



**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION  
("SCCFMC")**

**REQUEST FOR PROPOSALS – SECURITY SERVICES  
ADDENDUM #1  
(RFP #101)**

**Addendum No.1** – Please note the following changes to the Request for Proposals in connection with Security Services and clarifications are provided based on questions received and must be added/considered when completing and submitting your proposal. Acknowledgement of receipt of this **Addendum** is required as part of your proposal.

**QUESTIONS:**

Responses are noted below in red

1. Who is the current incumbent? How long have they serviced SCCFMC?  
Halcon Protection Agency Inc., three (3) years.
2. What are the current pay wages for the existing security guards?  
Refer to the County of Santa Clara's Living Wage Rates under the County's Living Wage Ordinance for further details, <https://countyexec.sccgov.org>.
3. What are the current bill wages being paid for this service?  
\$33.50 per hour; one and one-half (1.5) times the regular rate per hour on specified holidays.
4. In addition to the "case-by-case basis" facility and event requirements, on Page 7 of the RFP, it states that SCCFMC anticipates between four (4) and six (6) guarded posts for "standard operations." Is Standard Operations around the clock 24/7?  
Guard hours fluctuate per post and individual events and are subject to change. The number of guards needed, and hours of coverage are coordinated with SCCFMC staff for adequate coverage. Standard hours for Off-Track Betting (OTB) operations are Wednesday through Sunday from 9:30 a.m. until 5:30 p.m. Standard hours for Bingo operations are Wednesday and Thursday from 4:30 p.m. until 10:00 p.m.
5. Is SCCFMC exempt from payment of state and local sales and use taxes?  
No
6. What is the reason for going out to bid for security services?  
We have contracted with the current service provider for three (3) years and as a 501(c)(3) corporation to perform our due diligence in obtaining optimal and reasonable security services in securing the Fairgrounds.

7. How are security guards relieved when taking required Rest and Meal Breaks?  
Contractor needs to ensure that contractor's employees are rotated as needed to provide adequate coverage during scheduled duty hours.
8. Is employee parking available to the contractor's employees? If so, is there a fee associated with parking?  
Yes, there is parking available to the contractor's employees at no cost to the contractor's employees.
9. Does SCCFMC have a preference to retain incumbent employees that are in good standing and meet the hiring criteria of the Proposer?  
Yes, on an individual employee basis.
10. Is SCCFMC planning on awarding one contractor or award multiple contractors for this contract?  
Only one contractor.
11. How many vehicles are required?  
One marked vehicle.
12. Please specify make and model of the vehicle that SCCFMC desires?  
No preference; however the vehicle needs to be marked accordingly and in proper working condition.
13. It is noted on page 15 of the RFP, under Proposal Format, #3 References that bidder must provide at least three (3) client references. But on Page 20 of the Proposal Submission Form, the bottom of the form reads "Proposer shall provide a list of five references. Please confirm.  
The proposer needs to provide a minimum of three (3) references while five (5) references is preferred for evaluation purposes.
14. Is the current security workforce covered by a collective bargaining agreement with their employer? If so, will a copy of the CBA be provided, since vendors may be legally bound to honor economic aspects of that CBA?  
No
15. What were the total hours for all event security and event guest services in 2023, and YTD in 2024? What are the projected hours for 2025?  
Total guard hours in 2023 were 50,000 and 24,000 YTD in 2024. Projected hours for 2025 are 30,000 to 35,000.
16. How many hours were logged for event security and guest services specifically for the Santa Clara Fair?  
Guard hours for the 2024 Santa Clara County Fair totaled 2,600.

17. What are the current bill rates for all event security and guest services roles?  
\$33.50 per hour; one and one-half (1.5) times the regular rate per hour on specified holidays.
18. Who is currently providing Event Security services?  
Halcon Protection Agency Inc.
19. What are the main security challenges SCCFMC is experiencing at the site?  
Ensuring complete coverage in remote or hard to access areas on the Fairgrounds to prevent break ins and theft.
20. What is the reason for going out to bid for security services?  
Same response as Question# 6.
21. Are there restroom facilities in close proximity to all of the posts?  
Yes
22. For inclement weather, is there shelter available for the security professionals?  
Yes, there are covered security posts.

**\*\*End of Addendum\*\***