



CITY OF PHILADELPHIA

OFFICE OF THE DEPUTY MAYOR FOR ECONOMIC DEVELOPMENT
AND DIRECTOR OF COMMERCE
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ALAN GREENBERGER
Deputy Mayor

April 29, 2014

The Honorable Darrell Clarke
City Council President
City Hall, Room 490
Philadelphia, PA 19107

Dear Council President Clarke:

This letter is in response to questions raised at the April 2nd, 2014 hearing before the Committee of the Whole on the Fiscal Year 2015 budget for the Commerce Department. The questions were recorded as follows:

From Council President Clarke:

1. Can you provide a list of the selection committee members for the corridor cleaning grant selection?

The selection committee includes representatives for the Department of Commerce Office of Business Services, Keep Philadelphia Beautiful, Department of Commerce Office of Neighborhood Economic Development, Department of Commerce Office of Neighborhood Economic Development, Department of Commerce Office of Neighborhood Economic Development, Philadelphia City Planning Commission, and the Streets Department.

2. In your testimony you mentioned, \$7.5 billion in construction will be occurring in Philadelphia, can you explain Commerce's role in this and where this particular development took place, the time frame for this construction, and the geographical location?

Attached is a spreadsheet (Exhibit A) highlighting many of the construction projects completed since January 2013, currently under construction, or in advanced stages of planning. The projects in the spreadsheet represent \$7.35 billion in project cost but there are many projects currently underway for which we do not have final project cost numbers, therefore \$7.35 billion is a conservative estimate. There are also future projects which are in the pipeline but not yet public which represent additional investment in Philadelphia.

The Commerce Department works very closely with real estate developers and investors in a number of ways to help bring projects to fruition. The Developer Services Unit within the Commerce Department guides developers through the approval process and brings together all relevant city departments to ensure a coordinated approach from city government. I personally meet with many developers to provide advice and guidance on a range of issues including design, zoning, community engagement, and financing. We also work with developers to help recruit retail tenants for commercial spaces.

From Councilwoman Bass:

3. For the ten businesses funded through the new Instore program, can you provide the M/W/DSBE information?

Approved as of 4/1/14:

1. Germantown Development Associates, LLC./Rose Petals Café (minority & women owned)
2. CDS Realty, LLC./Tenant TBD (tbd)
3. Metro Men's Clothing
4. The Enterprise Center CDC (nonprofit)/ 48th Street Grille (minority)
5. Hat Shop LLC/Pizza Brain
6. Mariposa Food Co-op (nonprofit)
7. Alphabet Academy, Inc.
8. Njoy, Inc. "The Igloo"
9. Brigantessa
10. G-Town Sports, Inc (minority)

From Councilwoman Brown:

4. Can you provide to the Chair information on the new Manufacturing Task Force?

Mayor Nutter announced the creation of a Mayor's Manufacturing Task Force in January 2013 to evaluate the City's competitiveness for manufacturing and recommend specific strategies for growth. The Task Force was co-chaired by Deputy Mayor Alan Greenberger; Dan Fitzpatrick from Citizens Bank; Bill Hunt from AgustaWestland; and Councilman Bobby Henon. The Task Force presented its findings in December 2013 and published a *Manufacturing Growth Strategy for Philadelphia* which can be found here: <http://www.pidc-pa.org/userfiles/file/FULLREPORTManufacturingGrowthStrategyFINAL.pdf>

The Commerce Department is coordinating – in close partnership with Councilman Henon – the implementation of many of the recommendations of the Task Force. For example in March 2014 I announced that announced that Michael Cooper, previously a Vice President of Marketing and Business Development at the Philadelphia Industrial Development Corporation (PIDC), will serve as the Director of the newly-created Office of Manufacturing and Industry within the Department of Commerce, the creation of which was a recommendation of the Task Force.

5. Can you provide to the Chair where the businesses that have taken advantage of the Commerce SafeCam program are located geographically?

1st Council District – 41 businesses
2nd Council District – 8 businesses
3rd Council District – 5 businesses
4th Council District – 6 businesses
5th Council District – 14 businesses
6th Council District – 4 businesses
7th Council District – 7 businesses
8th Council District – 8 businesses
9th Council District – 3 businesses
10th Council District – 1 business

6. Can you provide to the Chair information on the SafeCam program (brochures, flyers, etc.)?

See attached documents: Commerce SafeCam Program Application (Exhibit B), Guidelines (Exhibit C), and FAQ (Exhibit D).

From Councilman Henon:

7. Can you provide to the Chair the current vacancy rate for commercial corridors and that of past years?

Using Planning Commission PhilaShops survey data, an average vacancy rate for commercial areas (of all types & sizes) is currently 17.7%, a .3% increase from the 2003 survey.

The average vacancy rate in the commercial corridors that have active commercial corridor managers in place (and are neighborhood pedestrian/transit oriented by type) is currently 18.5%, but that is down 5% from 23.7% in 2003.

From Councilman Oh:

8. Can you provide an updated department demographics table for the Commerce department?

See attachment (Exhibit E).

9. Can you provide information to the Chair on how much the Mayor's 6 (Brazil, China, United Kingdom, Israel, South Africa and Rome) international trips cost?

The Commerce Department was responsible for organizing the Mayor's trade mission to the United Kingdom and Israel and the Mayor's visit to China.

China – \$11,026.81
UK/Israel - \$29,806.26

Costs for these visits were minimized through the extensive use of in-kind contributions, Sister City relationships, and hotel reward points for example. Also attached is a report of outcomes to date from the trade mission to the UK and Israel (Exhibit F).

The Mayor's Office will provide details on the travel to Brazil, Rome and South Africa upon request.

Please feel free to contact me with any questions you may have about the information provided in this response.

Sincerely,



Alan Greenberger, FAIA
Deputy Mayor for Economic Development
and Director of Commerce

cc: Everett Gillison, Chief of Staff
Rob Dubow, Director of Finance
Rebecca Rhynhart, Budget Director
Fiona Greig, Deputy Budget Director

Project Name	Client Company	Address	Development Status	Estimated Cost	Council District
Hotel Development	Realen Properties/Starwood	101-109 N. Broad Street	Conceptual Planning	\$50,000,000	1
Eastern Tower Community Center	Philadelphia Chinatown Development Corp	1001-1011 Vine Street	Finalizing Design	\$70,000,000	1
SLS International Hotel & Residences	Dranoff Properties	311 S. Broad	Finalizing Design	\$200,000,000	1
SugarHouse Casino - Phase 2	HSP Gaming LP	1001 N. Delaware Avenue	Seeking Approvals	\$125,000,000	1
The Gallery	PREIT	9th & Market	Seeking Approvals	\$100,000,000	1
GoldTex	Post Brothers	315 N. 12th Street	Under Construction	\$38,000,000	1
PA Ballet Sidewalk Vault at 321 N. Broad St.	Pennsylvania Ballet	321 N. Broad Street	Under Construction	\$17,500,000	1
Shirt Corner	Alterra Property Group, LLC	259 Market Street	Under Construction	\$20,000,000	1
Southstar Lofts	Dranoff Properties	521-31 S. Broad Street	Under Construction	\$32,000,000	1
Convention Ctr Parking Garage	Realen Properties	1324 Arch Street	Completed	\$27,000,000	1
Fringe Arts Facility	Fringe Arts	140 N. Christopher Columbus Blvd	Completed	\$7,750,000	1
Home2Suites	Parkway Commercial Properties	1200 Arch	Completed	\$63,000,000	1
John C Anderson Apts. (William Way)	Penrose Properties	249-57 S. 13th Street	Completed	\$19,500,000	1
Pennsylvania Medicine at Washington Square	Liberty Property	800 Walnut	Completed	\$75,000,000	1
Lincoln Financial Field Expansion	Eagles	1 Lincoln Financial Field Way	Finalizing Design	\$125,000,000	2
CHOP S. Philly	CHOP	1700 S. Broad	Seeking Approvals	\$30,000,000	2
Eco Energy - Greenwich Yard	Eco Energy	3400 S. Christopher Columbus Blvd	Seeking Approvals	\$13,000,000	2
Marriott Renaissance - Airport	Solow Inc	3701 Island Avenue	Seeking Approvals	\$26,000,000	2
2400 South	Toll Brothers	2400 South Street	Under Construction	\$31,000,000	2
Building 661	EEBHUB	Navy Yard	Under Construction	\$30,000,000	2
Philadelphia Energy Solutions	Philadelphia Energy Solutions	3143 W Passyunk Avenue	Under Construction	\$70,000,000	2
2116 Chestnut Street	The John Buck Company	2116 Chestnut Street	Completed	\$100,000,000	2
Marriott Courtyard	Ensemble Hotel Partners	Navy Yard	Completed	\$34,000,000	2
The Sansom	Pearl Properties	1605 Sansom	Completed	\$26,000,000	2
Vincera Institute/Building 489	P&A Associates	Navy Yard	Completed	\$7,000,000	2
38 Chestnut	Rador Property Group	17 S. 38th Street	Finalizing Design	\$110,000,000	3
Neural and Behavioral Sciences Building	Univ. of Pennsylvania	415 University Avenue	Seeking Approvals	\$78,500,000	3
FMC Tower at Cira Centre	Brandywine Realty Trust	30th & Walnut	Approved Pending Construction	\$340,000,000	3
3737 Science Center	University Science Center	3737 Market St.	Under Construction	\$92,000,000	3
Burger Center for Advanced Pediatric Care	CHOP	3600 Civic Center Blvd.	Under Construction	\$425,000,000	3
Dornise Center	Drexel University	3509 Spring Garden Street	Under Construction	\$15,700,000	3
EVO Cira Centre South - Chestnut St.	Brandywine Realty Trust	2930 Chestnut Street	Under Construction	\$158,500,000	3
Lancaster Square	Drexel University	3400 Lancaster Avenue	Under Construction	\$160,000,000	3
New College House at Hill Field	Univ. of Pennsylvania	3300 Chestnut	Under Construction	\$127,000,000	3
Pereleman Center - South Pavillion	Penn Medicine	3400 Civic Center Blvd	Under Construction	\$100,000,000	3
Science and Technology Center	University of the Sciences	4306 Woodland Avenue	Under Construction	\$20,000,000	3
The Croyden	Orens Brothers	250 S. 49th Street	Under Construction	\$11,750,000	3
UCSC - Apartment Tower	Wexford Science & Technology LLC/ U. City Science Center	3601 Market Street	Under Construction	\$110,000,000	3
Wistar Institute	Wistar Institute	3631 Spruce	Under Construction	\$102,000,000	3
Centennial District Intermodal Transportation Center	Shoemaker/Perryman	3404 W. Girard Ave	Completed	\$24,000,000	3
Chestnut Square - Drexel dorm	American Campus Communities	3210 Chestnut	Completed	\$97,000,000	3
Karabots Center	CHOP	4865 Market Street	Completed	\$27,000,000	3
Krishna P. Singh Center for Nanotechnology	Univ. of Pennsylvania	3200 Walnut	Completed	\$88,000,000	3
LeBow College of Business Expansion	Drexel University	32nd & Market	Completed	\$92,000,000	3
Spectrum Health Center	Spectrum Health	5201 Haverford Ave	Completed	\$14,000,000	3
University Place	University Place Associates	30 N. 41st Street	Completed	\$30,000,000	3
URBN Center	Drexel University	3501 Market	Completed	\$70,000,000	3
WORC-Penrose Senior Housing	Penrose Properties	2001-2011 N. 54 Street	Conceptual Planning	\$18,000,000	4
Belmont Mansion	American Women's Heritage Society	2000 Belmont Mansion Dr.	Under Construction	\$1,400,000	4
Station at Manayunk	Petrucchi Residential	1 Parker Avenue	Under Construction	\$40,000,000	4
Bakers Square	Metro	2900 Fox Street	Completed	\$55,000,000	4
1801 Vine Street	The Peebles Corporation	1801 Vine Street	Conceptual Planning	\$85,000,000	5
W Hotel/Element	Chestlen Development LP	1441 Chestnut Street	Finalizing Design	\$280,000,000	5
1919 Market	Brandywine Realty Trust	1919 Market	Seeking Approvals	\$100,000,000	5
Comcast Innovation & Technology Center	Liberty Property	1800 Arch Street	Seeking Approvals	\$1,200,000,000	5

Museum Towers II	Forrest City	1801 Buttonwood Street	Seeking Approvals	\$72,000,000	5
Rodin Square	Neal Rodin	501 N. 22nd Street	Seeking Approvals	\$140,000,000	5
2021 Chestnut Street	Aquinas Realty	2021 Chestnut Street	Approved Pending Construction	\$40,000,000	5
1701 Vine (LDS Complex)	LDS Church	1701 Vine Street	Under Construction	\$70,000,000	5
1900 Arch	Philadelphia Management Company	1900 Arch	Under Construction	\$50,000,000	5
9th St. Marketplace	Soloff Development	901 W. Girard	Under Construction	\$12,000,000	5
Benjamin Franklin Parkway Improvements	City of Philadelphia	Benjamin Franklin Parkway	Under Construction	\$17,000,000	5
Dilworth Plaza	Center City District		Under Construction	\$55,000,000	5
Franklin Institute Expansion	Franklin Institute	100 N. 15th Street	Under Construction	\$160,000,000	5
Oxford Mills	D3 Real Estate & Seawall Development	222 N. 20th Street	Under Construction	\$24,000,000	5
Park Towne Place	Aimco	100 W Oxford Street	Under Construction	\$37,800,000	5
Science, Education, & Research Center	Temple University	2200 Benjamin Franklin Pkwy	Under Construction	\$177,000,000	5
The Sterling	Aimco	1815 John F. Kennedy Blvd	Under Construction	\$50,000,000	5
Wanamaker Plaza - North Tower	The Goldenberg Group	1101-1137 Cecil B. Moore Avenue	Under Construction	\$150,000,000	5
2040 Market	Philadelphia Management Company	2040 Market	Completed	\$75,000,000	5
Granary I	Pearl Properties	1945 Callowhill Street	Completed	\$66,000,000	5
Morgan Hall - Temple Dorm	Temple University	Broad & Cecil B Moore - Oxford	Completed	\$216,000,000	5
Paseo Verde	Jonathan Rose/APM	1900 N. 9th Street	Completed	\$48,000,000	5
Tower Place	Tower Investments	444 N. Broad (aka 1400 Spring Garden)	Completed	\$70,000,000	5
Tajdeed	Conifer LLC	264 W. Oxford Street	Finalizing Design	\$13,500,000	7
Edison Square	Mosaic Development Partners & Orens Bros	701 W. Lehigh Avenue	Under Construction	\$12,600,000	7
St. Christopher's Hospital Expansion	St. Christopher's Hospital	3601 A Street	Under Construction	\$120,000,000	7
8200 Germantown Avenue	Bowman Properties	8200 Germantown Avenue	Approved Pending Construction	\$15,500,000	8
Rittenhouse Hill	Post Brothers	633 W. Rittenhouse Street	Under Construction	\$52,000,000	8
Community Legal Services - N. Phila Law Center	Community Legal Services	1410 W. Erie Avenue	Completed	\$8,500,000	8
New Courtland Senior Health Center	New Courtland	1940 W. Allegheny	Completed	\$10,000,000	8
Franklin Mills	The Mills	1455 Franklin Mills Circle, Phila, PA	Under Construction	\$40,000,000	10
TOTAL				\$7,347,500,000	



Commerce SafeCam Program Application

City of Philadelphia, Department of Commerce

PART 1 - APPLICANT INFORMATION

Section A – INDIVIDUALS - Use this section if you are an individual business or property owner.

Address of Property Being Improved _____

ZIP Code _____ Police District _____

Applicant Name (person or company applying for rebate) _____

Applicant's Mailing Address (if different than above) _____ ZIP Code _____

Applicant Business Income and Receipts Tax # _____ EIN or SSN# _____

Contact Person & Title _____

Contact Phone Number _____ Email _____

Name of Business in Property Being Improved _____

Type of Business _____ Number of Employees _____

Legal Name of Property Owner _____

Section B – ASSOCIATIONS - Use this section if you are applying as a business association or community organization to install multiple cameras in a business district.

Location of Business District or Commercial Corridor _____

ZIP Code _____ Police District _____

Name of Applicant Organization _____

Applicant's Mailing Address _____ ZIP Code _____

Organization Business Privilege Tax # _____ EIN or SSN # _____

Contact Person & Title _____

Contact Phone Number _____ Email _____

Type of Businesses in Corridor or District _____

On additional sheet, list the following for every identified camera location:

- 1. Name of Business, 2. Address, 3. Legal Name of Property Owner

PART 2 – COMMERCE SAFECAM PROJECT PROPOSAL

Describe the camera(s) you plan to install to your storefront. Must meet minimum specifications and describe how system will provide surveillance to public space.

Describe any other security improvements you will be making and the estimated investment (if applicable):

Describe your communication with the local police district (crime prevention officer or other).

PART 3 – COMMERCE SAFECAM PROJECT BUDGET

Use this form to itemize costs of installing surveillance cameras on your business. You may include permit and inspection fees. Identify the contractor(s) you've selected. You must also attach the estimates from your selected contractor(s) and least one additional estimate/bid for each item.

Security/Surveillance Cameras	Cost	Your Selected Contractor/Vendor
	\$	
	\$	
	\$	
	\$	
	\$	
TOTAL Costs for SafeCam Project	\$	

PART 4 - APPLICATION ATTACHMENTS

CHECKLIST -Please attach the following:

- Color photographs of your building clearly showing the following:
 1. Photo of your building with arrows or other clear indications identifying where the camera(s) will be installed;
 2. The entire front facade of your building; and
 3. The views down the block to the right and left of your building of your building.

- Contractor estimates that detail the equipment specifications. Two estimates are required. We recommend you secure at least three. All applicants must seek proposals from businesses owned and controlled by minority persons (MBEs), women (WBEs) or disabled persons (DSBEs) as described below and in the program guidelines.

- Letter from building owner (if different from applicant) granting permission to install the proposed security camera system.

PART 5 - REQUIREMENTS

I certify that:

1. The information contained here is accurate.
2. The business and property owner(s) are current with all City obligations, including but not limited to taxes, licenses, water revenue billings, as well as any assessments due to Business/Neighborhood Improvement Districts or Special Services Districts. All permits, licenses, environmental and historical requirements associated with the above work will be complied with.
3. I have read and will comply with the requirements outlined in the Commerce SafeCam Program Guidelines.
4. I have made “best and good faith efforts” to include businesses owned and controlled by minority persons (MBEs), women (WBEs) and disabled persons (DSBEs) in the project. Potential M/W/DSBE project participants can be found in the City of Philadelphia’s Office of Economic Opportunity Directory of Certified Firms (Contact OEO at 215-686-6232 or review the online directory at <http://www.phila.gov/mbec/directory.asp>) or the Pennsylvania Unified Certification Program’s Directory of Disadvantaged Business Enterprises (<http://www.paucp.com>).
5. I will register the surveillance camera(s) with the Philadelphia Police Department’s SafeCam program.
6. I will secure any and all permits and inspections required to do electrical work for camera installation.
7. In consideration of any award that the signatory below may receive under the Commerce SafeCam Program, the signatory below for itself and for its heirs, successors and assigns, does hereby remise, quitclaim, release and forever discharge the City of Philadelphia, the Philadelphia Industrial Development Corporation and their respective officials, officers, employees, agents, successors, assigns and representatives (acting officially or otherwise) from any and all actions and causes of action, suits, claims and demands whatsoever at law or in equity which they may have against any or all of the foregoing released parties that relate in any way whatsoever to their participation in the Commerce SafeCam Program.

APPLICANT OR DESIGNATED REPRESENTATIVE

Name _____ Title _____

Signature _____ Date _____

Submit your completed application to Phila Dept of Commerce, 1515 Arch St, 12th Fl, Phila, PA 19102
 or email Linda.Lawrence@phila.gov or fax to 215-683-2015.

You will receive a notification by e-mail when your application is received.

NOTE: Applicants must NOT commence work until written approval from the City is received.

Commerce SafeCam Program Guidelines

City of Philadelphia, Department of Commerce



Program Description

The purpose of the Commerce SafeCam Program is to encourage businesses and property owners within the City of Philadelphia to install surveillance cameras, making areas safer for shoppers and the community while growing their vitality and economic performance. The program reimburses owners of commercial buildings and businesses up to 50% of the total cost of eligible improvements, for a maximum reimbursement of \$3,000 for a single commercial property. The digital camera security system must be installed on the outside of your building providing surveillance for your business and the public space.

Eligible Applicants

Applicants must be the owner of a commercially occupied property or an operating tenant business with approval of the property owners or an established business association or community based organization representing a number of businesses in a particular area. Applicants must be operating legally, properly registered, licensed with the City of Philadelphia and current with all City obligations, including but not limited to taxes, licenses, water revenue billings, as well as any assessments due to Business/Neighborhood Improvement Districts. Unoccupied properties may be considered but must be occupied or have a signed lease agreement to be eligible for reimbursement.

Eligible Equipment

All surveillance system equipment shall be subject to review and approval by the Philadelphia Police Department and requirements may vary by business type and property. The following are the minimum specifications required for a Commerce Safecam Program award.

CAMERAS

1. IP-enabled.
2. Operate with a minimum of 480 Total Vertical Lines (TVL) of resolution.
3. Capable of recording color images during sufficient lighting and recording black and white images during hours of low light.
4. Tailored to each Eligible Property taking into consideration:
 - the distance to the target image;
 - the "lux rating" or compatibility with the amount of light available to include excessive amounts of sunlight; and
 - the view angle of camera in relation to area of desired coverage.
5. Have a clear and unobstructed view of outside areas of desired coverage.

DIGITAL VIDEO RECORDINGS (DVR) or NETWORK VIDEO RECORDINGS (NVR)

1. DVRs must have one dedicated channel for each camera in operation.
2. Record at least 640 X 480 recording resolution levels.
3. Have the capacity to record at least fifteen (15) frames per second, per camera.
4. Have sufficient memory to retain data from all cameras for a period of at least fifteen (15) days. Possess the ability to view and retrieve data while the system remains in operation.
5. Possess the ability to produce a copy of desired data for evidentiary purposes.
6. Be placed in a locked and secured location to prevent destruction or tampering.

Application Process

1. Contact Philadelphia Department of Commerce at 215-683-2172 to request an application. The application will require:
 - a. Photos of your building clearly showing where surveillance camera will be located, and at least one photo showing the entire front façade of your building.
 - b. Estimates from two (2) licensed contractors detailing camera specifications.
 - c. A letter from building owner (if this is not you) granting permission for the proposed work.
2. Completed applications should be delivered to Linda Lawrence, Dept. of Commerce, 1515 Arch Street, 12th floor, Phila, PA 19102 or Linda.Lawrence@phila.gov. The applicant will be notified that the application has been received and whether anything is missing. Incomplete applications will not be considered.
3. Philadelphia Department of Commerce will send an award letter, specifying amount of reimbursement. Once received, the applicant can proceed with application for electrical permit, purchase and installation.
4. Once the cameras are installed they must be registered with the Philadelphia Police Department SafeCam crime prevention and investigating tool. <https://safecam.phillypolice.com/registration>
5. When registration is complete, submit copies of invoices, proof of payment, copy of a passing final electrical inspection certification, color photos of the installed cameras, and a copy of SafeCam registration to the Dept. of Commerce and a reimbursement check will be mailed out.

Additional Program Requirements

- *Economic Opportunity:* As part of Mayor Nutter's Strategic Plan for this Administration, a goal to create and retain jobs by fostering an improved business environment has been established. One of the strategies designed to achieve this end is strengthening supports to minority, women, and disabled residents and businesses. All applicants certify to make "best and good faith efforts" to include businesses owned and controlled by minority persons (MBEs), women (WBEs) and disabled persons (DSBEs) in their projects. In exercise of "best and good faith efforts" applicants for this program must solicit MBEs, WBEs and DSBEs for participation in the project. Potential M/W/DSBE project participants can be found in the City of Philadelphia's Office of Economic Opportunity Directory of Certified Firms. Contact OEO at 215-686-6232 or review the online directory at <http://o eo.phila.gov/directory.asp> or the Pennsylvania Unified Certification Program's Directory of Disadvantaged Business Enterprises at <http://www.paucp.com>.
- The amount that this program is able to approve for reimbursement will not always be equal to 50% of the eligible costs or the maximum amount due to availability of funds and restrictions in how program funds can be spent.
- Projects within areas with special design controls or within historic districts must comply with those requirements.

Commerce SafeCam Program

City of Philadelphia, Department of Commerce



Frequently Asked Questions

1. If a restaurant needs to install 2 outdoor cameras and 6 indoor cameras, how do you calculate the reimbursement regarding the shared DVR fee and installation fee?

Applicants must get itemized estimates. Commerce Department will calculate project cost by adding the cost of exterior cameras, installation, DVR unit and any other necessary components for exterior camera system, and reimburse at 50% up to \$3,000. The entire system required for the exterior cameras will be eligible.

2. As stated in the Guidelines, what do you mean by "estimate from 2 licensed contractors"? Does it mean the "licensed installer", "licensed company", or both of them?

Applicants must get multiple estimates (at least two) for each component charged to the project. Estimates must be from businesses licensed to work in Philadelphia.

3. Both Storefront Improvement Program and Commerce Safecam Program can help businesses with the cost of installing exterior security equipment. Which program shall we choose? What is the difference?

Commerce SafeCam Program is available to any business operating anywhere in Philadelphia. Businesses should use the Commerce SafeCam Program if the business/property owner is only interested in acquiring a security/surveillance camera for the exterior of the business. The max award is \$3,000.

Storefront Improvement Program is able to reimburse the cost of cameras if that improvement is taking place along with façade improvements AND the business provides goods and services on a targeted commercial corridor. The max award (for façade upgrade and cameras) is \$8,000 (single storefront) or \$12,000 (corner or mult-storefront).

4. There is a narrow alley behind my business. Residents dump there and homeless people get together there at night. Would the program help us to install camera to monitor my back door?

Yes, the rear alley is public space.

5. I have a rental property zoned as residential. Is my property eligible for the program?

Sorry, at this time the Commerce SafeCam Program is for businesses only.

6. Between the two estimates, shall we choose one contractor ourselves? If so, are we required/supposed to select the one with lower prices?

Yes, the applicant selects the contractor(s). If the applicant does not select the contractor with the lower price, the reason for that choice must be explained in the submitted application.

7. Can I install the camera myself?

No, surveillance cameras must be installed by a licensed contractor who is licensed to do work in Philadelphia and obtain necessary permits.

8. What shall I do if the cameras are stolen after installation?

Contact your insurance company – and the Police to file a report.

9. How can I get the static IP to connect to Police Department?

The Police Department is in the process of connecting to personal surveillance systems in Philadelphia. In the meantime, it is required that cameras funded through this program be registered with the Police SafeCam program.

10. Does this program reimburse the guaranty and insurance of the cameras?

Yes, if they are included in the estimate and are to be paid upfront to the contractor who has been chosen by the applicant to install the surveillance camera system.

11. What is the general process time to get the approval?

There is an approximate 2-4 week process time for approval. Applicants should not begin work until they have received an approval letter from the City.

After the project is completed and the awardee submits documentation for reimbursement, payment will be mailed out in 2-3 weeks.

12. Who has the liability of the cameras?

The applicant who paid for the cameras.

13. I cannot speak English and there is only one licensed installer speaking my language in my community. What shall I do to get another estimate?

It is in your interest and the City's to get multiple estimates and make sure you are getting the best price. If there is a compelling reason why the applicant has secured an estimate from only one contractor that should be explained with the submitted application.

14. Do I have to buy an IP camera?

The camera must be IP-enabled camera, but does not have to be an IP camera. IP enabled is a much broader category which should not limit the choices that are commercially available. Analog cameras that meet the other specifications can be approved for this program.

15. Do I have to get the estimates from minority business? Do you have a list?

The Department of Commerce requests that all applicants make a good faith effort to acquire estimates from minority, women, and disabled owned businesses.

Below is a list of Philadelphia based companies that do surveillance camera installations and are Office of Economic Opportunity (OEO) registered minority or female owned contractors.

Milligan Group	215-254-5529	MWBE
Wilco Electronics	215-540-3930	WBE
LCN Communications	215-755-1000	WBE
Final Mile Technology	215-879-7500	MBE
Eastern Telephone & Telecommunications, Inc	610-867-7800	WBE
MJK Electrical Corporation	215-471-4110	WBE
R.F. Design & Integrations, Inc	215-331-5722	WBE
Tel Date Communications, Inc	215-855-6364	WBE

Staff Demographics

Full-Time Staff

Executive Staff

	Male		Female		Male		Female	
Total	25	44			3	1		
% of Total	36%	64%			75%	25%		
	African-American	African-American			African-American	African-American		
Total	5	27			0	0		
% of Total	7%	39%			0%	0%		
	White	White			White	White		
Total	18	11			3	1		
% of Total	26%	16%			75%	25%		
	Hispanic	Hispanic			Hispanic	Hispanic		
Total	1	3			0	0		
% of Total	1%	4%			0%	0%		
	Asian	Asian			Asian	Asian		
Total	1	3			0	0		
% of Total	1%	4%			0%	0%		
	Other	Other			Other	Other		
Total	0	0			0	0		
% of Total	0%	0%			0%	0%		
	Bi-lingual	Bi-lingual			Bi-lingual	Bi-lingual		
Total	5	14			0	0		
% of Total	3%	14%			0%	0%		

Languages
Creole
Ewe
French
Ga
Hindi
Igbo
Indonesian
Japanese
Korean
Mandarin
Russian
Sign
Spanish
Taiwanese
Twi
Ukrainian

Includes 3 VISTAs & 2 fellows

Outcomes from Israel & UK Trade Mission

1. Philadelphia business delegates who participated in the mission

UK: 13 businesses & Israel: 12 businesses

Introductions made during the mission were thoroughly vetted (by PA and partners), on target, and generated numerous leads for every delegate. The outcomes range from consulting agreement, partnership opportunity, bidding for the next contract, and getting international designation/recognition, to setting up an UK office satellite office and many delegates are planning to go back to the UK and Israel to pursue these outcomes.

- Environmental Construction Services (Energy saving HVAC construction services and parts)
 - In the process of bringing their services & products to Europe for commercialization and establishing a UK office to represent US products.
 - Grew from 4 to 38 employees between Sept and April. Attributes 3 recent hires as a direct result of the trade mission.
 - Currently in Northeast Philly, they have outgrown their space and ready to expand to an office and manufacturing plant this fall. Commerce is assisting.
 - CEO Michael Brown is a graduate of the Goldman Sachs 10KSB
- Azavea (GIS software developer)
 - Signed an agreement with the UK-based Open Data Institute (ODI) to become the Philadelphia regional ODI node
 - Hosted representatives from London Metro Police Service in February, who visited Philadelphia to learn about [HunchLab](#), our predictive policing software product
 - Participated in a UKTI event on Smart Cities in NYC, showcasing their products - [OpenTreeMap](#) and [HunchLab](#)
- Derbyshire Machines (Ship part manufacturer)
 - Pursuing UK shipyard contract in US & UK joint shipbuilding programs on carriers and submarines with a UK engineering consulting firm
 - VP from Babcock International (owner of shipyard in UK) visited Derbyshire in April
 - Planning to open a UK office
- Message Agency (Software developer)
 - Consulting and partnership agreement in progress
 - CEO Marcus Iannozzi is graduate of the Goldman Sachs 10KSB
- Knowledge @Wharton (Online business analysis journal of Wharton at Penn)
 - Planning underway to hold Wharton Global Forum in Tel Aviv in 2015

2. UK & Israel businesses

In less than 5 months after the trip, 4 companies from the UK and Israel have visited Philadelphia to establish their US headquarter/operation in the city.

- ClearVision (UK): Systems software developer. During their visit in April, they decided to graduate from a virtual desk presence to locating their US operation here and hiring. Read their [blog entry](#) on why they chose Philadelphia.

Next 3 are in progress –

- Healthy Weight Partnership (UK): Anti-child obesity training program. In business in the US since 2007 and wants to make Philadelphia their US headquarter.
- Carbon Conversion Technology (UK): Build a tire conversion-to-energy plant. Estimated 75 jobs

- Covertix (Israel): document security software developer. Wants to base their US operations here.

3. Increased exchange between Philadelphia and UK & Israel via visits and hosting major events

- UK delegation participated in GreenBuild convention in November 2013
- Manchester, UK delegation in March 2014
- UKTI plans to organize a delegation to Manchester & Liverpool to coincide with a 8-week long International Business Festival the UK in the summer.
- British Research Establishment paid a repeat visit to advance establishing an Innovation Park
- Planning under way for Israel-Philly forum in October. Israel delegation led by Pitango VC (Chemi Peres) and Israeli Advanced Technology Industries
- Working with the organizers of Geekcon to bring Geekcon USA to Philly
- FDI World Forum June 16-18. First US city to host a major conference on Foreign Direct Investment in partnership with the Commonwealth of PA.
- Hosting Saudi Arabia Healthcare IT Forum in September in partnership with PA & WTC

UK Delegates – 13 delegates

Aberdeen	Gary Marshall
African American Chamber	Steven Bradley
Artisan Mobile	Robert Moul
Azavea	Robert Cheetham
Clean Markets	Ellen Lutz
Daroff Design	Karen Daroff
Derbyshire Machine & Tool	Paul Trenholm
Electronic Ink	Oliver Franklin
Environmental Construction Services	Michael Brown
FlowMetric	Renold Capocasale
Message Agency	Marcus Iannozzi
Eckert Seamans	Paul Scoff
Duane Morris	Hobe Krebs

Israel Delegates – 12 delegates

African American Chamber	Steven Bradley
American Israel Business Lab	Randy Schulz
Amidex Israel Fund	Cliff Goldstein
Cline Group & INE Fund	Josh Cline
ControlRad Systems	Steven Nichtberger
Environmental Construction Services	Michael Brown
Greenberg Traurig	Beth Cohen
Knowledge @Wharton	Bruce Brownstein
Militia Hill Ventures	Jane Hollingsworth
NovaProbe	Manish Ingle

76 Capital Wayne Kimmel
Kleinbard, Bell & Brecker David Hyman