

# **ESMG**

## **Emergency Services Management Group, LLC**

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### **PROPOSAL FOR SERVICES**

**Date:** March 1, 2025

**To:** Clint Welborn, Fire Chief  
Ocala Fire Rescue  
505 NW MLK Blvd.  
Ocala, FL. 34470

**From:** Kingman D. Schuldt, Owner & Principal Officer  
Emergency Services Management Group, LLC  
10160 SW 2nd St., Plantation, FL 33324  
[ESMGinfo@gmail.com](mailto:ESMGinfo@gmail.com) | (954) 914-4210

**Project:** Officer Development Training Program

*Education ~ Professional Development ~ Public Safety Consulting*

## Introduction

Emergency Services Management Group (ESMG) offers a comprehensive range of education, professional development, and public safety consulting services. Our team is dedicated to enhancing individual performance, improving team productivity, identifying new opportunities, and fostering organizational growth. We are committed to excellence and the successful achievement of both personal and organizational goals.

## Project Proposal

Officer Development Program Workshop

## Scope of Service

**ESMG** is uniquely qualified to address the professional development of your personnel and contribute to the successes of the organization.

The primary goal of this workshop is to educate and equip both current and aspiring leaders with the essential skills and qualities needed to foster and sustain a culture of high-performance leadership. This training program features in-person instruction, interactive discussions, breakout sessions, individual and team exercises, and real-world learning experiences. Additionally, all programs are submitted to the Bureau of Fire Standards and Training for consideration of CEUs toward Fire Instructor and Fire Inspector re-certification.

## Execution Strategy

**Project Location:** Ocala Fire Rescue

### Timeline

Description	Start Date	End Date	Duration
Full-day Officer Development Workshop <i>Creating a Culture of High-Performance Leadership</i>	TBD	TBD	Full day per delivery

## Client Responsibilities

Secure a classroom with tables and seating for participants
Provide audio, visual, and projection capabilities for presentation
Student name tents and program material reproduction
Refreshments and snacks for class day (recommended)

## Pricing

The following table details pricing for the delivery of services.

Services Cost Category 1 – Program	Price	Extension
3 Full-Day Officer Development Training Workshops <i>* Proration for single or two-day delivery</i>	\$2,000.00/day	\$6,000.00
<b>Category Total</b>		<b>6,000.00</b>
Services Cost Category 2 – Travel		
Mileage - 370 miles @ IRS standard rate	.70/mile	\$259.00
Lodging for three nights – <i>Actual amount to be included for reimbursement</i> <i>* Proration for single or two-day delivery</i>	@ \$200.00/day	600.00
<b>Category Total</b>		<b>\$00.00</b>
<b>Total</b>		<b>\$ 6,859.00</b>

*Note: The above pricing is an estimate and subject to change if project specifications are modified and agreed upon before project completion.*

## **Qualifications**

Kingman Schuldt, a 47-year fire service professional and Principal Officer of ESMG, has provided expert consulting services since 2008. ESMG specializes in:

- Professional development
- Organizational leadership
- Communication & conflict resolution
- Organizational Assessments and efficiency studies
- Life safety compliance
- Certification training
- Technical consulting for individuals, government agencies, and private entities

## **ESMG Business Information**

Emergency Services Management Group, LLC  
10160 SW 2nd St., Plantation, FL 33324  
Kingman D. Schuldt, Owner & Principal Officer  
Email: ESMGinfo@gmail.com  
Phone: (954) 914-4210

- FL Business Document Number: L08000078196
- Employer Identification Number (EIN): 26-3180062
- The Hartford Business Insurance Policy: 76 SBU BF5WPM

## **Conclusion**

ESMG is committed to enhancing the professional capabilities of your organization. We are prepared to meet your needs and look forward to collaborating with your team. Should you have any questions regarding this proposal, please feel free to contact us.

## **Agreement of Proposal**

ESMG agrees to provide the professional services outlined in this proposal. The curriculum will be approved by the client before the program begins.

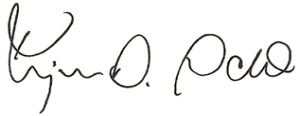
- ESMG will provide an invoice, and the client agrees to make payments within 30 days of receipt.
- The program may be terminated with a 30-day written notice.

- Program schedules may be modified by mutual agreement.

## Acknowledgement

Please confirm acceptance of this proposal by providing the following details and returning the completed form to ESMGinfo@gmail.com.

Proposal prepared by:



Kingman D. Schuldt, Owner

## Ocala Fire Rescue

Project Name: OFFICER DEVELOPMENT TRAINING PROGRAM

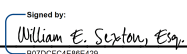
Contact Name: Peter Lee

Signed:  \_\_\_\_\_  
56B28E162F2E4C2...

Title: City Manager

Date: 5/21/2025

Approved as to form and legality:

 \_\_\_\_\_  
507C3C4E86E4D5  
William E. Sexton, Esq.  
City Attorney

*Education ~ Professional Development ~ Public Safety Consulting*

## **Billing Information**

Invoice to: City of Ocala / Ocala Fire Rescue

Address: 505 NW Martin Luther King Jr. Avenue

Ocala, FL 34475

Email: ajohnson@ocalafl.gov

Phone: 352-629-8306

# ESMG

## Emergency Services Management Group

**Emergency Services Management Group (ESMG)** is a professional consulting and management team providing a wide range of education, professional development, and public safety consulting services since 2008. Our team has a proven ability to enhance personal performance, effect team productivity, develop new organizational opportunities, and maximize growth. Outstanding performance and exceptional client services are top priority.

### **Professional Education Series**

*ESMG Offers educational courses that meet pre-certification requirements for state testing, college matriculation, and CEU's for Florida certification renewals.*

### **Professional Workshop Series**

*ESMG offers several programs to enhance organizational leadership by utilizing an effective combination of lecture, group discussions, and activities, intended to inspire interaction and team building amongst participants. Workshops meet requirements for Florida firefighter CEU certification renewals.*

### **Professional Consulting Services**

*ESMG offers a wide variety of technical services designed to maximize professional and organizational development. We have a proven track record of preparing future and current leaders for a successful career.*

Life Safety Management  
Leadership Development  
Organizational Assessments  
Conflict Resolution & Remediation  
Professional Coaching and Team Building  
Interview & Assessment Center Preparation

*For additional information regarding our programs and services contact us at  
ESMGinfo@gmail.com or 954.914.4210*

## Certificate Of Completion

Envelope Id: 00AB1B38-6400-4326-B5AA-8F3306646639

Status: Completed

Subject: SIGNATURE: Officer Development Training Program Agreement - ESMG, LLC (OFR/250561)

Source Envelope:

Document Pages: 7

Signatures: 2

Envelope Originator:

Certificate Pages: 2

Initials: 0

April Adolf

AutoNav: Enabled

110 SE Watula Avenue

Envelopeld Stamping: Enabled

City Hall, Third Floor

Time Zone: (UTC-05:00) Eastern Time (US & Canada)

Ocala, FL 34471

aadolf@ocalafl.gov

IP Address: 216.255.240.104

## Record Tracking

Status: Original

Holder: April Adolf

Location: DocuSign

5/12/2025 5:59:16 PM

aadolf@ocalafl.gov

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: City of Ocala - Procurement & Contracting

Location: Docusign

## Signer Events

### Signature

### Timestamp

William E. Sexton, Esq.

wsexton@ocalafl.org

City Attorney

City of Ocala

Security Level: Email, Account Authentication  
(None)

Signed by:

*William E. Sexton, Esq.*

B07DCFC4E86E429...

Sent: 5/12/2025 6:20:50 PM

Viewed: 5/21/2025 11:36:56 AM

Signed: 5/21/2025 11:45:29 AM

Signature Adoption: Pre-selected Style

Using IP Address: 216.255.240.104

## Electronic Record and Signature Disclosure:

Not Offered via Docusign

Peter Lee

plee@ocalafl.org

City Manager

City of Ocala

Security Level: Email, Account Authentication  
(None)

DocuSigned by:

*Peter Lee*

5BB28E162F2E4C2...

Sent: 5/21/2025 11:45:30 AM

Viewed: 5/21/2025 3:04:56 PM

Signed: 5/21/2025 3:05:49 PM

Signature Adoption: Pre-selected Style

Using IP Address: 216.255.240.104

## Electronic Record and Signature Disclosure:

Not Offered via Docusign

## In Person Signer Events

### Signature

### Timestamp

## Editor Delivery Events

### Status

### Timestamp

## Agent Delivery Events

### Status

### Timestamp

## Intermediary Delivery Events

### Status

### Timestamp

## Certified Delivery Events

### Status

### Timestamp

## Carbon Copy Events

### Status

### Timestamp

## Witness Events

### Signature

### Timestamp

## Notary Events

### Signature

### Timestamp

## Envelope Summary Events

### Status

### Timestamps



Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	5/12/2025 6:20:50 PM
Certified Delivered	Security Checked	5/21/2025 3:04:56 PM
Signing Complete	Security Checked	5/21/2025 3:05:49 PM
Completed	Security Checked	5/21/2025 3:05:49 PM
Payment Events	Status	Timestamps