

## Vendor Rate Comparison

| Vendor                                    | Rate               | Overhead and Profit | Bill Rate          |
|-------------------------------------------|--------------------|---------------------|--------------------|
| Vendor A guard rate                       | \$13.50            | \$6.85              | \$20.35            |
| Vendor A Supervisor rate                  | \$16.00            | \$8.12              | \$24.12            |
| <b>Monterrey Security guard rate</b>      | <b>\$13.50</b>     | <b>\$7.37</b>       | <b>\$20.87</b>     |
| <b>Monterrey Security Supervisor rate</b> | <b>\$15.00</b>     | <b>\$9.91</b>       | <b>\$24.91</b>     |
| Vendor B guard rate *                     | \$13.50 to \$14.00 | \$6.91 to \$7.01    | \$20.41 to \$21.01 |
| Vendor B supervisor rate                  | \$16.00            | \$7.35              | \$23.35            |
| Vendor C guard rate                       | \$13.50            | \$6.32              | \$19.82            |
| Vendor C supervisor rate                  | \$15.00            | \$7.02              | \$22.02            |
|                                           |                    |                     |                    |

\* \$13.50 per hour for security officer and \$14.00 per hour for screening officer

Key improvements over last contract:

1. Contractor required to pay their employees the recommended median wage for unarmed security workers leading to less turnover than previous contract.
2. Over 25% of Monterrey's workforce have been with the company over 10 years.
3. 71% of Monterrey's workforce are minorities or women.
4. Conducted four reference checks. All four reference checks have renewed their contract with Monterrey beyond initial term.
5. Reference checks also indicated quick and positive response from upper management when contacted.
6. For the two entrances at 18 North County and 301 Washington Street in downtown Waukegan, two lines will be opened during the peak rush hours in the morning and afternoon. The additional lines will be open for two hours in the morning and two hours in the afternoon.
7. Compliance director is former Illinois State Police Director.
8. RFP requires monthly or quarterly meetings with management.
9. Experience in protecting and securing highly populated areas such as sports facilities and venues and protecting the valuable assets.
10. Innovative monitoring systems.
11. Experience in Community Engagement and creating Community job fairs for residents and their partnerships with other Job Centers and Workforce Development areas to not only secure a contract but to hire local and create career paths.