



November 10, 2021

TO: Dana Stoehr, Chief Executive Officer  
FROM: Wayne Hoss, Director of Security and Safety  
RE: 2022-2023 Security Company Selection

**Background and Highlights:**

The security contract has expired for the Jockey Club, San Mateo County Fair and General Events on the SMCEC property.

On October 15, 2021, we issued a Request for Proposals (RFP) for a security company that would provide all security on the SMCEC property from December 1, 2021 until November 30<sup>th</sup>, 2023. The contract allows for a two- year extension.

The RFP was sent to five security companies who have provided security services on the property in the past 10 years. The RFP was also uploaded to the SMCEC Website and advertised on our social media accounts.

The RFP closed on November 8, 2021, then opened and the responses scored by Justin Aquino, Wayne Hoss and Dana Stoehr. Based on the scoring, 4-Diamond Security was selected. Their rates for this contract are:

San Mateo County Fair 2022-2023

Regular Staffing per hour:	\$32.00
Armed Guard per hour:	\$35.00 (only if needed and approved)
Supervisor per hour:	\$38.00

Jockey Club and Event Center pricing 2022-2023

Regular Staffing per hour:	\$35.00
Armed Guard per hour:	\$38.00 (only if needed and approved)
Supervisor per hour:	\$40.00

Respectfully Submitted,

A handwritten signature in grey ink that reads "Wayne Hoss".

Wayne Hoss  
Director of Security and Safety