

EXHIBIT

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From: Greg Whisenant <greg@crimereports.com>
Sent: Friday, October 16, 2009 11:34 AM
To: Erin McKay <erin@crimereports.com>
Cc: Tanner Stobbe <Tanner.Stobbe@crimereports.com>; Ken Meyers <ken@crimereports.com>
Subject: Re: please call Annapolis, MD - SpotCrime

I spoke with Beth. She said they have already built their site and wanted the flexibility, but that the SpotCrime thing basically pushed them over the edge. We left it with a couple possible action items:

- 1 – They may turn the feed back on, but not for at least a couple of weeks. They are hiring a new crime analyst and Beth wants to wait until she is on board. She joins on November 2.
- 2 – I offered to let us defend their law suit if SpotCrime sues them. She said she would also consider that, but that the city attorney is leaving after the election in a couple of weeks so it probably wouldn't help to reach out. She suggested that we look at that when they get a new city attorney.
- 3 – She was also at least marginally interested in the "new products". She didn't know about CommandCentral, and I told her a little about the direction of NC. She would like to go through demos once the crime analyst joins.

Bottom line is:

- Tanner please engage with her again — maybe a week after Nov 2 — so the crime analyst has some time to get acclimated. I think we can still win them back eventually.
- I will explore our legal options and keep the dialog open with both of you and we'll shortly have a network-wide legal strategy to roll out.

Thanks,
Greg

On 10/16/09 8:50 AM, "Erin McKay" <erin@crimereports.com> wrote:

Beth Hart, Criminal Justice Coordinator
410-263-7979
bahart@annapolis.gov

From Tom, when he called to get their data updated:

Cancelled. I asked why they wanted to discontinue service and Beth Hart told me that they are using their own crime mapping system that they developed. When I asked what they didn't like about our system (why they quit) She said that they get more control over their data by using their own system, and more importantly Spotcrime is suing them because they didn't give them the same data feed they give to us.

Will you call her and see if there is anything we can do? I'm not sure if she is using SpotCrime as a reason to build their own service or not. Let me know the outcome. Also, do we need to send something out to all our customers to let them know they may be contacted by SpotCrime? We do have a paper that Ryan wrote a while back, but I've only sent that out if someone calls asking about it, should I be sending it out every time someone goes live?

Thanks,
e

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