

QUOTE No. 2006
EVENT SECURITY- ATP EVENT
ITC - DELRAY BEACH TENNIS CENTER

Dates of Service: February 20, 2012 thru March 5, 2012			
VENDORS	AlliedBarton Security Services, LLC	A & A Associates	Accurate Event Group
GUARD HOURS	1709	1709	1709
Cost per Hour	\$ 13.24	\$ 13.50	\$ 15.79
TOTAL	\$ 22,627.16	\$ 23,071.50	\$ 26,985.11
BAG CHECKER HOURS	200	200	200
Cost Per Hour	\$ 13.24	\$ 13.50	\$ 15.79
TOTAL	\$ 2,648.00	\$ 2,700.00	\$ 3,158.00
SUPERVISOR HOURS	142	142	142
Cost Per Hour	\$ 14.74	\$ 15.00	\$ 27.88
TOTAL	\$ 2,093.08	\$ 2,130.00	\$ 3,958.96
OTHER MISC CHARGES	\$ -	\$ -	\$ -
DISCOUNT OFFERED	\$ -	\$ -	\$ -
GRAND TOTAL	\$ 27,368.24	\$ 27,901.50	\$ 34,102.07
ADDITIONAL GUARDS IF REQUIRED			
Cost Per Hour	\$ 13.24	\$ 13.00	\$ 15.79
CONTACT INFORMATION:	Steve Metts 561.697.8170	Evelyn Looney 561-707-3581	Gordon Marin 954-444-6381

Barcinski, Robert

From: sflgolf@aol.com
Sent: Tuesday, January 24, 2012 8:34 AM
To: Barcinski, Robert
Cc: Privitera, Scott
Subject: Allied Barton Security Reference - ITC Security

Below is reference check info on AlliedBarton and a quick synopsis on the review with my opinion.

Tina Dale - reference Chris Evert Academy

- 1 - Provide overnight security for dorm and facility
2. No event security

Company did good job for overnight security but could not give reference for event security as that is not a duty Barton performed for them.

Mary Lou Fogararty - Wine and Cheese Festival

1. Provide security for food and wine event (crowd, food vendors, VIP area)

This reference has used Barton four or five times and thinks they do a good job with their duties for this event.

I called Taylor McDonald and asked for additional references as the above did not address sporting events specifically tennis. I received two additional references. One was the Miami Dolphins Training Camp. Mr. Marco Bravo was contact. I called and left a message but have not received a return call.

More tennis specific was the reference of the Miami-Dade County Parks Department which is involved in the Ericsson Tennis Event. I spoke with a gentleman in the main office who referred me to the Crandon Park office. The contact at the Crandon Park office called me back and directed me to the Ericsson office as he told me all tennis operations are handled with that staff. I spoke with Cathy Stock with the Ericsson who told me she did not work with Allied Barton however maybe some of the sponsors used them at the event. Cathy told me all operations, player escorts, stadium security, etc. is handled by Accurate Events. She told me she worked with Gordon Marin.

Taylor McDonald also told me her staff worked at the 2008 Superbowl in Miami but was not able to give me specifics. She said they worked as a subcontractor to Alpha Dog.

Taylor (who is in charge of business development for Barton) generalized the security services provided at events as traffic control, crowd management, parking enforcement, valet parking and standard perimeter guarding. She could not name any other sporting events for me to call for a reference.

My opinion on Allied Barton is they are not specialized in an event such as the ITC and will require quite a lot of oversight and direction by our staff. I do not recommend using them over Accurate Events who may be a bit more costly up front but will save us in the long run with less staff hours of oversight and the fact that we have a known level of comfort with this company for an event of this size. Last year, the new security group hired A & A were hiring people onsite during the event, with no training because they were short staffed and not really able to handle the event once it began.

Sharon Painter
JCD Sports Group
spainter@jcdsportsgroup.com

Barcinski, Robert

From: Sharon <sflgolf@aol.com>
Sent: Tuesday, January 24, 2012 9:11 AM
To: Barcinski, Robert
Subject: Fwd: Sporting Event References from AlliedBarton

Sent from my iPhone

Begin forwarded message:

From: "McDonald, Taylor" <Taylor.McDonald@alliedbarton.com>
Date: January 19, 2012 12:35:31 PM EST
To: "spainter@jcdsportsgroup.com" <spainter@jcdsportsgroup.com>, "sflgolf@aol.com" <sflgolf@aol.com>
Subject: Sporting Event References from AlliedBarton

Please see the following references for security officer services at sporting events:

Company Name: Miami Dolphin's Training Camp, Nova University (We also provide security for other sporting events such as the Heart Walk. The Heart Walk has long been the American Heart Association's premier fundraiser across the United States).

Address: 3301 College Ave, FT. Lauderdale, FL 33314

Contact Name: Marco Bravo

Contact Phone: 954-214-7746

Company Name: Miami-Dade County Parks Department - Ericsson Open (the world's fifth largest professional tennis tournament)

Address: 200 NW 1st Street, Suite 104, Miami, FL 33128

Contact Name: Dan Payne, Chief of Security





Contact Phone: 305-375-1819

In addition, we provided security services at the 2008 Super Bowl held in Miami as a sub to Alpha Dog. We provided security at the stadium, parking lots and associated hotels.

The security services provided at these events include: crowd control/crowd management, traffic control, usher duties, access control to the event, parking enforcement, valet parking (at Miami Dolphin's Training Camp) as well as standard security officer duties such as perimeter guarding.

Regards,
Taylor

Taylor McDonald | Director of Business Development
AlliedBarton Security Services
Mobile: 954.415.7419 | Fax: 954.425.8275
taylor.mcdonald@alliedbarton.com | AlliedBarton.com
<http://www.linkedin.com/in/taylormcdonald>

Follow AlliedBarton On:    

From: Mcdonald, Taylor <Taylor.Mcdonald@alliedbarton.com>
To: spainter <spainter@jcdsportsgroup.com>; sflgolf <sflgolf@aol.com>
Subject: Sporting Event References from AlliedBarton
Date: Thu, Jan 19, 2012 12:36 pm

Please see the following references for security officer services at sporting events:

Company Name: Miami Dolphin's Training Camp, Nova University (We also provide security for other sporting events such as the Heart Walk. The Heart Walk has long been the American Heart Association's premier fundraiser across the United States).

Address: 3301 College Ave, FT. Lauderdale, FL 33314
Contact Name: Marco Bravo
Contact Phone: 954-214-7746

1/23 - message -

Company Name: Miami-Dade County Parks Department - Ericsson Open (the world's fifth largest professional tennis tournament)

Address: 200 NW 1st Street, Suite 104, Miami, FL 33128
Contact Name: Dan Payne, Chief of Security
Contact Phone: 305-375-1819

*1/23 Crandon Park # 305 361-5421
message from Ericsson
Cathy Stock - operations*

In addition, we provided security services at the 2008 Super Bowl held in Miami as a sub to Alpha Dog. We provided security at the stadium, parking lots and associated hotels.

The security services provided at these events include: crowd control/crowd management, traffic control, usher duties, access control to the event, parking enforcement, valet parking (at Miami Dolphin's Training Camp) as well as standard security officer duties such as perimeter guarding.

Regards,
Taylor

*only worked with Accurate for
player meals, operations, etc
AlliedBarton may work for a sponsor
but not them and hasn't in the
past in operational capacity of
event.*

Taylor McDonald | Director of Business Development
AlliedBarton Security Services
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Barcinski, Robert

From: Barcinski, Robert
Sent: Tuesday, November 22, 2011 7:53 AM
To: andrew@associatestaffing.com
Cc: Beldowicz, Donna
Subject: FW: Security letter
Attachments: Security letter.docx

This is what I sent to you last year after the tournament.

From: Barcinski, Robert
Sent: Wednesday, March 09, 2011 3:41 PM
To: 'andrew@associatestaffing.com'
Cc: Nadal, Patsy; Saunders, Rachel; Beldowicz, Donna
Subject: FW: Security letter

Attached is a report I received from our Police representative concerning security issues during the tournament. I could excuse the uniform issues since it wasn't spelled out clearly in our request for quotes. What concerns and bothers me the most was employees quitting during the tournament and new people being hired in the middle of the tournament. Also those new employees were not sufficiently trained since they indicated to our Police and when questioned by the owner of the event that they were brand new and did not know what they were supposed to do. Mr. Baron indicated that on a Thursday night when he came in with guests to his office and to the Gym credentials were not even checked. I was also dismayed to see the report about guard courtesy although as noted four of your employees stood out as being exceptional. I wanted you to have this report so you can see what the issues were. I received this after the tournament was over.

From: Finley, James K.
Sent: Friday, March 04, 2011 2:34 PM
To: Barcinski, Robert; Jacobson, Richard; Beldowicz, Donna; Saunders, Rachel; Mitchell, Thomas
Subject: Security letter

DELRAY BEACH POLICE DEPARTMENT

MEMORANDUM

To: Mr. Bob Barcinski
Assistant City Manager

From: Officer Jim Finley
Special Operations Section

Date: March 3, 2011

Subject: International Tennis Tournament Security

Prior to the Tennis event we had several meetings regarding security for this event. I specifically remember saying that we required uniform style (police) shirts to be worn by A&A Security. My reason for this was; we want to present more of a command presence at different posts. The only security person I would allow to wear a Polo style shirt was the on duty roaming supervisor. Please see a list of problems that we incurred during the week of tennis:

1. The first day I went to the tennis center I noticed all the security guards were wearing polo style shirts. They were also wearing blue windbreaker jackets with NO identifying security logo on them.
2. There was NO uniformity in the pants that were worn, throughout the week I noticed blue, black and gray pants being worn. "Black Dickies" pants are not uniform pants. Also throughout the week I noticed that some guards didn't even wear belts.
3. I heard rumblings all week that guards were quitting because they weren't getting enough breaks and that A&A was hiring people just for this event. This was very evident on Wednesday when I noticed that employees were being hired on site and filling out their employment paperwork in the conference room.
4. I don't believe that A&A had enough water for their guards, on several occasions I had guards ask me for water, when I told them to take it from the cooler in the conference room they told me "we can't have that, it's for the night shift".
5. The conference room in the mornings look like a "locker room" there were security shirts thrown everywhere.
6. On Tuesday, Wednesday and Thursday numerous polo's were still being worn, some were not even tucked in their pants. There were not enough uniform shirts for the guards (wrong sizes).

7. On Tuesday, I noticed that credential badges being worn by the guards did not match their identity, on one occasion there was a white male wearing a black male's picture credential.
8. On Saturday, guard Chris Latour was found to be texting on his post, he was unhappy when confronted about his job duties. He made a point of letting Sgt. Jacobson know when he saw the police department's information officer on the phone in the community center. Unfortunately, when an event of this nature takes place the PIO still has a job to do. On Sunday, the guard at the north gate turned the sitting stool on its side and sat under the bleachers texting on his phone, I observed three people walk right by him and he never looked up, I then walked by him twice and he never noticed me. I called the A&A security supervisor (Frank) and he walked right up on him still texting.
9. On the final day after the last match was over the guards allowed people into the gym without credentials. Officer Pitti and I had to clear 15-20 people from the gym that had NO credentials.
10. After speaking with Lt. Saunders and Sgt. Jacobson we felt that there was no friendliness from the guards. No smiles, no greetings it just seemed like they were disgruntled. There were four guards that stood out all week and you could just see the difference in their demeanor compared to the others. Evelina, Shirlene, John and Al were very friendly and it just felt like they enjoyed working the event.

Overall, even know the guards manned their posts; the police department was not satisfied with the performance or professionalism that A&A provided.