



**Department of Airports**

Cindy Nichol  
Director

**Divisions**

Operations & Maintenance  
Finance & Administrative Services  
Commercial Development  
Planning & Development

**County of Sacramento**

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October 2, 2024

To: Prospective Proposers

From: Sherrie Antonio  
Airport Economic Development Specialist  
Sacramento County Department of Airports

**Subject: Addendum #3 – RFP for General Airport Security  
Services at Sacramento International Airport**

This addendum provides responses to questions related to the Request For Proposals (RFP) referenced in the subject line. Listed in Attachment 1 are the questions received from potential proposers prior to the deadline designated in the RFP and the Department of Airports (Department) response. The questions listed are in the exact format received by the Department, with no corrections made for spelling or grammar.

The Department received one hundred and forty-six (146) questions regarding the RFP.

Kind Regards,

Sherrie Antonio  
Airport Economic Development Specialist

Attachments:

1 – Questions and Responses

## Attachment 1

### Questions and Responses

#	Question or Request	Response
1	We are trying to determine if the 70 hours per week of requested security services outlined in your RFP is accurate?	Yes, the 70 hours per week of requested security services outlined in the RFP is accurate.
2	Is the County exempt from payment of state and local sales and use taxes?	No, the Department is not exempt from payment of state and local sales and use taxes.
3	Is employee parking available to the contractor's employees? If so, is there a fee associated with parking?	Yes employee parking is available, the fee is \$15.00 a month per employee.
4	Is the County planning on awarding one contractor or award multiple contractors for this contract?	There will only be one agreement awarded to one contractor.
5	Does the airport require the contractor to have a local office within the City/County?	No, the Department does not require the contractor to have a local office within the City or County.
6	<u>Cost for SIDA Badge</u> Please provide total cost inclusive of SIDA, Fingerprinting, CHRC, STA	All individuals will need to obtain an airport badge which entails a background check and a fee of \$38.00, and \$0.15 a year for continual background clearance. This is a TSA regulation.
7	How long are SIDA's issued for?	Airport badges are issued for one year and must be renewed annually.
8	What is the renewal rate for SIDA?	All individuals will need to obtain an airport badge which entails a background check and a fee of \$38.00, and \$0.15 a year for continual background clearance. This is a TSA regulation.

9	What is the Lost Rate for SIDA (Paid by Employee)?	A non-refundable fee of \$60.00 will be assessed for the first replacement of a lost badge in a 24-month period and \$80.00 for the second replacement of a lost badge within 24 months of the initial replacement. If a badge is lost a third time in a 24-month period, it will not be reissued.
10	What is the Non-recoverable fee for SIDA (Paid by Employer)?	Currently there is no such fee.
11	<u>SIDA Badge</u> SIDA Training Online or In Person?	The training and required testing are all done onsite at Sacramento International Airport.
12	Completed at the Airport or Remotely?	The training and required testing are all done onsite at Sacramento International Airport.
13	What is the average length of the Airport provided SIDA Training?	The average length of training is approximately three hours.
14	What is the process for the County for obtaining a SIDA Badge (Online Badge Application, Appointments, Paper Forms)?	Currently paper forms are completed by everyone applying for an airport badge and turned into the access control office. Once the paper form is turned into the access control office, the individual must take and pass a test on airport rules and regulations pertaining to the use of the airport badge. The Department anticipates moving to an online application process in 2025.
15	How many Signatories are we allowed?	Up to three signatories are allowed.
16	How Many SIDA Badges is an individual allowed to have (Personnel working for multiple companies)?	An individual employee may have as many airport badges as needed based on the number of entities they are employed by that require them to have an airport badge.
17	Is Customs Seal?	No, custom seals are not required at this time.

18	Do you utilize a Separate SIDA badge (Color/Classification) for your Cargo Areas vs. the Terminal?	No, the Department does not utilize a separate SIDA badge (color/classification) for cargo areas and terminals.
19	If so, how long would it take the airport to add Sterile/Secured area SIDA badges to our currently badging profile?	This is not applicable.
20	Do you require the contractor to provide vehicles? If so, what are the minimum requirements for the Vehicle?	Yes, the contractor is required to provide vehicles with a beacon on top of the vehicle. The vehicle must also display permanent affixed company markings at least five inches in height on both front doors and must be visible from 50 feet away. No vehicles with magnetic or taped on decals or markings will be allowed to access secured areas of the Airport.
21	Is there a cost associated with received an AOA Permit for the vehicle if one is required?	No, there is no cost associated with receiving access to the Airport Operations Area (AOA) for the vehicle if one is required.
22	<u>Potential Supplemental Duties - AOA Vehicle Gates</u> What is expected of officers at the AOA Gates (Badge Checks, Vehicle Search, AOA Decal Check, etc.)?	This search procedure currently is a vehicle check as required by the Department rules and regulations with badge check of all individuals in the vehicle and escort procedures. These searches may change depending on TSA requirements.
23	Is personnel screening required by the officer working the AOA Gate (Search of Driver)?	Personnel screening is not currently required when accessing an AOA gate.

24	Are Vendor Deliveries Made through the AOA Gate, and if so, are officers expected to search the products for sale in the Sterile Area at the Gate?	As of the writing of this RFP, vendor deliveries are made through AOA gates and screened in a secured area. The Department is in the process of establishing a central receiving area which will be located outside of the AOA. The Department anticipates the central receiving area will be established in February 2025 therefore the agreement that results from this RFP will not be responsible for screening vendor deliveries through the AOA gate.
25	Who is exempt from Vehicle search at the gate (Ops, Law Enforcement, Fire, etc.)?	First responders (fire department, law enforcement, or Department operations staff responding for emergencies) are exempt from vehicle searches at the AOA gate.
26	<u>Concession Fees</u> Is the security contract exempt form any airport concession fees?	The agreement that is to be awarded as a result of this RFP is not subject to concession fees.
27	If not please provide the information on concession fees charged.	This is not applicable.
28	Is there any charges initially or annually to register to do business with the Airport?	The fees associated with the agreement that will be awarded as a result of this RFP are employee badging and employee parking.
29	<u>AWS</u> Will the Airport provide the Cart for the AWS Operations or are you requesting the contractor to provide (Secures equipment and works as a divesting table)?	The Department is requiring the contractor to provide all equipment needed to perform the services listed in the sample agreement as stated in Attachment A to the RFP. The Department will provide radios for the contractor’s personnel and will also be responsible for explosive detection device implementation.

30	Does the airport want the contractor to attempt to resolve HMD alarms with a pat down of the non-sensitive alarming area? If no, what is the alarm resolution procedure, if unable to resolve through divestiture.	Yes, the contractor shall resolve the alarm with a pat down.
31	Upon non-resolution of alarm, who is responsible for escort to the TSA Checkpoint?	At this time, the Department is still waiting on direction from TSA regarding alarm resolution, further direction will be given to the selected contractor.
32	What is the process for notification of someone refusing screening, or departing the screening area before completion of the process?	The process for notifying the Department of an employee refusing to be screened requires the contractor to contact the Department's communication center.
33	Process for an Alarm Resolution resulting in the identification of a Prohibited Item or some other Non-Entry Event (IE Expired/Damaged Badge)	For alarm resolution the contractor will contact the Department's communication center. Law enforcement and Department operations staff will be dispatched.
34	Is there a point of escalation to someone at the airport for response?	The Department communication center shall be contacted and shall dispatch law enforcement and Department operations staff.
35	At what point does the airport want to be notified?	The notification process is still being reviewed by TSA. The Department does not currently have direction from TSA.

36	Unless the item was on the person, the item should be in the Security Officers Possession/On the Cart. Multiple scenarios if the person tries to depart the area with the item (different responses if it is certain weapons), they do not want to lose possession of the item (can they take it back to their car, have to be turned into the police, police respond).	Dependent on the item, the Department requires a specific response. The Department is awaiting acceptance of the official prohibited item list that was submitted to TSA and at this time is not able to provide a list containing each item and the appropriate response. The contractor that is awarded the agreement will receive further instructions regarding what to do.
37	What does that Alarm Resolution to prohibit item found represent for the employee (If they surrender the item they can continue to work, call to their company, Airport Fine to Company (NOV/BORN, etc), Badged Suspension, Badge Pulled (and who can pull a badge)	Dependent on the item, the Department requires a specific response. The Department is awaiting acceptance of the official prohibited item list that was submitted to TSA and at this time is not able to provide a list containing each item and the appropriate response. The contractor that is awarded the agreement will receive further instructions regarding what to do.
38	Disposition of confiscating items (Mace, Pocket Knives, brass knuckles, etc.)	At this time the Department does not have a final response from TSA regarding disposition of confiscated items, further instruction will be provided to the selected contractor.
39	Review Tools of the Trade Policies and Practices	This guidance will be provided by the Department during onboarding training.

40	<p><u>Other Equipment</u> Outside of Uniforms, and Cell Phones for the posts, what other equipment is the airport requiring the contractor to provide? Vehicles Vehicle Search Mirrors Latex Gloves Reports if required by the airport</p>	<p>The Department is requiring the contractor to provide all equipment needed to perform the services listed in the sample agreement as stated in Attachment A to the RFP. The Department will provide radios for the contractor's personnel and will also be responsible for explosive detection device implementation. The Department is requiring the contractor to provide all equipment needed to perform the services listed in the sample agreement as stated in Attachment A to the RFP. The Department will provide radios for the contractor's personnel and will also be responsible for explosive detection device implementation.</p>
41	<p>Do you require the contractor employees to carry radios? If so, are these Client or Contractor Furnished? If Contractor Furnished, please provide an acceptable specification for the radios (Make and Model Number). If you require interoperability with a P25 Phase 2 system, we will need Q Numbers (Specification Number), and lead time is 90-120 Days.</p>	<p>Yes, the Department will provide the radios.</p>
42	<p>Will the Client provide the Cart and Handheld Metal Detectors for the AWS Operations or are you requesting the contractor to provide? Please note that no pricing will currently be provided for ETDs, and the cost for ETDs and their operations for future AWS requirements will need to be negotiated/priced separately. Contractor is not responsible for the ETD Implementation Plan</p>	<p>The Department is requiring the contractor to provide all equipment needed to perform the services listed in the sample agreement as stated in Attachment A to the RFP. The Department will provide radios for the contractor's personnel and will also be responsible for explosive detection device implantation.</p>



43	<u>Scope/RFP Questions</u> What is expected of officers at the AOA Gates (Badge Checks, Vehicle Search, AOA Decal Check, etc.)?	The search procedure currently is a vehicle check as required by the Department rules and regulations with badge check of all individuals in the vehicle and escort procedures. These searches may change depending on TSA requirements.
44	Is personnel screening required by the officer working the AOA Gate (Search of Driver)?	The Department requires a badge check of all individuals in the vehicle and dependent upon the situation a pat down may be required.
45	Are Vendor Deliveries Made through the AOA Gate, and if so, are officers expected to search the products for sale in the Sterile Area at the Gate?	As of the writing of this RFP, vendor deliveries are made through AOA gates and screened in a secured area. The Department is in the process of establishing a central receiving area which will be located outside of the AOA. The Department anticipates the central receiving area will be established in February 2025 therefore the agreement that results from this RFP will not be responsible for screening vendor deliveries through the AOA gate.
46	If products are not searched at the gate, where is this conducted?	The Department intends to have a centralized location that will receive, screen, and distribute the products.
47	Who is exempt from Vehicle search at the gate (Ops, Cops, Fire, etc.)?	First responders (fire department, law enforcement, or Department operations staff responding for emergencies) are exempt from vehicle searches.
48	For future explosion detection, is the Airport open to having the security contractor provide K-9 services?	Yes, the Department is open to considering the contractor using K-9 services for future explosive detection.

49	<p>How should pricing be presented? Ex. Year over year or flat rate for entire five (5) year term? If fixed for the entire five (5) year term, would the County consider rate adjustments if unforeseen changes in regulations or union status occur that have an impact on vendor's costs?</p>	<p>The Department is requesting a year over year price submission for the entire five-year term and the five-year extension option period.</p>
50	<p>On page 16 of the RFP, the County specifies that the background check should include passing the Department's background check. Is this in addition to the contractor's background check and is there an additional cost for the Departments background check? If so, what is the cost?</p>	<p>All individuals will need to obtain an airport badge which entails a background check, a fee of \$38.00 and a fee of \$0.15 a year for continual background clearance. This is a TSA regulation.</p>
51	<p>When AWS is needed, how much notice will contractor be given before security personnel arrives on post?</p>	<p>The contractor will be given seven days advance notice.</p>
52	<p>May the proposer provide an excel spreadsheet as an addendum to the proposal to address pricing requirements?</p>	<p>Yes, the Department will accept the proposed pricing submission in an excel format, and it will be included in the page count.</p>
53	<p>May the proposer include a table of contents that is not included in the page count?</p>	<p>Yes, the proposer may include a table of contents that is not included in the page count.</p>
54	<p>Will the county confirm that the only resume required for proposal submission is the resume of the Proposed Project Manager?</p>	<p>The Department requires the contractor to submit resumes for the proposed manager and supervisor.</p>
55	<p>Part 5 of Section E: Technology requires the proposer to "provide sample reports and indicate how frequently they can and would be produced". May the proposer provide these sample reports in an appendix to the volume, outside of page count?</p>	<p>No, the proposer may not provide the sample reports in an appendix outside of the page count.</p>

56	<p>The RFP requires the submission of "balance sheet and income statements for the last two (2) fiscal years and an interim balance sheet and income statement of any significant financial events occurring subsequent to the closing date of the most recent financial statements." These documents together are very page heavy, may the proposer put these documents in an Appendix at the end of the Volume, outside of page count?</p>	<p>The Department shall exclude the first 10 pages of the balance sheet and income statement documents requested in Section XI, Subsection A of the RFP from the page count. Any additional pages beyond 10 will be counted towards the page limit.</p>
57	<p>On Attachment 4 – Contractor Identification Form there is a section to complete for Principal Owners which includes Personal Identifiable Information (PII) in the form of Social Security numbers and addresses. However, in Section XVIII. Conditions, Part F. NO CONFIDENTIAL OR PROPRIETARY INFORMATION, the RFP states "Under the laws of the State of California and the federal Freedom of Information Act, a proposal submitted may be considered a public record after the selection of a contractor and execution of the agreement and, will be available for inspection and copying by any person after award of the agreement."</p>	<p>The Department will provide all disclosable public records in its possession that are responsive to a particular request in compliance with the Public Records Act, including provisions that exempt certain records for disclosure.</p>

58	<p>The RFP requires submission of company historical financial information to include affiliate entities. This information is company proprietary and not for public disclosure. However, in Section XVIII. Conditions, Part F. NO CONFIDENTIAL OR PROPRIETARY INFORMATION, the RFP states "Under the laws of the State of California and the federal Freedom of Information Act, a proposal submitted may be considered a public record after the selection of a contractor and execution of the agreement and, will be available for inspection and copying by any person after award of the agreement."</p>	<p>The Department will provide all disclosable public records in its possession that are responsive to a particular request in compliance with the Public Records Act, including provisions that exempt certain records for disclosure.</p>
59	<p>Section XVIII. Conditions, Part F. NO CONFIDENTIAL OR PROPRIETARY INFORMATION, the RFP states "Under the laws of the State of California and the federal Freedom of Information Act, a proposal submitted may be considered a public record after the selection of a contractor and execution of the agreement and, will be available for inspection and copying by any person after award of the agreement."</p> <p>Does this mean, even if the proposer has a disclaimer in their proposal on the use of the information submitted as well as confidential and proprietary markings on proposal pages that the entirety of the proposal (including pricing) can be fully released in a FOIA request under California Law?</p>	<p>The Department will provide all disclosable public records in its possession that are responsive to a particular request in compliance with the Public Records Act, including provisions that exempt certain records for disclosure.</p>

60	<p>The first bullet point of the description of services states, "Provide services as directed by the COUNTY for a minimum of ten (10) hours per day between approximately 4:00 a.m. and 11:00 p.m., seven (7) days per week, three hundred sixty-five (365) days per year"</p> <p>The second bullet point states, "Provide the required services in an airport environment that includes a multi-shift (24/7) operation"</p> <p>Is the proposer expected to provide two separate pricing; one with minimum 10 hours per day and one with 24/7 schedule?</p>	<p>No. The second bullet point is describing the environment as it relates to work site conditions not in relation to scheduling staff coverage as described in the first bullet point.</p>
61	<p>Is the proposer expected to purchase the equipment proposed to be utilized in performing the required scope of services hence include the cost of equipment in the pricing?</p>	<p>The Department is requiring the contractor to provide all equipment needed to perform the services listed in the sample agreement as stated in Attachment A to the RFP. The Department will provide radios for the contractor's personnel and will also be responsible for explosive detection device implementation.</p>
62	<p>Are any of the location's union or subject to a collective bargaining agreement? If yes, which locations and what union? Can you provide a copy of the CBA</p>	<p>Yes, all access point locations have employees that are part of a union organization, however some of this workforce is employed by agencies other than the County of Sacramento and the Department does not have the information requested for those employees.</p>
63	<p>Is any specialty training required? If so, is this for specific positions or the entire guard force?</p>	<p>Yes, training is required for the all contractor personnel.</p>

64	Is there a minimum amount of training hours required?	There is no minimum required time for training, the current average time of training is approximately three hours.
65	Will the airport authority provide the necessary training?	The necessary training will be provided to the selected contractor by the Department upon execution of the agreement.
66	Who is the incumbent provider?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
67	Are there specialty uniforms and/or equipment required for any of the roles? If so, please describe the specialty item(s) that is required per location	The contractor shall provide all equipment and uniforms as stated in the RFP and the sample agreement included as Attachment A to the RFP. There is no additional specialty equipment or uniforms required.
68	Is (Prospect) interested in technology? If so, do you have a budget? What technology or remote services is (Prospect) interested in?	Yes, the Department is interested in screening technology for future use. Any information provided by the contractor in response to this RFP will be considered marketing material and will be included in the page limit count.
69	Does (Prospect) intend to retain any of the incumbent guard force? If so, approximately what percentage of incumbent security officers do you wish to retain?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
70	Are there any concerns or pain points with the current security provider?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
71	Are you willing to share the pay rates and bill rates for incumbent officers?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.

73	Do you currently have an electronic tour management system that captures tour schedules, incident reports, daily activity reports, etc.? If not, is that something you'd be interested in adding to your security program?	The Department does not currently have a tour management system. The Department is interested in a tour management system for future use. Any information provided by the contractor in response to this RFP will be considered marketing material and will be included in the page limit count.
74	What is the cost associated with new airport badges?	All individuals will need to obtain an airport badge which entails a background check, a fee of \$38.00 and a fee of \$0.15 a year for continual background clearance. This is a TSA regulation.
75	Is a vehicle required for this work? If so, what is the estimated annual millage needed?	Yes, the contractor is required to provide a vehicle or vehicles to perform the services as describes in the RFP and the estimated mileage is 10 miles a day per vehicle.
76	Are there any port fees?	No there are no port fees.
77	Is there a living wage ordinance at SAC? If so can you provide a copy	Prevailing wage does not apply to security services.
78	Based on the size of the contract for Aviation Worker screening, is there a requirement to partner with a (S/MBE) company for this work?	There are no required subcontracting goals. The Department has a 6% DBE goal, but it is not a requirement.
79	How many doors throughout the Airport will the security contractor need to respond to?	There are approximately 14 access points the contractor will be required to randomly respond to throughout the day.
80	Will the Government please remove this requirement to ensure a fair evaluation across all offerors?	The Department must ensure an equal and fair evaluation of all proposals received and does not have the legal authority to remove any requirement.

81	Will the Government please provide the proper requirement for References as there are several areas that ask for References, but with different instructions/criteria. Industry requests only one area for References be required and better defined criteria for appropriate references.	The Department removes the language from section XI. A. 3. FINANCIAL BACKGROUND INFORMATION that reads "Bank, trade, and personal references. The requirement for professional references as listed in section XIII REFERENCES remains unchanged.
83	Will the Government please provide the proper requirement for References as there are several areas that ask for References, but with different instructions/criteria. Industry requests only one area for References be required and better defined criteria for appropriate references.	The Department removes the language from section XI. A. 3. FINANCIAL BACKGROUND INFORMATION that reads "Bank, trade, and personal references. The requirement for professional references as listed in section XIII REFERENCES remains unchanged.
84	When guards are relieved during lunch break, will we be required to have a supervisor/extra guard cover that time?	Yes, when a contractors' personnel is being relieved, another contractors' personnel will need to cover the time away from the post.
85	Will the guard relieving another guard during their break, will they need to be the same gender, per the gender pat down protocols?	Yes, the same gender is required when one guard is relieving another for a break per the gender pat down protocols.
86	In regards to daily reporting during screening sessions, will the airport be responsible for providing the documentation method (i.e. paper documentation to be filled out, screening software provided by TSA)?	The Department will provide the documentation that is required to be completed by the contractor.
87	Will the contract be responsible for sourcing such reporting tools or will it be provided?	Reporting tools will be provided by the Department.
88	Can you confirm how many access points will need a guard to be stationed for access point screening?	There are approximately 14 access points that the contractor will be required to randomly respond to throughout the day.



89	in SMF Addendum II, the answer to question #1 is that 80 pages is the limit, including marketing material. Is 80 pages the updated page limit?	Yes, the updated page limit is 80 total pages, including marketing materials.
90	Please confirm the current total contractual hours are approximately 20 HPW (to conduct random screening), and the <b>max</b> anticipated HPW will increase to <b>188</b> , with the future addition of a 168 fixed screening post.	Yes, the current total contractual hours are approximately 20 hours per week (to conduct random screening), and the maximum anticipated hours per week will increase to 188, with the future addition of a 168 fixed screening post.
91	States "submittals shall be comprised of one (1) digital PDF copy and one (1) MS Word copy. Please confirm if "images/screenshots" of any required signed forms (scanned as a PDF), etc. is acceptable to incorporate into the Word version, as necessary.	Section II DEADLINE AND PROPOSAL SUBMISSION states "Submittals shall be comprised of one (1) digital PDF copy of the Proposal (in a format compatible with Adobe Acrobat) and one (1) digital copy of the Proposal compatible with Microsoft Word in DOC or DOCX format." If the images/screenshots of the required signed forms meet these requirements they will be accepted.
92	Please confirm if there are any file size restrictions when emailing. Please also confirm if bidders may attach requested files in separate emails and/or in a zip file.	The file size limit is 20 MB. If the proposers file is larger than that a .zip file is also acceptable. NO, separate emails will not be accepted.
93	Does the County have a desired minimum number of required training hours for security officers, or is this left up to the security provider's discretion?	No, contractor's personnel shall receive all required initial and on-going safety and skills training from the Department.
94	How many hours is the current contractor providing?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.

95	Does the County prefer for Bidders to include a Table of Contents (TOC) and Proposal Section Dividers? If so, will the County exclude these from the page count?	There is no requirement or preference for these items, if a table of contents or proposal section dividers are included, they will be excluded from the page limit.
96	Are bidders able to include an Appendix or Exhibit section at the end of the proposal to include additional items (i.e., uniform lookbook, etc.)? If so, will the County exclude anything listed in the Appendix from the page count?	No, the only items that will be excluded are those listed on page 9 of the RFP and the table of contents and section dividers.
97	Are bidders required to submit a copy of any applicable Safety Act designation documentation, or just simply confirm certification? If documentation is required, will this count toward the page limit?	Upon execution of the agreement the contractor must provide appropriate documentation.
98	Does the County have a preferred transition timeline from date of award until start date (i.e., 30 days, 60 days, 90 days, etc.) or is this left to the discretion of the bidder? Please confirm	The Department will require the contractor to start as soon as the agreement is fully executed.
99	For Item D.1 – Project Manager – does the County prefer to receive a full resume or just a brief bio with all requested information?	The Department prefers a full, but no larger than two pages, resume for the project manager.
100	For Item D.2 – Please confirm the key positions this information is being requested for, and if the County currently has any experience requirements or if this is left up to the bidder.	Section X. STATEMENT OF QUALIFICATIONS subsection D. PROPOSED STAFFING PLAN number 2. states “. For each position – experience requirements, average hourly wages, and benefits.” The contractor shall provide this information for each position they propose as part of the staffing plan.

101	For Items E.4 & E.5 – descriptions of reports and sample reports can be detailed and span over numerous pages. Would the County consider allowing bidders to provide in an Appendix at the end and exclude from the page count?	No, provide a one-page report as a sample of the report, not the full report.
102	Does the County have a specific list of equipment items that should be provided to officers?	The Department does not have a list of the equipment that should be provided to the contractor's officers.
103	Is the County able to provide a list of equipment (including quantity of items) provided by the County per post?	The Department does not have a list of the equipment that it will provide to the contractor's personnel. The Department will provide radios for use by the contractor's personnel.
104	For Items XI.A.3. please provide additional details. For example, is one (1) bank reference sufficient? Please clarify what is meant by a trade reference, as well as "personal" references. Is the County referring to a current client reference? If so, please confirm what information is requested for type of reference required.	The Department removes the language from section XI. A. 3. FINANCIAL BACKGROUND INFORMATION that reads "Bank, trade, and personal references. The requirement for professional references as listed in section XIII REFERENCES remains unchanged.
105	For Items XI.A.3. please confirm if this "personal" reference is in addition to the five (5) client references requested under Section XIII (page 13).	The Department removes the language from section XI. A. 3. FINANCIAL BACKGROUND INFORMATION that reads "Bank, trade, and personal references. The requirement for professional references as listed in section XIII REFERENCES remains unchanged.
106	Please confirm there are no DBE subcontracting requirements.	There are no required subcontracting goals. The Department has a 6% DBE goal, but it is not a requirement.

107	Please confirm Bidders may mark their proposals as confidential.	Bidders may mark their proposal as confidential, however, the Department will provide all disclosable public records in its possession that are responsive to a particular request in compliance with the Public Records Act, including provisions that exempt certain records for disclosure.
108	Are Bidders expected to redline the sample agreement (Attachment 2) with any proposed changes? If not, please confirm under which section Bidders should provide actual vs. proposed language and if this will be excluded from the page count.	No, the Department does not expect proposers to submit a copy of the sample agreement as provided as Attachment A to the RFP with redlines to the agreement. Please see Section XIX. NEGOTIATION OF AGREEMENT of the agreement included as Attachment A to the RFP. The proposer shall include a section containing all requested changes to the sample agreement as a separate section in their response and it will be counted against the page limit count.
109	Please confirm the goals listed for MBE/WBE for all construction work/trade is not applicable to security guard services. Please confirm if these goals are preferred or mandatory (if applicable to security guard services).	There are no required subcontracting goals. The Department has a 6% DBE goal, but it is not a requirement.
110	Should the MBE/WBE goals listed be applicable, please confirm if bidder is certified as an MBE by the NMSDC if bidder self-qualifies for this goal.	There are no required subcontracting goals. The Department has a 6% DBE goal, but it is not a requirement.
111	Can the County please provide the associated documents of the prevailing wage?	Prevailing wage does not apply to security services.
112	Can the County please provide the prevailing wage rates?	Prevailing wage does not apply to security services.

113	What are the current pay and bill rates?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
114	Please confirm if bidders are required to state any deductibles or self-insured retentions within the proposal or once contract award is made? If within the proposal, please confirm under which section and if this information is excluded from the page count.	Please refer to Exhibit B IV DEDUCTIBLES AND SELF-INSURED RETENTION. This will be included in the page count.
115	Please confirm if bidders are required to submit a sample COI within the proposal or once contract award is made? If within the proposal, please confirm under which section and if this information is excluded from the page count.	Current certificate of insurance must be provided upon award execution of agreement.
116	Does the County have any specific vehicle requirements?	Yes, the contractor is required to provide vehicles with a beacon on top of the vehicle. The vehicle must also display permanent affixed company markings at least five inches in height on both front doors and must be visible from 50 feet away. No vehicles with magnetic or taped on decals or markings will be allowed to access secured areas of the Airport.
117	How many vehicles are required?	The Department does not have a minimum vehicle requirement, the proposer shall determine how many vehicles are required to provide the services as listed in section IV. ANTICIPATED ELEMENTS OF THE SCOPE OF SERVICES.

118	What type of Make/Model is required by the County or if it is the preference of the Contractor?	The Department does not have a preference regarding the make or model of the vehicles used by the contractor.
119	What is the estimated annual mileage the vehicle will be driven?	The estimated annual milage is 4,000 miles a year per vehicle.
120	Are vehicles able to be billed as a direct pass-through to the County?	No, the contractor is required to purchase and maintain its vehicles operated at the Airport.
121	How many vehicles are currently being deployed?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no vehicles are operated by the incumbent.
122	Who is the incumbent service provider?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
123	How long has the incumbent been supporting the requirements of the security program?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
124	Is the incumbent fully staffed and fulfilling all the required service hours/posts?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
125	What aspects of the security program does the County want to see improved under the new contract?	The Department following all aspects of the new TSA requirements.
126	Does the County have a preference to retain incumbent employees that are in good standing and meet the hiring criteria of the proposer?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
127	Will the incumbent Security Personnel be grandfathered for training requirements or are they required to be retrained?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.

128	Will the incumbent Security Personnel be grandfathered for background investigation/ screening requirements or are they required to be rescreened?	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
129	Which locations are the incumbent Security Personnel unionized & which union are they represented by? If unionized, please provide a copy of the applicable CBA and seniority list in order to calculate all applicable benefits, vacation, etc.	Section XII. TRANSITION PLAN is removed in its entirety from the RFP. This is a new service; therefore, no incumbent exists.
130	Does the County have a specific list of uniform items that should be provided to officers?	No, the Department does not have a specific list of uniform items that the contractor is required to provide to the contractor's officers.
131	Does the County have a specific pricing form/fee schedule that offerors should fill out?	No, the proposer shall provide a pricing form/fee schedule.
132	Can the County please provide a post exhibit that includes a breakdown of hours per week by position/location?	No such breakdown exists currently as this is a new service.
133	Assuming coverage is required on holidays, what holidays does the County recognize?	Coverage is required on a 24-hour schedule. The Department recognizes all State and National holidays.
134	Are holidays to be billed to the County at a separate rate?	This shall not be billed separately; the contractor should use line items to provide the details.
135	What was the amount spent in the last 12 months?	The current amount spent is \$0.00, this is a new service.
136	Are there any other rates billed separately (e.g. equipment, vehicles, etc)?	This shall not be billed separately; the contractor should use line items to provide the details.
137	Please confirm all services are unarmed.	Yes, these services are provided by unarmed staff.

138	Please confirm if there are any: (i) required subcontracting goals; (i) required MBE/DBE goals. If so, please confirm who the current/incumbent subcontractor and/or MBE/DBE on the contract is and how long they have been servicing the contract.	There are no required subcontracting goals. The Department has a 6% DBE goal, but it is not a requirement.
139	Does the County anticipate issuing an extension while Q&A is addressed in order to allow time for Bidders to incorporate information, updates, etc. into their responses?	No, the Department will not grant an extension.
140	Please provide a checklist of all forms requiring signature that are required to be submitted with the proposal.	No, the Department will not provide a checklist of all forms requiring signature that are required to be submitted with the proposal. Proposals submitted in response to this solicitation must clearly address the contents in Sections VIII, IX, X, XI, XII, and XIII of this RFP.
141	Please provide a checklist of all certified statements (if applicable) that are required to be submitted with the proposal.	No, the Department will not provide a checklist of all certified statements (if applicable) that is required to be submitted with the proposal. See Section VIII FORMAT OF PROPOSAL.
142	What is the anticipated start date for services	The anticipated service start date is the end of January 2025.
143	During the site visit there were seven doors but is it two screening areas that need to be provided, one at each terminal for 24/7?	Currently the access points will need to be manned at different times within a day for a minimum of one hour.



144	<p>Exhibit A: Section VII. Description of Services-The first bullet point of the description of services states, "Provide services as directed by the COUNTY for a minimum of ten (10) hours per day between approximately 4:00 a.m. and 11:00 p.m., seven (7) days per week, three hundred sixty-five (365) days per year"</p>	<p>Yes, the first bullet point of the description of services states, "Provide services as directed by the COUNTY for a minimum of ten (10) hours per day between approximately 4:00 a.m. and 11:00 p.m., seven (7) days per week, three hundred sixty-five (365) days per year"</p>
145	<p>The second bullet point states, "Provide the required services in an airport environment that includes a multi-shift (24/7) operation"</p> <p>Is the proposer expected to provide two separate pricing; one with minimum 10 hours per day and one with 24/7 schedule?</p>	<p>No. The second bullet point is describing the environment as relates to work site conditions not in relation to scheduling. The proposer shall provide one fee schedule as described in section XI. FEE STRUCTURE, PROPOSAL COST, AND FINANCIAL SCOPE.</p>
146	<p>Section X. F. Equipment-Is the proposer expected to purchase the equipment proposed to be utilized in performing the required scope of services hence include the cost of equipment in the pricing?</p>	<p>The contractor is required to provide all equipment needed to perform the services listed in the sample agreement as stated in Attachment A to the RFP. The Department will provide radios for five personnel and will also be responsible for explosive detection device implantation.</p>