

Business Plan for Private Police Academy/College And Civilian Counter Terror Training

At Hudson Valley Resort - Ulster County NYS

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In the NYC area alone there are over 100,000 law enforcement and criminal justice officers working including the NYC police department which is the largest in the country. There are officers from the federal and state governments including the FBI, DEA, ATF, Marshall's Office, Homeland Security, Emergency management teams, US and NYS attorneys and more in the NYC area as well. There are also other city agencies including corrections, probation, parole, Dept. of Investigations, district attorneys and more. In addition there are perhaps another 100,000 private security guards working for private security firms and not for profit volunteer patrols as well making the market rich in perspective new sales for training these professional police and security personnel and weekend warrior volunteers.

There are perhaps another 100,000 students studying criminal justice and law in the NYS metropolitan area where many would desire to participate in our training as well as they cannot obtain this advanced training at their colleges and schools. These students would be able to come regularly to the hotel and many can work as student interns.

The other target population who we would market to go through our school safety counter terror program is the thousands of school officials who deal with safety and security at our public and private schools.

Further there are many civilians who have always wanted to go through this type of training but couldn't get into the law enforcement field at the time or have no desire to work professionally but to be just trained for themselves and families.

The threat of terror is very real and it is now a top concern for all of government and the law enforcement community. The question is not "If" it is "When". Most of us in the police/security field know that we are far from prepared. Police officers are often ill prepared for handling day to day policing in many areas of the country. This new burden of counter terror training is too demanding for police agencies. Many officers themselves desire and would pay personally for the type of training and certification we would be offering.

Police and private security are under extreme scrutiny more now than ever. Practices of recruitment, training and retention are being reviewed due to increased mistakes that are being made every day in the field. In the streets throughout our country lives and property are unnecessarily being lost and damaged. People are demonstrating around the country against many in the law enforcement communities and it is headline news in major media. The pressure to address this issue is growing rapidly. Washington has offered hundreds of millions of dollars and this will be growing into the billions to assist police departments in innovative training. Many police departments don't even have a clue on how to spend these funds. Complicating this issue is police agencies around the country often have to recruit and hire based on political correctness than on practical considerations. Professional police academies have lowered their standards to compensate for this mistake and they continue to have knee-jerk reactions to updated training based on where the media takes them.

Monies are being invested in the following areas of police training: Counter Terror training, Restraint tactics, Sensitivity training, Investigations and Emergency Medical training.

This new innovative private police academy hopes to address this issue by bringing police and security personal to a centralized police academy where cops can come and train all day and bring their families with them to enjoy the amenities of the Hudson Valley Resort. Many police departments around the country are requiring police personnel to have a year or two of college upon joining their departments and obtain a Bachelors and Master's degree as they move up in rank. So far most cops take some type of criminal justice program which doesn't help the professional officer in his/her day to day duties and is especially irrelevant in counter terror training.

This new police academy venture is designed to offer practical tactical training to give police and security the edge they need while in the field where they often cannot learn it from their own academies. Additionally we are negotiating with a few colleges on giving college credit for these courses and offering a new degree in **Police Counter Terror Tactics** where the officers would learn the sciences of physical policing and investigations relating to counter terror which has become one of the fastest growing concerns in law enforcement policy. We have access to top American and Israeli police and military personnel in the field who would be teaching at our new police academy.

An additional group to be marketed is to all medical first responders including EMT/Paramedics and Doctors. We will be initiating the new **Police Medical Command** where Doctors will receive police tactical training to be able to render immediate assistance and be able to secure trauma teams while taking command of the terror sites. This will save lives and assist the police in practical lifesaving measures.

The police academy will have another component targeting police and community relations which are often strained. Major political, community and religious leaders will want to come here and observe and meet with these officers and dialogue with them. Entire religious and community groups will be coming here interested in our new Clergy 911 program on how they can work with the new crisis intervention programs.

The new private police academy will be set up as a not for profit organization where police coming to the hotel for training will get a tax deductions enticing more cops to come. Vendors will be invited to attend where they will pay to set up booths to market and sell their products as well.

During the summer a special summer **Cop Camp** can be set up where families can bring their children for three week intervals where children and teenagers can experience a mini police academy training where they would wear uniforms and learn police science, investigations, martial arts, law and working tactically as a team in counter terror situations.

Additionally this new police academy can also train school leaders and everyday civilians on how to cope with the pragmatics of how to survive in times of terror.

The Hudson Valley Resort can be the hub of police tactical counter terror training while the officers can bring their families with them and they can enjoy the hotel facilities.

As our training facility becomes more well-known police conventions will eventually be held here where as many as a thousand officers will come to such gatherings.

The reality of creating this police training enterprise serves to attract many other potential guests of the hotel because there is an affinity for people to want to be around cops and their training. Celebrities, media and everyday people will be excited to hang out with cops where eventually this will lead to ground breaking sales at the hotel.

Sales can be marketed from agencies and personnel overseas as well. The hotel is within driving distance to the heart of NYC where our guests can either go themselves or we can arrange for a touring bus to go into the city and back to the hotel for an extra fee. Our guests can enjoy all the benefits of New York City's attractions and entertainment while they enjoy the beautiful countryside of the Ulster County.

Once this program is set up it can clearly be converted to target new markets including training professional athletes and dancers, physical education and safety teachers, the special needs community training their personnel where they need and would get Continuing Education Credits and more.

Eventually as the program becomes successful the next stage would be to apply to become a college in NYS where we would be able to offer college credits and grant degrees bringing in millions of dollars in revenue.

Initial Police Curriculum

Counter Terror Tactics

Combat Shooting and Apprehension

Emergency Medical Training – Police Medical Command

First responders Training for Police Radio Car Driving to emergencies

Rappelling and other emergency services training

American Law Enforcement Restraint Tactics

Research and Investigative Tactics

Legalities of Counter Terror Enforcement - Electronic Surveillance and more

Sensitivity and Cultural Training

Trauma Recovery for first responders and for victims of terror

Initial Steps:

Build website and presence on all social media.

Place stories in law enforcement magazines and local and national media about program.

Contact police chiefs and directors of private security firms and invite them to our hotel for a free weekend with seminars on how we will train their personnel.

Invite politicians and media up for demonstrations of our new police academy.

Write and lobby politicians for grants for this program as a not for profit company working with the hotel.

Attend police and security conferences and market the new Private Police Counter Terror Academy

Brief Bio:

Gary Moskowitz has been in the law enforcement and private security field for over thirty five years. He is a sought out police and security trainer. He has a 7th degree Black Belt in Ju-Jitsu and Karate and is an NRA instructor for handguns and submachine guns with special weapons and tactics. As a former NYC police officer he has worked on patrol, as an investigator, as an undercover police officer in narcotics, worked briefly with the FBI/NYPD joint terrorist task force, with youth gangs, community affairs and more. He is a licensed NYS private investigator and is the owner of Global Protect USA and Police Tactical Institute. He has been a guest instructor training the elite Israeli Border Police's Anti-Terror Unit in unit tactics and hand to hand combat against knives and other weapons and teaching restraint tactics while going through some of their elite hand gun training. He interviews with major and local media regularly and is authoring the book "Fighting Terror; Keeping the World Safe.". He has a Master's degree in Education Administration, has completed law school where he is eligible for the NYS Bar, has graduate credits in social work and counseling and is an ordained Rabbi. He also trains health professionals in pain management, rehabilitation and trauma recovery for the special needs community and for victims of crimes through Martial Arts Therapy which he founded.

Budget

\$250,000	Staff Chief of Police Academy Director of Recruitment and Public Relations Sales/Marketing/Field Training Demonstration
100,000	Advertising and marketing tools – Contact lists for marketing police/security personnel
15,000	Transportation to law enforcement and media around the North East part of USA
7,500	Legal setting up not for profit tax exempt organization
5,000	Insurance
5,000	Designing Website and marketing Social Media
	<u>At Hotel:</u>
\$250,000	Building of outdoor/indoor Rifle/Gun Ranges and purchasing of weapons and safety equipment
50,000	Building of professional police tactical gymnasium fully equipped
50,000	Building of Safety Driving Tactics Course with two used police cars
25,000	Building a library with books, publications, computers, and DVDs of police training
5,000	Administrative office at the hotel equipped with computers and other equipment
\$762,500	Total

Income Projection

Charging fees for the rooms
Charging fees for the special training program
Setting up Top Security and Police Trainers into the field
Marketing/selling police training equipment our organization would be designing and selling to our police students.

A one week stay based on double occupancy with the training fees can cost the individual a \$1,000 for the hotel room and meals and \$1,500 in training fees which the hotel would get a percentage with our organization Police Tactical Institute. Of course there are expenses for the training bringing in top instructors to teach and materials.

A class would have a minimum of twenty officers which would bring in over \$25,000 for the week. The hotel can conceivably have over a couple of hundred at a time and have classes all year round.

We would be targeting the first year to bring in five hundred officers or civilians attached to this program the first year and then the second year twice as much.