



CITY OF MINNETRISTA

REQUEST FOR CITY COUNCIL ACTION/DISCUSSION

Subject: Purchase of a Multiple Interactive Learning Objective System (MILO)

Prepared By: Craig Squires, Director of Public Safety

Meeting Date: July 14th 2025

When the Police Department was constructed, an area was dedicated to becoming a possible gun range. This area has remained empty since the opening of the Police Department. Staff studied the space and discovered that when the trap system is accounted for, the range would not be very long. A range is also expensive to build, operate, and maintain.

Staff began to search for alternative uses for this space. One idea was to use technology that can act as both a training tool and an electronic range. The benefit of this is that its purchase price is far lower than that of a firearms range, and the ongoing costs are also significantly lower. In addition, live ammunition is not used. This means there is no dangerous lead that needs to be cleaned up, and the cost savings from not having to purchase large amounts of additional ammunition.

Former Director Falls was introduced to the MILO System while attending a police conference, and further research on the system continued upon his return.

Of important note is that this system is far more than an electronic firearms range. It is a multi-faceted, instructor-led educational system. Some of the main goals of the system are to help officers improve their crisis management. Learning objectives such as de-escalation and situational awareness are common themes.

The system has over 1000 multi-branching scenarios. Many of these scenarios are very common in police work in any city. Some scenarios include training with people in mental health crisis, juvenile offenders, techniques to calm people with PTSD, and Autism. In addition, there are scenarios that increase cultural understanding and understanding of inherent bias.

The system also helps officers consider their surroundings while dealing with stress, distractions, and aids in understanding bystander awareness. There is resiliency training to help officers recalibrate their nervous system, which results in a more resilient officer.

Mission Statement:

The City of Minnetrista will deliver quality services in a cost effective and innovative manner and provide opportunities for a high quality of life while protecting natural resources and maintaining a rural character.

Experts in constitutional law are part of the MILO team. As such, MILO has a software-embedded “knowledge base” that is a repository of legal information for students during training to help officers better understand the law and reduce liability.

MILO also assists with encouraging community policing and duty to intercede training.

MILO was developed using research-based technology. A Doctor of Educational Technology is on staff full time and conducts research with neuroscientists and behavioral health experts. The research team also includes law enforcement and military officers.

As part of the purchase price, MILO conducts on-site “train the trainer” training.

This means training staff will receive all the information needed at our Police Department to train fellow officers. The system can be set at different training levels depending on the officer’s experience. Proficiency levels can include beginner, novice, experienced, expert, and master. This system will help officers at all levels of experience become better and safer in their duties and thereby make the public safer.

As mentioned, besides the immersive training with scenarios, MILO can also be used for tactical skill-building and virtual firearms proficiency thereby improving shooting skills through various drills and exercises.

The total cost for the system was quoted on June 4th to be \$97,165.00.

MILO also offers an extended warranty for \$4858.25 per year.

The MILO System requires a much smaller footprint than a full range. This means the rest of the former range can be used for much-needed storage, as the PD has no large, dedicated storage areas.

The goal is to pay for the construction and the MILO system itself using public safety dedicated grant monies and drug task force monies, also dedicated to unbudgeted law enforcement purchases.

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Recommended City Council Action: Motion to approve the purchase of the MILO Training System

Does Recommended Action meet City Mission Statement? ☒ Yes ☐ No

Does Recommended Action meet City Goals/Priorities? ☒ Yes ☐ No

Explain:

Mission Statement:

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MILO Range Theater 180

Interactive Judgment and De-Escalation Simulator

Proposal prepared for:

Minnetrista Public Safety Department

Attn: Craig Squires

Director of Public Safety

7651 County Road 110 W

Minnetrista, MN 55364



MILO RANGE THEATER 180 MULTI-SCREEN TRAINING SIMULATOR (Small Footprint, Custom Projection)

Item	Description	Qty.	Unit Price	Extended Price
1	MILO Range Theater 180 HD system with Multi-Directional Sound <ul style="list-style-type: none"> - MILO Rack mount CPU Station - <u>Instructor Station</u> with 2 LCD monitors for software control and real-time view of HD TAC camera - Desk and Chair for Instructor Station - Ceiling mounts <u>for front and rear projection</u> - Three HD Ultra Short-throw Projectors - 180-degree <u>borderless</u> screen (Small Footprint) - 8-device Laser Weapon & Flashlight Detection Modules - All Power and Video Cables - Keyboard and Optical Mouse - Multi-Directional Sound System - 950+ Multi-Branching Interactive Single Screen Scenarios are pre-loaded as well as 65+ skill-builder exercises - 75+ Multi-Screen Scenarios 	1	\$89,245.00	\$89,245.00
	FREE Access to MILO Digital Scenarios New HD Scenarios as available	Inc.		
	Course Designer Program The Course Designer Program is editing software program that can be used to create lessons, tests and presentations for classrooms, auditoriums, and training rooms or for one-on-one instruction. Allows the user to utilize both high-definition digital video and computer graphics capabilities to create fully interactive training videos and/or graphics-based training environments. Customer can also create custom HD, multi-screen scenarios. <i>Includes GoPro 4K Camera for custom end-user scenario filming</i>	Inc.		
	Dry-Fire Laser Training Weapons <i>Includes two (2) SIRT Replica Glock 45 MOS Training Weapons</i>	Inc.		
	OC Spray Training Devices Laser modified OC spray training devices for less-lethal applications. Thumb or trigger activation. <i>Includes two (2) laser OC canisters</i>	Inc.		
	Low Light Training Program Allows the trainee to use real flashlight in-conjunction with his/her weapon for low light training. This system is non-lane based which allows for multiple users. <i>Includes two (2) MILO handheld flashlights</i>	Inc.		
	Trainee Action Capture (TAC) with Picture-in-Picture Video/Audio Debrief Audio and color HD video capture of trainee's actions in a scenario for immediate (or later) debriefing and review.	Inc.		
	Graph-X Targets Allows the user to utilize any of the Graph-X modules for Marksmanship, Shoot-house, Basic Targets and Range Practice includes 65+ interactive CGI skill-builder exercises	Inc.		



	Statistics and Management Allows user to manipulate the database information as to create individual and/or group statistics using relevant filtering criteria	Inc.		
	Baton/Punch/Strike Branching and Scoring Allows the trainer to manually branch the scenario while the trainee uses his actual baton or makes a strike. The system will branch and score the use of action as a baton strike.	Inc.		
	Delivery, Insurance and Standard 2-year Warranty	Inc.		
	Custom System Set-Up and Install at Customer Site (US Sales Only)	Inc.		
	System and Peripheral Training (US sales only) MILO will provide user training for up to 6 students at customer site. Training to occur separately from system setup/installation.	Inc.		
(A) MILO RANGE THEATER 180 TRAINING SYSTEM TOTAL:		\$89,245.00		

Optional Training Items Requested by Minnetrista Public Safety Department				
Item	Description	Qty.	Unit Price	Total Price
2	MILO Range Rail-mount Flashlight (TLR-1)	2	\$625.00	\$1,250.00
3	MILO Range Dry-fire Mantis AR Kit For use with AR platform weapon. Kit includes rechargeable magazine and bolt/charging handle replacement with MILO Range laser. <u>*Kit does not include weapon</u>	2	\$715.00	\$1,430.00
4	MILO M10 CEW Includes dual laser CEW weapon for use on the MILO Range	2	\$2,620.00	\$5,240.00
(B) REQUESTED OPTIONAL TRAINING ITEMS TOTAL:			\$7,920.00	

MILO Range Theater 180 System Sub-Total (A):	\$89,245.00
MILO Range Theater 180 Requested Options Sub-Total (B):	\$7,920.00
MILO Range Theater 180 System Total for Minnetrista Public Safety Department:	\$97,165.00

SUGGESTED OPTIONAL Training Product Additions			
Item	Description	Qty.	Pricing
1A	MILO Range WRK Recoil Kit- Pistol (Glock 45 MOS) Drop-In tether-less recoil kit with two (2) disposable CO2 magazines. No permanent modification to weapon required. <u>*Kit does not include weapon</u>	1	\$2,795.00
2A	MILO Range WRK Recoil Kit- AR/M4 Drop-In tether-less recoil kit with two (2) disposable CO2 magazines. No permanent modification to weapon required. <u>*Kit does not include weapon</u>	1	\$2,795.00
3A	MILO Range WRK Tabletop Refill Nozzle and Co2 Tank	1	\$1,045.00
4A	WRK Armorer's Kit for WRK Recoil Kits (AR/Pistol)	1	\$520.00
5A	MILO Range Refillable Magazines for WRK Recoil Pistol or AR	1	\$415.00



Suggested Extended Warranty Option for Minnetrista Public Safety Department

Item	Description	Qty.	Unit Price	Total Price
1A	Extended Bronze Warranty Coverage for Additional Years <ul style="list-style-type: none">- Based on 5% of initial system cost plus peripherals- Bronze Warranty coverage is for 12 months- Warranty covers <u>all</u> items (excludes batteries and bulbs)- Bronze Warranty can be purchased in 1-Year Increments	1	\$4,858.25	\$4,858.25 Per Year

FAAC Standard Terms and Conditions of Sale

Quote Validity: 90 Days (All prices quoted in US Dollars)

Grant: 100% upon final acceptance or 30 days post-delivery, whichever comes first.

Government/GSA Funded: Upon completion or Performance based payments if applicable

Payment Terms: NET 30 from date of invoice

Accepted Payment Options: Check, Wire/ACH, Credit Card (3% surcharge will be added. MC/VISA, AMEX Only)

Termination for Convenience: If Buyer's order is canceled for any reason other than for Seller's default, Buyer is liable for all costs incurred at the time of cancellation to include order termination processing costs and restocking fees for any reusable components credited to Buyer's account

US Delivery Lead Time: Standard Production System: 90 DAYS ARO

US Delivery Location: FOB Destination, unless otherwise stated. Partial Shipment and Partial Invoice may occur.

Taxes (Domestic):

a) Prices quoted do not include local, state or federal taxes unless indicated otherwise

b) If this sale is subject to Use Tax, Buyer is liable for the tax and should make payment directly to its taxing authority. However, FAAC will collect Sales Tax for the following states: CA, FL, HI, IA, KY, MA, MI, NY, TN, UT, WA and WV.

c) If applicable, please include a copy of your tax exemption certificate or direct pay permit with your purchase order.

d) FOB Factory will be subject to 6% MI Sales Tax.

Warranty: 24 Months from date of Training (if Training is required) or Date of Equipment Delivery, unless otherwise stated in the purchasing contract or order.

GSA Pricing: If eligible, this proposal may contain both GSA and Open Market items. GSA items are identified with a GSA part number and are designated "GSA Item" in the Unit Price column. All other items are to be considered Open Market. Open Market items are allowed under circumstances set forth in FAR 8.402(f).

Cage Code: 3J401

Tax ID: 38-2690218

DUNS: 175204163

GSA Schedule: PSS/00CORP; Contract # GS-00F-332CA

FAAC requires buying agencies to submit a Purchase Order as a binding agreement for the items proposed herein. Purchase Orders must reference FAAC's proposal. Please address all orders to:

FAAC Incorporated

C/o Contracts Department

1229 Oak Valley Drive

Ann Arbor, MI 48108

(877) 322-2387 / Fax: (734) 761-5368

Email: jesse.wimmer@milorange.com

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Please address all sales inquiries to:

Sales Representative: Jesse Wimmer- Regional Sales Manager

Sales Representative Phone: (303) 378-5283 or jesse.wimmer@milorange.com