:18</p> <p>Australia 21:17 33:7</p> <p>avail 21:2</p> <p>available 15:6</p> <p>avenue 40:4</p> <p>awareness 6:16 18:3</p> <p>away 10:11 24:15</p> <hr/> <p style="text-align: center;">B</p> <hr/> <p>background 6:10 11:20,21 12:6 36:8</p> <p>bad 10:19</p> <p>balance 8:18 41:17</p> <p>balanced 41:16</p> <p>balances 41:8</p> <p>ball 19:16</p> <p>Bar 5:1,6</p> <p>Barnes 31:20</p> <p>bars 4:21,22 5:8,9 34:17,18</p> <p>based 6:3 8:20 9:1 11:12 13:11</p>	<p>35:13,15</p> <p>basic 12:22 13:4</p> <p>basically 11:4 21:4</p> <p>bastion 7:2</p> <p>battery 19:11</p> <p>Beach 5:1</p> <p>beat 4:2 7:10</p> <p>became 5:16 6:6 37:8</p> <p>become 28:13,16 29:18,22 30:1</p> <p>behind 19:16</p> <p>behoove 15:10</p> <p>believe 17:19</p> <p>best 8:16 18:8,11,12 29:9,10 42:2</p> <p>better 20:9 23:12,13,14,17,2 0 24:14 32:16 35:14</p> <p>Beverage 1:2,10,11</p> <p>biggest 28:5</p> <p>bit 17:14 39:9</p> <p>blames 20:1</p> <p>block 18:8</p> <p>blog 9:18</p> <p>board 1:2,7,11 2:4 3:1,15 10:14 17:9 21:1 24:4 38:17,18 39:7</p> <p>boards 27:20</p> <p>Board's 12:4</p> <p>Bob 16:22 38:5</p> <p>books 39:8</p>	<p>borrow 5:12,14</p> <p>bouncer 4:2,14 6:2 34:22 35:4 41:2</p> <p>bouncers 5:17 21:17 28:3 37:7 39:15</p> <p>bouncing 7:2</p> <p>boyfriend 20:2</p> <p>branched 3:19</p> <p>break 26:15</p> <p>Breaking 29:7</p> <p>brief 2:22 3:6</p> <p>bring 17:7</p> <p>broker 36:3</p> <p>brokers 35:19,20,21</p> <p>Brooks 1:14 20:21,22 21:4,6,11,15,19 22:3,14,17 23:2,8,22 24:4</p> <p>Building 1:11</p> <p>business 12:3 25:17 27:14 29:16</p> <p>butt 19:9</p> <p>buy 28:5</p> <hr/> <p style="text-align: center;">C</p> <hr/> <p>Cafe 2:9</p> <p>calendar 2:4</p> <p>California 5:16 6:6,17 7:7 8:10 9:7 15:16 16:18 21:21 23:5 31:1 32:11,19 33:14 37:3,8,12,14,15 38:2,3,9 42:16</p>	<p>California's 7:13 42:3</p> <p>CALVIN 1:15</p> <p>Canada 21:17 33:6</p> <p>capture 34:21,22 35:3,7</p> <p>care 28:2</p> <p>carry 17:16 31:6</p> <p>case 7:8</p> <p>cases 9:16 26:2</p> <p>cat 20:10</p> <p>cause 9:15 14:1 19:11</p> <p>cell 14:3</p> <p>certain 41:18</p> <p>certainly 15:10</p> <p>certificate 15:4,5 44:1 45:1</p> <p>certificates 15:22 16:9</p> <p>certified 31:5 41:12</p> <p>certify 44:4 45:3</p> <p>chair 3:2 24:1,3 25:9,11 36:18</p> <p>chairperson 1:12,13 2:3,7,11,14,16,1 9 7:15 12:11 14:16 20:21 24:2 25:10 30:16 36:19 37:17,22 38:21 39:6 40:8,17 41:5 42:8 43:1,4</p> <p>change 13:19</p>
--	--	---	--

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company
 In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012
 Page 3

<p>changed 14:6 changes 13:17 32:4 changing 13:5 character 6:3 charge 21:2 charging 26:7 cheated 8:21 check 6:10 8:17 11:20,21 29:21 41:17 checked 12:6 34:18 41:16 checks 14:4 36:9 41:8 chief 22:20 circumstance 31:7 cities 6:22 22:4 38:4 citizen 6:14 city 4:20 5:1,5,7 13:5,10,11 37:6,11 38:6 39:2 civil 41:2 claim 41:3 claims 36:2 clarification 34:12 cleaning 26:2 clear 21:1 clients 35:16,21 club 7:9 10:1 18:13 22:10 25:3,4 32:2 35:5 clubs 11:17 26:16 coat 14:4</p>	<p>code 8:17 collection 19:19 Columbia 1:1 14:2 29:17 44:21 comes 2:6 15:11 26:8 31:3 coming 7:1,18 17:5 27:20 40:20 comments 40:20 committee 7:16 committees 10:18 common 19:22 29:12 community 4:13 companies 29:1 30:13,14 35:15,20 36:15 37:15 company 3:6,8,9,12,13 4:1 10:8 11:5 22:1 25:12,14 27:3 28:7 29:7,19,22 35:22 37:13 40:7 42:12,17 complain 5:5 complete 45:8 completion 15:5 computer 41:9,18 42:4 concern 40:9 concerned 18:21 concerning 21:7 concert 35:2 concluded 43:6 concrete 4:19 conflict 17:8</p>	<p>Consultants 1:6 3:9 25:13 Consumer 6:11 contacts 42:19 context 11:12 continual 27:21 continually 8:5 11:19 29:9 continue 12:7 contract 38:13 contracted 38:7 Control 1:2,10,11 cooler 26:12 cop 10:10 23:10,11,13,16 24:19 42:14 cops 22:9 correct 27:12 34:6,7 45:8 correctly 14:17 cost 17:10 council 6:19 39:2 40:6 Councilman 13:18 counsel 44:9,12 countries 22:2 country 3:16 7:13 8:11 11:1 17:20 22:12 23:1 26:9 32:4,18 37:6 county 13:5 33:16,18 38:9 42:14 couple 3:2 4:21 13:16 course 14:22 17:10</p>	<p>32:14 Court 45:4,6 cover 20:14,16,18 cow 24:21 create 6:7 7:14 13:10 28:2,8 30:22 31:3,18 33:17 38:20 credited 27:22 crew 26:11 crime 19:18 20:12,13 criminal 7:10 crowd 19:10 crux 7:12 current 13:9 39:14 currently 14:20 33:1 curriculum 5:11 custom 31:11 32:20,22 customer 4:3 20:2 customers 9:21 CV 3:3 <hr/> D <hr/> D.C 1:12 Dallas 6:20 42:15 dance 9:19,22 dancing 9:21,22 data 34:17 date 18:6,7 45:16 day 13:22 22:6 DC 4:10 5:19 7:22 8:3 9:12,15 13:14 14:6,13</p>
--	--	--	---

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 4

<p>16:11 18:10 21:12 22:4,9,13 32:17 33:19,21 34:7</p> <p>DC's 33:20</p> <p>de 28:16</p> <p>deal 4:16</p> <p>decide 41:13</p> <p>denied 8:18</p> <p>denominator 29:12</p> <p>deny 9:5</p> <p>department 6:11 22:15 23:3 40:1</p> <p>Depending 26:8</p> <p>depth 20:16</p> <p>design 10:8</p> <p>designed 32:10</p> <p>detective 3:10 27:3</p> <p>detention 6:14</p> <p>developed 31:12 32:21 33:1,2,7</p> <p>developing 31:13</p> <p>devote 3:8,11</p> <p>Diego 3:7 4:3,20 8:2 10:10 27:2 34:17 36:6</p> <p>Diego's 5:7</p> <p>difference 19:6</p> <p>differences 33:13</p> <p>different 5:8 6:3 11:16 13:2 14:13 18:14 33:5,12,16 35:20 40:4</p> <p>differently 26:19</p> <p>direct 16:1</p>	<p>direction 44:7</p> <p>disaster 32:2</p> <p>discuss 18:14</p> <p>discussion 17:16</p> <p>district 1:1 14:2 15:2 29:17 31:13,15 44:21</p> <p>DOJ 6:10 34:21</p> <p>dollar 12:3 14:6</p> <p>dollars 29:7</p> <p>DONALD 1:14</p> <p>done 3:5 15:3 22:22 30:10 33:10 34:1,4,5</p> <p>downs 18:16</p> <p>drastic 36:2</p> <p>drugs 6:3 18:7 22:10 32:2</p> <p>dry 33:18</p> <p>DUI 38:10</p> <hr/> <p style="text-align: center;">E</p> <hr/> <p>early 20:12</p> <p>easy 33:20</p> <p>Ecstasy 18:6</p> <p>educate 39:21</p> <p>education 27:22</p> <p>effect 26:18</p> <p>effectiveness 34:13 35:9</p> <p>eight 19:16 20:16 37:10</p> <p>either 8:22</p> <p>elements 22:8</p> <p>else 13:4 15:7</p>	<p>email 41:21</p> <p>employed 44:9,12</p> <p>employee 19:7 20:18 44:11</p> <p>employee-guest 20:18</p> <p>employees 3:17</p> <p>employer 19:7</p> <p>endorse 30:20</p> <p>enforce 12:19 40:5</p> <p>enforced 39:12,13</p> <p>enforcement 4:12 10:9 22:7,11 24:13 27:21 37:18 38:2 39:13</p> <p>enforcing 40:2</p> <p>enjoyed 12:12</p> <p>enlisted 8:16</p> <p>entire 2:22</p> <p>entities 29:18</p> <p>Especially 18:10</p> <p>ethics 10:18 23:20</p> <p>Europe 33:7</p> <p>everybody 20:8</p> <p>everyone 2:17 18:17 23:14</p> <p>everything 8:1,22 9:3 13:4</p> <p>evidence 19:19</p> <p>exactly 4:15 14:9</p> <p>example 9:18 13:14,21 16:18 18:13,16 30:10 35:18 38:4</p> <p>Excellent 2:21</p> <p>exclusively 31:15</p>	<p>excused 2:9</p> <p>expert 3:5</p> <p>extremely 13:4</p> <p>eye 11:5 12:4 27:5</p> <hr/> <p style="text-align: center;">F</p> <hr/> <p>face 32:22</p> <p>face-to 32:21</p> <p>face-to-face 33:3,8</p> <p>fact 15:3 31:17 36:2</p> <p>facto 28:17</p> <p>Fairfax 42:14</p> <p>familiar 4:5 5:5</p> <p>father 10:10</p> <p>FBI 6:11 34:21</p> <p>federal 18:19</p> <p>fee 30:17</p> <p>feedback 28:20</p> <p>feel 28:12</p> <p>felony 14:7</p> <p>female 7:11</p> <p>fewer 36:1,2</p> <p>field 7:1 23:13,18,21 24:19 35:12</p> <p>fight 20:3</p> <p>filing 34:20</p> <p>fill 28:11</p> <p>filled 28:12</p> <p>final 8:8 10:7 40:9 41:16</p> <p>financially 44:13</p> <p>first 3:2,3 5:16 6:6 7:14,22 22:18</p>
---	--	--	--

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 5

<p>25:21,22 31:19 37:6,8,13,16 39:21</p> <p>five 7:8</p> <p>flag 41:20</p> <p>floor 9:22 28:5</p> <p>Florida 38:15</p> <p>fluid 13:4</p> <p>fly 27:4,5</p> <p>focus 3:17</p> <p>folks 14:20 22:21 39:21 42:11 43:3</p> <p>follow-up 36:20</p> <p>foregoing 44:4,5</p> <p>foregoing/ attached 45:7</p> <p>for-profit 25:14</p> <p>frankly 24:18 32:17 42:6</p> <p>frankness 40:21</p> <p>free 21:2 22:11,12,21 23:6,12,17,18,19 24:10,13</p> <p>Friday 26:13 36:6</p> <p>friend 20:6 25:1</p> <p>front 17:12 41:1</p> <p>full 3:8 8:22 26:22 27:1</p> <p>full-time 27:2</p> <p>funnel 35:4</p> <hr/> <p style="text-align: center;">G</p> <hr/> <p>game 16:8 25:7</p> <p>gay 9:22</p> <p>general 5:21</p>	<p>generals 37:19</p> <p>generate 26:6</p> <p>generic 6:1,6 8:2 9:13 14:10 29:5 35:1 39:16</p> <p>Georgetown 9:16</p> <p>gets 22:7</p> <p>getting 3:2,14 11:4,6 16:15 20:9,11 24:11,15 36:13</p> <p>GHB 18:6</p> <p>given 6:5 35:16 44:8</p> <p>giving 24:15 28:22 36:16</p> <p>global 21:14</p> <p>globally 21:21</p> <p>goal 29:16 36:22</p> <p>goals 27:17</p> <p>gone 16:15</p> <p>gotten 23:2</p> <p>government 29:16 30:4,5,6</p> <p>grab 19:8,9</p> <p>grabs 20:1</p> <p>grade 5:22</p> <p>Graham 13:18</p> <p>grant 4:21 8:15 38:10,11</p> <p>great 8:13 40:10</p> <p>Greenlee 6:19</p> <p>Grill 5:1</p> <p>group 28:8 31:9 35:18</p> <p>groups 27:21</p>	<p>guard 4:2,7,14 5:20 6:2 7:8 9:12,20 10:1 14:2,7 15:2 19:5 26:8 29:10 32:12 39:11</p> <p>guards 3:16,21 5:17,21 7:18 9:7 11:16 15:3 17:21 20:7 26:11 39:9</p> <p>guess 29:13</p> <p>guest 7:11 14:5 18:21,22 19:7,8 20:3</p> <p>guest-on-guest 35:5</p> <p>guest's 19:9 20:1</p> <p>gun 19:15</p> <p>guy 17:1 24:21</p> <p>guys 29:20 36:5</p> <hr/> <p style="text-align: center;">H</p> <hr/> <p>half 3:4 9:5 16:14 30:11</p> <p>hall 9:19 35:2</p> <p>hand 17:15</p> <p>handle 35:19</p> <p>hands-on 26:15</p> <p>happen 8:6 42:7</p> <p>happened 19:22 31:1</p> <p>happens 15:21 24:15</p> <p>happy 17:8</p> <p>harassment 18:3,15,22 19:6 20:17</p> <p>hard 10:10 13:19</p>	<p>haven't 3:19</p> <p>hear 11:8 15:20</p> <p>heard 14:17 25:5 39:18</p> <p>hearing 1:11 15:22 41:2 43:5 44:4</p> <p>helps 42:14</p> <p>hereby 44:4 45:3</p> <p>here's 14:10 22:20 35:4</p> <p>hereto 44:12</p> <p>HERMAN 1:15</p> <p>he's 15:12 24:21 25:6 40:20</p> <p>hesitation 39:10</p> <p>hey 16:22 20:5 29:20 35:22 38:17</p> <p>higher 5:8 12:5 28:6,8</p> <p>highest 15:6</p> <p>hire 7:4 26:17 36:9</p> <p>hired 7:8</p> <p>hiring 28:4</p> <p>history 3:6</p> <p>Holy 24:21</p> <p>home 17:4</p> <p>honest 24:17</p> <p>honestly 23:5</p> <p>hospitality 28:2 35:1</p> <p>HOST 7:20 15:11 36:5</p> <p>hotel 3:20 35:2</p> <p>hour 7:6 24:20,22</p>
---	---	---	--

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 6

<p>hours 5:7 6:12,13,15 20:16</p> <p>hundreds 27:18 33:2,3,7</p> <hr/> <p style="text-align: center;">I</p> <hr/> <p>i.e 29:19,21</p> <p>I'd 8:9 11:13 14:6 20:14 31:10</p> <p>IDs 22:10 32:2</p> <p>I'll 13:17 17:17 39:7</p> <p>I'm 2:8 5:4 8:3 10:16 16:5,18 17:7,16 18:21 21:19 23:11,18 24:6,11,13,15 29:14 30:6 31:15 41:6</p> <p>immediate 26:18</p> <p>important 36:21</p> <p>inadequate 39:14</p> <p>inaudible 16:6 43:4</p> <p>incidence 5:1,2 34:20 36:13</p> <p>include 18:1,2</p> <p>included 19:2</p> <p>includes 3:4</p> <p>including 5:19 13:21 19:19 22:13</p> <p>incoming 27:20</p> <p>individual 11:16 26:7,10 29:10 33:8,11 34:3</p> <p>individually 35:4</p> <p>industry 6:16</p>	<p>28:3,9,14 35:6</p> <p>information 8:5,11</p> <p>informative 12:13</p> <p>inherent 7:17 23:9</p> <p>in-house 4:7,14 5:17</p> <p>in-person 8:14</p> <p>instead 40:6</p> <p>insurance 35:15,20,22 36:14,15</p> <p>insure 36:1,4</p> <p>intensive 13:14 14:8 32:11</p> <p>interested 44:13</p> <p>internet 8:21 13:20</p> <p>inundated 24:12</p> <p>investigation 4:3 11:10</p> <p>investigator 21:6</p> <p>investigators 10:21 11:8 17:10 21:22</p> <p>investors 27:16</p> <p>involved 20:12 39:17 41:15 42:11</p> <p>Island 2:8 10:15 37:5,6</p> <p>issue 39:19</p> <p>issues 6:15 7:13</p> <p>it'd 40:10</p> <p>it's 2:11 3:13 4:9 5:15 6:7 7:1 8:1,10,14 9:1,6</p>	<p>10:10,19 11:22 13:13,14,19 14:13 15:7,16 16:11 17:1,7 18:9 19:15,21 20:16 22:22 23:18,20 24:15,18 26:4 27:22 29:6 32:10,12,16 33:20,21 36:2 37:14 38:18 39:12,16 41:9,10</p> <p>I've 3:5,9 10:14,15 23:11 31:4 38:22 41:7</p> <hr/> <p style="text-align: center;">J</p> <hr/> <p>jackets 14:3</p> <p>Jackson's 36:1,7,12 38:16</p> <p>job 4:14 8:1 10:12 23:13,20,21 26:20</p> <p>jobs 10:16 27:2</p> <p>job-specific 6:12 37:7</p> <p>Joe 26:8 41:2</p> <p>Joe's 31:4,5</p> <p>joke 20:5</p> <p>Jones 1:15 25:10,11,14,16,1 9 26:5,21 27:7,11,13 28:10,16 29:13 30:8 31:11 32:5,8,15,20 33:4,22 34:5,7,9,11 35:8,12,14,17 36:17</p>	<p>July 1:9</p> <p>jump 19:15</p> <p>jumped 9:20</p> <p>jumps 20:3</p> <p>jurisdiction 12:15 33:11</p> <p>jurisdictions 13:3 22:2</p> <p>jury 41:2</p> <hr/> <p style="text-align: center;">K</p> <hr/> <p>Ketamine 18:6</p> <p>keyed 41:9</p> <p>kick 9:20 10:2</p> <p>killed 7:10</p> <p>kills 41:3</p> <p>knock 41:3</p> <p>knowledge 10:1</p> <p>kowtow 29:11</p> <hr/> <p style="text-align: center;">L</p> <hr/> <p>LA 8:2</p> <p>labor 34:21</p> <p>large 29:11</p> <p>larger 28:8</p> <p>last 3:4,5,10,17 7:2 9:19 26:1</p> <p>later 31:21</p> <p>launched 31:13</p> <p>law 4:12 5:15 6:17,19,20,21 10:9 16:19 18:20 22:7,11 24:12 27:21 37:18 38:2 39:8,10,13</p> <p>laws 6:22 14:12</p>
---	---	---	---

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 7

<p>lead 28:13,14 leading 42:3 learned 24:22 least 5:4 30:6,12 leave 10:8 leaving 13:1 legislation 12:19 13:9 39:3 less 42:16 let's 24:17 letter 22:19 levels 5:9 liabilities 32:3 liable 41:7 license 5:17,18 6:7,9 7:15,16 9:6 37:9,12 licensed 31:9 licensees 15:20 39:18 licenses 21:18 37:10 licensing 5:20 9:7 15:16 30:12 38:12,13 39:8 line-up 22:21 liquor-licensed 35:6 literally 33:3 litigation 5:13 litigators 10:13 little 17:14 22:7 39:9 41:21 live 10:22 local 42:14,18</p>	<p>locally 11:15 42:15 located 21:11 location 14:14 logging 41:18 login 41:17 long 5:9 25:16 26:21 27:7,16,17 longer 7:2 28:4 32:14 long-term 27:13 29:16 36:22 loss 3:20 lot 3:14 6:5 7:12 love 11:2,7 40:21 lower 5:1,22 lowest 29:12</p> <hr/> <p style="text-align: center;">M</p> <hr/> <p>Ma 28:4,5 ma'am 38:1 40:16 Madam 24:1,3 25:8,11 36:18 males 9:22 managers 3:20 11:17 mandate 5:17 6:7 21:17 mandated 38:2 39:3,14,20 mandates 6:13 mandating 39:10 mandatory 6:4 11:22 12:1 Manhattan 7:9 manual 36:10 Mark 31:20</p>	<p>marketing 29:15 30:2 Maryland 14:13 Masawi 17:17 matter 1:4 26:4 may 5:5 10:17 11:14 17:5 21:22 25:1 maybe 16:14 22:19 32:5 41:20 mean 12:16 15:19 21:13 23:16 24:17 27:2 33:3 39:4 40:9,14 meaning 9:12 meant 20:6 mechanism 35:3,7 36:14 38:20 meet 15:8 meeting 1:3 3:1,18 13:17 31:19 member 1:14,15,16 6:19 24:4 31:9 members 31:19 mentioned 36:21 met 1:11 3:18 metric 34:12 35:9 Metro 22:9 Metropolitan 22:15 23:3 Mexico 33:6 MIKE 1:16 Miller 1:12,13 2:3,7,11,14,16,1 9 12:11 14:16 20:21 24:2 25:10</p>	<p>30:16 36:19 37:17,22 38:21 39:6 40:8,17 41:5 42:8 43:1,4 million 12:3 29:7 millions 27:19 mindset 4:8 mine 35:16 mini 4:11 minimum 12:2 minutes 9:4,5 18:12 MIRANDA 45:3,16 misdemeanor 14:7 19:11 misdemeanors 9:16 14:1 misheard 32:5 misinformation 19:17 missing 14:5 mitigating 31:6 mold 33:10 moment 2:22 Monday 27:4,6 money 27:18 29:6,8 38:10 41:1 months 13:16 22:19 27:10,11 Moondoggies 4:22 morning 2:16,17 motives 23:12 mousetrap 24:14 mouthpiece 30:1</p>
---	--	---	---

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 8

<p>move 9:2 moved 5:15 myself 3:6 10:11</p> <hr/> <p>N</p> <hr/> <p>N.W 1:11 NATALIA 44:3,19 nation 15:6 national 28:1 nationwide 11:11,12 21:13 necessary 42:19 neither 44:9 niche 28:11 NICK 1:14 night 3:17 26:14 27:5 Nightclub 1:6 3:9 25:13 31:7 Nightlife 18:10 nine 38:2 none 22:11 34:22 noon 33:19 Nophlin 1:15 12:11,12,18 13:12 14:15 24:3,7 25:8 nor 34:21 44:9,13 Notary 44:1,20 notes 45:6 nothing 4:7 11:3 15:7 23:19 24:16 32:4 35:10 nothing's 23:12 November 27:9</p>	<hr/> <p>O</p> <hr/> <p>OAG 17:9 obviously 27:17 offer 4:10,11 7:20 8:1 10:6,17 11:13 15:14 17:8,22 18:8,9 22:4 27:20 29:3,4,5,9 37:6 offered 7:18 8:10 23:17 38:12 offering 14:18,19 16:11 36:20 officer 3:7 4:4,15,18 5:3 6:8 10:9 44:3 officers 5:21 34:19 38:3 oftentimes 18:15 oh 2:11 10:2 15:22 17:12 18:18 20:7,8 29:20 31:5,7 36:3 39:19 40:5 Omnibus 13:18 ones 22:1 38:22 one-size-fits-all 14:10 online 8:13,14 9:8,11,13 10:7 14:21,22 15:5,13 17:4,10,20 27:18,19,20 28:7 32:7,10 33:9,10 34:1 40:9,10,12 41:4 42:1,3 online-based 33:1 open 9:8 17:17</p>	<p>30:11 40:21 opening 20:7 operator 29:11 operators 12:1 15:14 order 12:7 organizations 28:1 original 20:4 Orleans 6:20 8:3 otherwise 44:13 ours 37:15 outcome 44:13 outline 7:22 outlines 39:11 owner 7:4 15:10 26:10 27:3 owners 11:18</p> <hr/> <p>P</p> <hr/> <p>P-00001 37:14 Pa 28:4,5 packages 32:21,22 34:1 packet 3:3 page 3:4 8:8 pages 3:3 7:21 paid 8:19 pardon 19:8 parent 40:18 parolees 7:3 particular 12:20 parties 44:8,10,12 party 20:4 pass 9:5</p>	<p>passed 6:17 pat 18:16,17,18 patches 5:21 pay 26:9 30:17 32:13 payment 11:4 PD 26:1,2 peace 4:15,18 PENNACHI 45:3,16 people 4:16 6:4 8:4 11:20 12:5 16:15 24:10 25:5 27:19 31:21,22 38:19 42:5,15 people's 8:18 person 20:1 40:13 42:15 ph 17:17 Philadelphia 6:18 phone 21:9 31:19 phones 14:3 pick 21:8 pie 23:15 piece 9:18 places 42:21 plan 27:14 37:19,22 plans 33:9 play 41:10 played 41:10 point 28:12 39:1 points 3:2,14 13:4,11 20:15 police 3:7,10 4:4,8 5:2,3,21 9:16</p>
--	--	--	--

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 9

<p>19:17 20:12 22:15 23:3 25:1 27:3 34:19 38:16 40:1,5</p> <p>policies 12:6,13,16,18,20 13:8 21:8</p> <p>policy 36:10</p> <p>popping 29:2</p> <p>portals 8:20</p> <p>portion 13:10</p> <p>possible 41:8</p> <p>POST 27:22</p> <p>post-state 38:13</p> <p>power 17:15</p> <p>PowerPoint 9:1</p> <p>powers 6:13</p> <p>practices 18:9,11,13</p> <p>preparedness 32:3</p> <p>present 1:13 3:15</p> <p>presentation 1:7 2:4 9:2 10:1 12:12 13:22</p> <p>presentations 33:9</p> <p>presented 22:18 31:17</p> <p>president 3:14 42:13</p> <p>presiding 1:12</p> <p>pre-state 38:12</p> <p>pretty 23:15</p> <p>prevention 3:20 18:4</p> <p>price 26:11</p> <p>private 6:8 40:6</p>	<p>Privately 22:9</p> <p>proactively 15:4</p> <p>probable 14:1 19:10</p> <p>probably 9:15 15:19 29:14 33:9</p> <p>problem 14:22</p> <p>procedures 12:6 21:8</p> <p>proceeding 45:5,6,9</p> <p>process 9:8 11:10 15:9 41:17</p> <p>product 29:9,10</p> <p>profit 25:20,21 26:3,6</p> <p>program 4:9,10,11 5:20 7:16,20,21 8:8,18 9:13 10:5 14:10 15:17 22:17 24:20 29:19 30:18 31:8,18 32:7,10,11 36:9 37:7 38:7,11,12 39:14,16,20 40:22 41:4 42:5</p> <p>programs 4:7 8:13 9:11 11:19 24:10 30:20,21 31:12 33:5</p> <p>program's 36:16</p> <p>projected 6:22</p> <p>proprietary 6:8</p> <p>provide 38:8</p> <p>Providence 10:15 37:5,9,11</p> <p>provider 42:3</p>	<p>provocatively 9:21</p> <p>Public 44:1,20</p> <p>publically 37:20</p> <p>pull 10:11 12:3</p> <p>purpose 2:22</p> <p>purses 14:3</p> <p>pushes 20:2</p> <hr/> <p style="text-align: center;">Q</p> <hr/> <p>qualitative 35:12</p> <p>quantify 34:1</p> <p>question 18:1 21:7 24:3,4 29:14 42:10</p> <p>questions 10:20 11:14 12:9 20:20 21:22 36:20 40:21 41:15 42:22</p> <p>quick 38:22 42:10</p> <p>quite 23:4</p> <hr/> <p style="text-align: center;">R</p> <hr/> <p>RAMW 31:18</p> <p>ran 3:10</p> <p>rate 18:6,7 36:4,14</p> <p>rates 35:16 36:16</p> <p>reach 27:18</p> <p>real 34:14</p> <p>really 4:13 6:2 17:19 20:11</p> <p>rear 20:1</p> <p>reason 15:19 39:5</p> <p>received 38:10</p> <p>record 7:10 44:8</p> <p>recorded 44:6</p>	<p>recordings 45:7</p> <p>red 27:5 41:20</p> <p>redoing 16:16</p> <p>reduced 4:8 26:11 35:16 36:13,16 44:6</p> <p>reduction 38:11</p> <p>Reeves 1:11</p> <p>referring 13:8</p> <p>refresh 17:3</p> <p>regarding 9:15 13:7 22:8 39:8</p> <p>region 8:6</p> <p>registration 6:11</p> <p>regulation 30:13</p> <p>regulations 9:14 12:22 13:1,7 21:8 32:2</p> <p>regulatory 33:14,15</p> <p>related 18:6,8 20:17 44:9</p> <p>relates 6:16</p> <p>relating 14:1</p> <p>relative 44:11</p> <p>reported 45:4</p> <p>Reporter 45:4</p> <p>Reporter's 45:6</p> <p>request 28:20</p> <p>requested 38:4</p> <p>requests 24:12</p> <p>required 32:13</p> <p>requirement 4:5</p> <p>requires 6:10</p> <p>research 8:4</p>
---	--	--	--

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 10

<p>13:9,16 residual 27:19 resource 11:2,7 resources 5:7 responses 23:2 rest 11:1 result 23:14 results 4:19 retake 41:22 retired 3:7,12 retrained 16:20 retraining 31:21 return 24:16 revenue 26:6 review 30:17 37:1 38:4 reviewed 31:8 37:19 rewarded 24:5,7 Rhode 10:15 37:5 Robert 1:5 2:4,21 29:21 rolled 28:10 Room 1:11 rules 9:14 12:21,22 13:7 32:2 33:16 run 41:12 running 12:2 Ruthanne 1:12,13</p> <hr/> <p style="text-align: center;">S</p> <hr/> <p>San 3:7 4:3,20 5:7 8:2 10:10 27:2 34:17 36:5 Saturday 26:13,14</p>	<p>36:7 saw 7:7 20:11 scenario 19:21 scheduled 2:10,12 school 42:3 scientific 35:11 screen 9:2 scrutinized 41:21 section 18:11 sections 18:9 security 1:6 3:9 4:14 5:20 6:6,8 21:7 25:13 30:13 31:7 seeing 16:9 seen 40:13 sees 24:20 25:3 sell 30:18,20 33:19 send 26:11 41:21 sends 41:19 sent 38:3 separate 5:18 6:7 7:15 September 8:12 10:7 14:18 32:6 server 4:6 30:19 service 5:2,3 30:22 34:19 36:21 services 10:17 21:2 37:1 session 4:11 16:17 17:3 26:8,10 28:20 30:11 31:22 sessions 22:12 sets 33:8</p>	<p>seven 3:11 34:9,10 several 16:15 27:17 sexual 18:3,4,5,13,14,1 5,20 19:6,11 20:17 sexually 7:10 shift 22:22 shoot 12:2,5 shooting 9:10 33:20 short 5:9 shorter 32:17 shot 34:8 showed 5:11 sic 4:6 30:19 sign 17:18 significant 32:6 signs 9:12 Silverstein 1:16 42:9,10,18,21 similar 5:8 simple 13:13 sir 12:17,21 24:6 six 33:10 34:3 42:15 Sixteen 34:5 skills 23:17 skin 19:12 20:10 sky 23:15 slide 13:22 Smith 1:5 2:5,17,21,22 12:16,21 13:13 14:21 15:2,16</p>	<p>16:4,7,10,14 18:5 19:1,3,5,14,21 20:22 21:3,5,10,13,16, 20 22:6,16,18 23:4,9 24:6,9 25:13,15,18,21 26:7 27:1,9,12,15 28:15,18 30:3,9,17 31:14 32:7,9,16 33:2,5 34:3,6,8,10,14 35:10,13,15,18 37:3,21 38:1 39:5,7 40:16,19 41:6 42:13,20 43:3 Smith's 15:11 29:22 somebody 40:12 someone 7:5 17:11 23:16 31:3 41:3 sorry 10:16 16:5 21:19 23:18 24:6 25:22 31:15 sound 27:15 sounded 40:11 sounds 23:14 36:20 Spain 21:16 speak 25:1 29:19 speaking 24:18 spearhead 40:6 special 5:21 specialized 28:8 specific 8:1 10:6 spending 5:6</p>
---	--	---	--

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 11

<p>staff 26:18</p> <p>standard 12:2,5 15:6 17:20 28:2,6,9,17,21 31:3 32:3,19</p> <p>standards 8:3,4</p> <p>standing 2:8</p> <p>start 3:14 14:18 20:7 26:19 38:18</p> <p>started 4:1 20:9 28:18</p> <p>starting 8:12 9:11 10:7 16:22</p> <p>state 5:15,16,19 6:7,13 9:9 12:14 13:5,6 22:2 32:18 33:6,14,15 37:3,8,13,15 38:7</p> <p>states 5:19 6:18 7:1 21:20 22:5 34:3</p> <p>state-specific 9:10</p> <p>statewide 9:9 24:12</p> <p>statistical 34:16</p> <p>statistics 34:15,22</p> <p>step 39:17</p> <p>STERN 2:6,8,13,15</p> <p>stolen 14:5</p> <p>story 5:9</p> <p>strategy 29:15</p> <p>street 1:11 4:15 9:17,19</p> <p>strive 29:9</p> <p>stuff 3:5 9:13 13:20 20:14</p>	<p>41:19</p> <p>subsequently 5:14</p> <p>subset 33:17</p> <p>sudden 7:5 30:10 36:12</p> <p>Sunday 26:14,15 27:5 33:18 36:7</p> <p>supervisor 21:7</p> <p>supplement 16:22</p> <p>supposed 30:6</p> <p>sure 5:4 11:9</p> <p>surprised 3:19</p> <p>sway 13:3</p> <hr/> <p style="text-align: center;">T</p> <hr/> <p>TABC 10:14</p> <p>table 7:6</p> <p>tailor 32:1</p> <p>tailored 14:14</p> <p>taking 15:13 23:19 24:10</p> <p>talk 6:4 30:12</p> <p>talked 18:12</p> <p>talking 12:14 24:21</p> <p>Tampa 36:7 38:15,16</p> <p>TAMS 4:5 30:19</p> <p>taught 9:3</p> <p>teach 8:2,3,6 10:5</p> <p>teaching 39:16</p> <p>teenager 40:17</p> <p>ten 26:1,11 42:16</p> <p>ten-hour 4:9</p> <p>term 27:16,17</p>	<p>42:11</p> <p>terms 12:20 32:21</p> <p>terrorism 6:15</p> <p>test 8:19 9:5 40:12,14,18 41:13,15,22</p> <p>testify 41:2</p> <p>testimony 44:5,8</p> <p>Texas 10:15 23:5 33:15,17,18</p> <p>thank 2:15,19 14:15 20:19 23:22 25:8,11 36:17 42:8,22 43:2,3</p> <p>Thanks 2:22 43:3</p> <p>that's 3:12,15,21 5:20 6:4 7:6 8:7 14:9,12 15:13 19:15 21:4 23:15 25:7 26:16 27:16 28:6 30:9,22 31:1,10 34:14,17 36:14 37:4 39:19 40:11,22</p> <p>theft 14:1</p> <p>themselves 21:2</p> <p>thereafter 44:6</p> <p>Therefore 7:4</p> <p>there's 15:7,8 20:3,9,12,13 23:9 35:6,18 39:22 41:22</p> <p>they'll 7:5 17:3 29:5</p> <p>they're 11:9 16:22 19:9,16 22:11 26:19 31:9 36:3,13 39:19</p>	<p>41:14</p> <p>they've 6:20,21 8:18,19 36:1</p> <p>THOMAS 44:3,19</p> <p>threw 20:8</p> <p>thugs 7:2</p> <p>Thursday 27:4,5</p> <p>TIPS 4:5 30:19</p> <p>Title 13:15</p> <p>today 34:4,5</p> <p>tomorrow 13:17</p> <p>ton 6:1 20:14</p> <p>tons 24:12</p> <p>tools 4:17</p> <p>topics 4:12</p> <p>total 42:17</p> <p>touch 39:17</p> <p>tough 34:14</p> <p>town 8:8 15:12 16:8 29:2</p> <p>traffic 42:3</p> <p>train 3:19 25:5 26:13,14 27:5</p> <p>trained 3:16 11:15,16 17:2 23:13 29:20 31:20 33:6 38:19</p> <p>trainers 31:5 38:20</p> <p>training 4:4,6,9,11,18,20 5:11,14 6:1,5,12 7:13,16,20 8:13,14,19 9:11 10:4 11:18,19 12:7,8 13:10,22 14:19 15:5,9,12</p>
--	--	---	--

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 12

<p>16:2,16 17:21 18:1,2,3 22:7,10,21,22 23:7,17,19 24:13,19,20 25:7 26:15 28:8,19,22 29:1,5,19 30:13,19 31:4,9,14 32:7,10,22 33:1,5,8 36:5 37:7 38:6,8 39:3,16 40:11 41:4 42:1</p> <p>transcript 44:5 45:5,7</p> <p>transcription 44:7 45:1,8</p> <p>Transcriptionist 45:17</p> <p>trendsetter 28:13</p> <p>trouble 20:6</p> <p>true 34:16 37:4 44:7 45:8</p> <p>trust 24:11</p> <p>try 12:3 28:11 39:2</p> <p>trying 12:19 15:14 39:21 42:2</p> <p>turn 3:13 26:3,5,18</p> <p>turncoat 23:11</p> <p>turned 25:20,21</p> <p>tweaked 34:16</p> <p>twenty-one 13:1</p> <p>twisted 34:16</p> <p>type 3:21 8:17 14:4 18:7 19:18 30:1</p>	<p>typed 45:5</p> <p>typewriting 44:6</p> <p>Typically 23:4</p> <hr/> <p style="text-align: center;">U</p> <hr/> <p>uh-huh 16:13 19:20 21:15 24:2 30:8,16 32:15 33:4 35:17 39:6 40:8 41:5</p> <p>UK 21:16</p> <p>ulterior 23:12</p> <p>understand 10:12,13,16,18,1 9 19:6,10 24:9 33:10 40:19,20</p> <p>Understood 29:13</p> <p>unique 4:12 6:1 7:19 8:7 10:6 16:4 33:8</p> <p>United 21:20</p> <p>unknown 19:22</p> <p>update 3:1</p> <p>upon 22:1</p> <p>user 41:22</p> <hr/> <p style="text-align: center;">V</p> <hr/> <p>various 42:21</p> <p>vary 12:14</p> <p>Ventura 38:9,10,14</p> <p>venue 13:2 26:12</p> <p>venues 18:16</p> <p>version 15:13 17:4 32:17</p> <p>via 9:3 39:3</p> <p>vicariously 41:6</p>	<p>video 8:22 9:1,3 20:10 41:9,15</p> <p>videos 9:15</p> <p>video's 9:4</p> <p>videotaped 28:19</p> <p>violating 18:19</p> <p>violations 25:4</p> <p>violence 5:2 35:1,5 36:13</p> <p>viral 30:1</p> <p>Virginia 14:13</p> <p>voice 29:18</p> <p>volunteer 20:5</p> <hr/> <p style="text-align: center;">W</p> <hr/> <p>waitress's 19:8</p> <p>walking 19:9</p> <p>walks 7:5</p> <p>wall 23:9</p> <p>Washington 1:11</p> <p>wasn't 19:18</p> <p>watch 8:20,22 9:4 38:22 41:11</p> <p>watching 41:14</p> <p>wayside 7:7 29:3</p> <p>website 8:11</p> <p>week 9:11,19 33:20 34:8</p> <p>weekend 26:16 31:22 36:6</p> <p>weeks 31:21</p> <p>weight 31:6</p> <p>we'll 9:10 10:6 22:21,22</p> <p>we're 4:5 5:6 7:14 8:12 9:7,8 11:15</p>	<p>13:10 15:14 16:9 21:13 26:9 33:20 36:8,9,10 42:2</p> <p>we've 3:16 8:9,16 11:15,16 15:13 16:10,11 20:8 27:16 31:7,8,14 33:2,6,7,9,17,21 34:3 41:16</p> <p>whatever 12:19 17:4 33:19</p> <p>whatsoever 17:8</p> <p>WHEREUPON 43:5</p> <p>whether 17:15 27:22</p> <p>whole 26:11</p> <p>whom 44:3</p> <p>witness 3:5</p> <p>witnesses 20:11</p> <p>woman 18:18</p> <p>women 18:19</p> <p>wood 41:3</p> <p>wool 12:4</p> <p>work 7:3 10:22 14:11 17:4 21:21 24:8 26:14 27:4,6 30:21</p> <p>worked 10:14,15 38:15</p> <p>workers 11:17</p> <p>working 7:9 11:17 36:16 39:2</p> <p>world 6:2,6</p> <p>worldwide 28:7</p> <p>worried 42:5,6</p> <p>worry 10:22 42:4</p>
--	---	--	---

(866) 448 - DEPO

www.CapitalReportingCompany.com © 2012

Capital Reporting Company

In the Matter of: Robert Smith Nightclub Security Consultants 07-11-2012

Page 13

<p>wow 39:22</p> <p>WRAPS 4:6 30:19</p> <p>write 36:11</p> <p>writers 8:17</p> <p>written 6:19,20,21 9:14</p> <p>wrong 41:7,14</p> <p>wrote 7:16</p> <hr/> <p style="text-align: center;"><u>Y</u></p> <p>yet 3:19 21:20</p> <p>York 7:7</p> <p>You'll 7:21</p> <p>you've 20:15 34:1</p> <hr/> <p style="text-align: center;"><u>Z</u></p> <p>Zealand 21:17</p> <p>zero 4:17</p>			
---	--	--	--

(866) 448 - DEPO