



GLOBAL PARKING SYSTEM, INC.
World Class Parking at Each and Every Location



GLOBAL PARKING SYSTEM, INC.



930 East 66th Street | Indianapolis, Indiana | 46220
www.globalparkingsysteminc.com



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CITY OF INDIANAPOLIS

Mayor's Minority Business Enterprise of the Year/Indianapolis Black Expo

Mayor's Minority Enterprise of the Year Award

Innovator of the Year Award





GLOBAL PARKING SYSTEM, INC.
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Hal Darring, CEO

Global Parking System (GPS) is a global parking and transportation company that specializes in parking, transportation, and asset management. We lease, manage and own commercial parking facilities. Our focus is on delivering premier parking solutions that maximize ease and convenience for the traveler and enhance the image and profitability of the airport. We do this by providing exemplary service, innovative solutions, and by carefully considering the bottom-line concerns of our clients, both governmental and private. GPS is a minority-owned company that has a federal

ACDBE certification. We partner with many certified MBE and WBE firms to ensure us continued success and involvement with qualified M/W/VBE firms.



Hal W. Darring is President and Chief Executive Officer of GPS. He brings 20 years of industry experience to these roles, including 17 years in airport parking operations. As founder and CEO of the company, Hal's strategy is to be intimately involved in the daily operations of the business. He founded and grew the company, establishing in the process a solid reputation throughout the Midwest, East, and West Coast for his high level of expertise and commitment to delivering real value for his clients. Hal is involved in numerous parking associations including NPA, IPI and Parking Today. In addition to leading GPS, Hal is also Chairman of Denison Global Parking, LLC, which is responsible for the ParkINDY 50-year parking meter enforcement contract with the City of Indianapolis.

Global Parking System (GPS), Inc. was formed in 1999 and is 100% owned by Hal W. Darring, President and CEO. GPS has over 20 years of premium valet parking service, parking meter enforcement services, enforcement, customer service, frequent parker programs, maintenance, garage operations, airport TNC services, shuttle lot service, cashier services, curbside service, transition implementation and consulting.



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Paul Collier, Vice President

Paul Collier is the Vice President for Global Parking System of Indiana, Inc. with over 35 years of leadership experience, including 15 years of experience in 24-hour airport parking operations.

His expertise includes directing valet services, shuttle bus operations, cashier services, maintenance, on-site management, budget analysis, expense control, data collection, precise contract negotiations including RFP proposals and capabilities reports, consulting services, financial benchmarking, industry trending, technology recommendations, website evaluation, negotiating vendor and green space contracts, oversight of revenue control systems, and the development of customer service programs for airport parking and transportation industries.

As the Vice President of Global Parking System of Indiana, Inc. Paul has been instrumental in increasing revenues and decreasing costs while maintaining an elevated level of customer service. He has been instrumental in providing expertise, guidance and implementation of guidance systems, automated valet services, online reservations, ticketless operations, reservation programs, real-time parking facility data, application development, while incorporating efficient software and analytics for daily operations reporting. He has been instrumental in growing the brand of Global Parking System of Indiana, Inc. through the small business certification process successfully attaining DBE/ACDBE certifications in 15 states. Paul has leveraged Global Parking System of Indiana, Inc.'s expertise in the parking industry by creating partnerships with larger parking companies across the country realizing opportunities for growth and development.

Paul is an experienced and proven leader in developing operational and business management models specific to an organization fostering growth and development. Through his varied experiences, Mr. Collier can conceptualize the appropriate model for business growth, revenue growth, technology advancement, educational development, staff development and superior customer service in today's parking and transportation industry.



GLOBAL PARKING SYSTEM, INC.
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GLOBAL PARKING SYSTEM INC. EXPERIENCE & CAPABILITIES

Our Mission: To operate a global parking and transportation company dedicated to integrity, growth, professionalism, value, and leadership while providing quality service to customers and clients. Our goal, simply stated, is to provide the highest level of customer service at the lowest possible cost and ensure that the business is operated efficiently and professionally.

Global Parking System, Inc.-Services

Global Parking System, Inc. (GPS) was formed in 1999 and is 100% owned by Hal W. Darring, President and CEO. GPS has over 20 years of premium valet parking service, meter services, enforcement, customer service, frequent parker programs, maintenance, garage operations, TNC services, shuttle lot service, cashier services, curb side service, transition implementation and consulting.



Global Parking System, Inc. has expertise in parking, transportation, and asset management. We are engaged in leasing, management, and ownership of commercial parking facilities. GPS focuses on superior service, innovative solutions, and bottom-line concerns of our clients, both governmental and private.

Consulting & Management

- ▶ GPS is a parking company that focuses on providing direct “hands-on” management participation throughout the ownership levels of our management structure.
- ▶ Global Parking System operates prestigious private and public parking facilities. Global Parking System is one of the largest minority-owned parking companies in the United States.

Value Added Services

- ▶ As business needs continually change, to provide quality services, Global Parking System is a Valued Partner ready and prepared to help meet those needs.

Large Venue Management and Parking Services

- ▶ Federal, State and City Facilities
- ▶ Airports
- ▶ University Parking Event Management Services
- ▶ Professional Organization Facility Event Management
- ▶ Professional Leagues- NBA and NFL



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Premium Valet Services/Garage/Shuttle & Cashier Services

- ▶ Through proactive marketing, including targeted online advertising, GPS has attracted approximately on an average of 30% of nearby, off-airport parking business to become valet parking customers.
- ▶ Bring Back Off-Site Parking Customers, Premium Curb-Side Shuttle Services Cashier and Command Center Customer Service, Premium Full-Service Valet
- ▶ Drive-thru carwash with vacuum and window clean
- ▶ Premium Detail
- ▶ Oil Change
- ▶ Handwash
- ▶ Jump-Start Service
- ▶ USA Today Newspaper
- ▶ Bottled Water
- ▶ Frequent Parker Program
- ▶ Annual Customer Appreciation Days Drive-thru carwash with vacuum and window clean

Parking Technologies

Providing parking automation and parking management solution with innovative and World-Leading technology. Our equipment and software solve any parking issue, as well as improve parking efficiency, customer service and add incremental parking spaces, which translate into incremental revenue. Our products and customer service are innovative, unique, and pragmatic. We customize our range of products to the clients' need based on their parking building, traffic behavior, tenants' profile in the parking building, and being dynamic and agile to quickly adapt to future needs.

- ▶ Automated reservation from smart phone, Parking vehicles with guidance system (dynamic inventory).
- ▶ Autonomous Vehicles, System notification to smartphone.
- ▶ Automated LPR system (inventory and accessing/ exiting), 360-degree scanning of vehicles

Personnel Services/Human Resources

Global Parking System ensures our employees are the best in the parking industry. All employees are carefully screened during a thorough hiring process that includes personal interviews, executing the Reid Report (evaluates integrity), DMV check, and Interview, DMV check, Reference check, Drug free workplace, job-offer, Orientation.



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Parking Customer Service

- ▶ Develop customer service guidelines, employee training, safety training, coordinate with existing customer service goals
- ▶ Services- Including tire inflation, jump start services, tire change, lost vehicle assistance, key retrieval
- ▶ Operator- Full operation (TNC's, shuttles, valet, cashiers), oversight, staffing, human resources, payroll, training

Branding/Marketing

GPS strongly believes by implementing a strong brand, quality programs and community partnerships at each location we can virtually change the perception of the lot and ultimately increase revenue.

- ▶ Millennials- Apps, Bluetooth, Online Reservations Baby Boomers- Face-to-face, Cash, personalized service, Business Travelers, High-End VIP, Family Vacation/Leisure Travelers, Elderly Travelers
- ▶ Off-Site Parking Customers-Convenience, Online Reservations, Loyalty Programs, Perks, Stress Free, Timesaving
- ▶ Work in unison with local IBE and coalition of resources for community outreach programs for those re-entering the workforce.

Transition Management

Our attention to detail, constant communication and cooperation with the authority staff will ensure a seamless transition. We have acquired several properties and have experienced all aspects of successful transitions.

Minority Owned Business Certified as DBE/ACDBE

- ▶ Multiple State Certifications
- ▶ Provide Opportunities to Receive Federal Revenues
- ▶ 100% Partnership when competing for RFI, RFQ and RFP
 - Certifications: Indiana and the City of Indianapolis, Illinois. California, New York, Arizona and the City of Phoenix, Kentucky, Tennessee, Missouri and the City of St. Louis, Texas, Washington State, Ohio, Georgia, Louisiana, Colorado, Nevada, Florida



GLOBAL PARKING SYSTEM, INC.
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Global Parking System, Inc. operates prestigious private and public facilities

Global Parking System, Inc. is one of the largest minority-owned parking companies in the United States. As we develop partnerships with our clients, we work to identify the unique needs of each client in providing quality services to our customers. Our team consists of well-trained, professional staff committed to excellent customer service provided with hands-on management. The following represents a list of the clients we have provided event management services, maintenance, staffing, training, equipment, and accounting reconciliation reports. GPS offers complete oversight of parking operations from planning, set up, execution, clean-up, and client reporting.



INDIANAPOLIS INTERNATIONAL AIRPORT



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GLOBAL PARKING SYSTEM, INC.
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Global Parking System, Inc. has worked in partnership in providing operations and management for **White River State Parks' Events**

White River State Park boasts world-class attractions and destinations that offer distinctive experiences for every visitor. Greenspaces, trails, trees, and waterways co-mingle alongside cultural, educational, and recreational attractions across 250 beautiful acres in downtown Indianapolis. White River State Park is a wonderful place to hold events, too! The greenspaces, hardscapes, and facility rentals are perfect locations for weddings, parties, charity events, corporate get-togethers and more. Global Parking System has over 18 years of experience of managing and operating special event parking.

801 West Washington St.
Indianapolis, IN 46204

The first attraction to call the Park home was the Indianapolis Zoo in 1988 with the White River Promenade as the northern boundary trail ways opening before the zoo. The following year, the Eiteljorg Museum of American Indians & Western Art opened its door to the community. The Park soon became home to Indianapolis Indians Baseball in Victory Field, the state's largest IMAX® Theater, the NCAA® Hall of Champions Museum and the NCAA® World Headquarters, the Indiana State Museum, and The Lawn at White River State Park (Concert Venue). A unique partnership of the state, city, federal governments, and private businesses constructed viable pathways for both pedestrians and vehicles in the park, including the Historic Central Canal Walkway, Historic Old Washington Street Pedestrian Bridge, Celebration Plaza and other Park specific spaces, and various trails along the White River in the Park. **Global Parking provided LPI/LPR vehicle inventory throughout events, operational knowledge of the facility entrances and exits, event management of exits and pay stations, event maintenance including facility cleanup, trash removal, event shuttle services and event cashier services.**





GLOBAL PARKING SYSTEM, INC.
World Class Parking at Each and Every Location

Global Parking System, Inc. works in partnership in providing operations and management for the Capital Improvement Board (CIB)

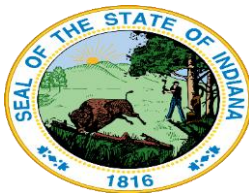
As an operating model, the CIB's public purposes are achieved by operating capital facilities, which are an important driver to underlying the economic vitality of historically strong and growing convention, cultural, entertainment and recreational businesses (public and private) serving the public and civic interests and well-being of the State of Indiana and particularly the central Indiana region.

CIB

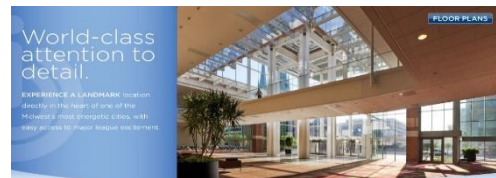
Indiana Convention center & Lucas Oli Stadium
100 South Capitol Avenue,
Indianapolis, In 46225

The CIB is located in Marion county in the State of Indiana. The board is authorized to finance, construct, equip, operate and maintain any capital facilities or improvements of general public benefit. The Indiana Convention Center, Lucas Oil Stadium, Indiana Pacers and Indianapolis Colts parking services are managed by the CIB. **In cooperation with its partners, Global Parking System, Inc. manages and operates events ranging from 1,000 to 60,000 participants. Global Parking System, Inc. has a 9 year history of managing and operating special events parking with the Capital Improvement Board (CIB) of Indianapolis.** The CIB has worked with Global Parking System, Inc. in providing parking management services and operate special event garages and surface lot parking for the Indianapolis Colts, Indiana Pacers, Super Bowl XLVI , Conventions and event parking.

Capital Improvement Board
of Managers of Marion County, Indiana



LUCAS OIL
STADIUM



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Parking Technologies

- ▶ Reservation system - APC, Chantry, Amano McGann, Schied Bachmann, Skidata
- ▶ Indoor single space monitoring with camera system (LPR per space) or sensor.
- ▶ Open lot single space monitoring (LPR per space).
- ▶ Level counter with 99.9% accuracy with camera system.
- ▶ Technology all integrated to the following:
 - Automated enforcement
 - Find my car phone app or kiosks
 - Payment by phone
 - Data analytics and space management
 - Automated upscale space management-realign payment rate
 - Dynamic pricing
 - Frequent Flyer/Frequent Parker program

GPS-Your Proven Partner in Parking



- ▶ Our History, Dating Back to 1999
- ▶ Hal Darring's Experiences and Local Involvement
- ▶ Minority Business Owner of the Year
- ▶ Certified DBE/ACDBE for the State of Indian and the City of Indianapolis
- ▶ Shuttle Service
- ▶ TNC/Taxi Ground Transportation
- ▶ Ancillary/Special Services
- ▶ Express Valet
- ▶ Curb Side Valet Service
- ▶ Premium Parking Service
- ▶ Giving Back to Clients and Providing as a Partner

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Current and Previous Operations

ParkIndy Contract with the City of Indianapolis, Global Parking System, Inc. is 51% majority owner of a local partnership for P-3 a 50-year meter operations and enforcement

- ▶ 360,000 a year revenue at inception of P-3 contract
- ▶ 3.5 million a year revenue after year-3 under P-3 contract
- ▶ City and private sector contract resulted in "Innovator of the Year" Recognition
- ▶ "Innovator of the Year" Mayor Gregory A. Ballard and partners Indianapolis P-3



Indianapolis Meter Operations 50-year contract

The ParkIndy team is comprised of Conduent State & Local Solutions along with Indianapolis-based partners to ensure a customized approach and technology tailored to the needs of the City, its businesses, residents, and visitors: Denison Global Parking, a minority owned company whose combined heritage goes back over 80 years of parking qualifications; Evens Time, a woman-owned company serving Indianapolis for 76 years, and Sease Gerig & Associates, an Indianapolis communications and public relations consulting firm with city, state and national clients.





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Phoenix, Arizona, providing maintenance parking services for parking stalls over six public and employee parking facilities.

- ▶ Providing future services for Valet Parking, and ancillary wash/detail services
- ▶ Provide maintenance services
- ▶ Providing lot sweeping services
- ▶ Providing office and employee area sanitation and cleaning services
- ▶ Providing facility power washing services
- ▶ Providing high quality maintenance machinery and equipment
- ▶ Event Parking and Employee Parking
- ▶ Generates \$90 million in annual revenue
- ▶ This parking facility utilizes APC (Airport Parking Connection) reservation system and yield management system for parking reservations, dynamic pricing, and yield management
- ▶ Over \$8,000,000 of \$10,000,000 in annual airport related revenues is pre-purchased
- ▶ Over 11 million enplanements per year
- ▶ Over 23 million passengers per year
- ▶ Employees over 45,000 people
- ▶ Parking revenues of over \$90 million per year
- ▶ Generates over \$5 billion annually in economic development





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Indianapolis International Airport, Global Parking System, Inc. played a key role in the receiving the JD Power Award as Best medium sized airport in North America for Customer Convenience and Customer Satisfaction 8 out of the past 10 years with our Express and Premium Parking products.



Global Parking System, Inc. provided cashier, shuttle, valet, and our ancillary special services with tested operational protocols, financial accountability, flexibility, and daily auditing communication. We conduct background screens, implement employee customer service training and employee qualified staffing with an unmatched turnover rate of less than 1%.

- ▶ \$675,000 in Revenue
- ▶ Avg. Yearly Increase 35%
- ▶ Tested operational protocols and financial accountability
- ▶ Flexibility and communication
- ▶ **Qualified staffing with low turnover (Less 1%)**
- ▶ Over 6 million enplanements per year
- ▶ Over 8.7 million passengers per year
- ▶ Employees over 25,000 people
- ▶ Parking revenues of over \$55 million per year
- ▶ 43,500 Parking Stalls/2.5 million transactions per year
- ▶ Generates over \$5 billion annually in economic development
- ▶ 960,000 yearly transactions





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Syracuse Hancock International Airport, provided management, premium parking services, garage operations, on-board processing and establishing company protocols for all employees, LPI/LPR-recording an accurate vehicle inventory throughout the Syracuse Airport's garages and nightly vehicle counts and daily maintenance including facility cleanup, trash removal, stairwells and washing windows. GPS is managing as a Certified state and city DBE/MBE/ACDBE

- ▶ Parking revenues of over \$14 million per year
- ▶ Continual revenue increases
- ▶ Planning for the future (Our Vision/ Preparation)
- ▶ Over 964,000 enplanements per year
- ▶ Over 1.9 million passengers per year
- ▶ Employees over 15,000 people
- ▶ 6,260 Parking Stalls/430,000 transactions per year
- ▶ Generates over \$35.8 million annually in economic development





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Los Angeles California, West LA Veterans Medical Center, provided valet services and management contract for a full-service valet operation.

- ▶ Provide Daily Services and Management
- ▶ Patient and Employee Valet Services
- ▶ Provided valet service for 6,000 monthly patients
- ▶ Provided employment for local employees during COVID-19
- ▶ Provide Essential Services to Veterans
- ▶ Operating a Full-Service Operation with Strict COVID-19 Requirements





GLOBAL PARKING SYSTEM, INC.
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Award and Recognition

Customer Service Excellence

Our role in providing our clients the opportunity to receive customer service awards, including the J.D. Power Award for Customer Service.

Indianapolis International Airport

- ▶ Our honor in being the first and last interaction with customers
- ▶ Best Airport North America-Starting in 2008-2021, **eight consecutive years**, travelers selected the Indy Airport as the best among airports serving 5 to 15 million passengers.
- ▶ **J.D Power Award 2008-2021-Ranked #1 8 out of 10 years** in overall customer satisfaction for service, cleanliness, convenience, check-in & security
- ▶ Selected the Indianapolis Airport as the best among airports serving 5 to 15 million passengers
- ▶ Satisfaction for service, cleanliness, check-in & security
- ▶ Our outstanding employee training and retention





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Award and Recognition

Mayor's Minority Business Enterprise of The Year

Presented July 2014 to Hal Darring Owner/CEO of Global Parking System, Inc for excellence in business development in the City of Indianapolis

City of Indianapolis/Indiana Black Expo

Mayor's Minority Enterprise of the Year Award



Presented in recognition of excellence in business with the city for outstanding achievement while doing business with the City of Indianapolis as a Top-Performer.

This award is presented in collaboration with the Indiana Black Expo and the Department of Minority and Women Business Development and the Mayor's Office.



GLOBAL PARKING SYSTEM, INC.
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Award and Recognition

Innovator of the Year 2013, Indianapolis, IN

Innovator of the Year 2013 presented by Mayor Gregory A. Ballard

City of Indianapolis, Indiana



Innovator of the year Award



After taking office in 2008, Mayor Gregory Ballard of Indianapolis, Ind., set out to realize his ambition of revitalizing his city through technology and infrastructure upgrades. Parking played a key role in turning this vision into reality.

The mayor had three goals—increase revenue for the city, improve the customer experience for residents, and boost sales traffic for the city's retailers.

He would accomplish this by bringing a public-private partnership (P3) to Indianapolis to modernize the city's thirty-year-old parking system. ParkIndy, a team of local business including Global Parking System, Inc.-51% owner, Denison Parking-49% owner, Xerox, Even Times, and Sease & Gerig Associates was selected to manage the city's parking operations for 50 years.

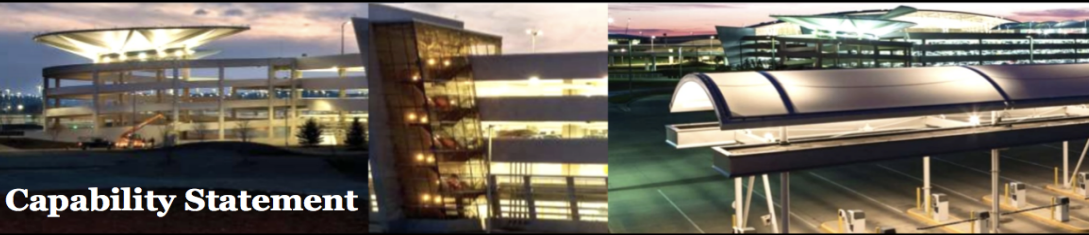


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"World Class Parking at Each and Every Location"



Capability Statement

Company Snapshot

POC: Hal Darring, Sr., CEO

Phone: 317 246-7275

Email: hdarring@globalparkingsysteminc.com

Address: 930 East 66th
Indianapolis, IN 46220

Website: www.globalparkingsysteminc.com

Socio-Economic Status:

Minority Owned Certified DBE/ACDBE

Certifications: Alabama, Kentucky, Illinois, Indiana, Ohio, California, Florida, Georgia, Missouri, Colorado, Tennessee, New York, Arizona, Nevada, Louisiana, Texas, Washington State

DUNS: 059676016

NAICS Codes:

488119 Other Airport Operations

541611 Administrative Management and General Management Consulting Services

561210 Facilities Support Services

722515 Snack & Nonalcoholic Beverage Bars

811192 Car Washes

812930 Parking Lots and Garages

Awards

Innovator of the Year 2013

Indianapolis, IN- Mayor Gregory Ballard
P3- Parking Meter Contract

Minority Business Enterprise of the Year
City of Indianapolis- IBE

Core Competencies

- Global Parking & Transportation Services
- Consulting & Management
- Value Added Services
- Large Venue Management and Parking Services
- Premium Valet Services/Shuttle & Cashier Services
- Technology Platforms/ TNC & Mobility Centers
- Personnel Services/Human Resources
- Branding/Marketing
- Transition Management



Differentiators

The difference Global Parking System provides, is in the quality of selection and orientation, training, management, attention to detail and how well we understand the importance of working with our clients. GPS's commitment to this process and the development of our human resources is unparalleled in the industry.

We continually boost in our ability to increase revenue, decrease customer complaints and improve the overall customer experience by Value-Added Amenities and convenience.

Our Mission

To operate a global parking and transportation company dedicated to integrity, growth, professionalism, value and leadership while providing quality service to customers and clients.

Our goal, simply stated,

is to provide the highest level of customer service at the lowest possible cost, and ensure that the business is operated efficiently and professionally.



Working Together to Provide Safe, Reliable and Convenient Services

Our Goal, simply stated, is to provide the highest level of customer service at the lowest possible cost, and ensure business is operating efficiently and professionally

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