

From: dvontobel@andyfrain.com
Sent: Thursday, April 05, 2012 11:44 AM
To: Duffy, Daniel
Cc: Torres Rojas, Genara; Van Duyne, Sheree
Subject: Freedom of Information Online Request Form

Information:

First Name: Dane
Last Name: Vontobel
Company: Andy Frain Services
Mailing Address 1: 761 Shoreline Drive
Mailing Address 2:
City: Aurora
State: IL
Zip Code: 60504
Email Address: dvontobel@andyfrain.com
Phone: 203 482 1113
Required copies of the records: Yes

List of specific record(s):

The Gateway Security response to ITB 27471

Torres Rojas, Genara

Subject: FW: Freedom of Information Online Request Form

From: Dane Vontobel [mailto:dvontobel@andyfrain.com]
Sent: Thursday, April 05, 2012 2:57 PM
To: Duffy, Daniel
Subject: RE: Freedom of Information Online Request Form

Mr. Duffy,

I was looking to review the response from Gateway Security Inc to the project indicated below;

Taxi Dispatch Services at John F Kennedy International Airport, LaGuardia Airport, Newark Airport and The Port Authority Bus Terminal

Bid Number 27471

Contract Award

4600008993 / 27471 Taxi Dispatch Services, EWR, JFK, LGA, PABT - 5 yrs GATEWAY SECURITY, INC. NEWARK NJ \$64,664.371 3/12

I hope this helps – thank you.

Dane Vontobel | Vice President

ANDY FRAIN SERVICES | Commercial Security – Transportation – Sports & Entertainment - Technology
203 482 1113(Mobile) | 630-820-3820 Corporate Office | 630-820-3819 (Fax)
Corporate Office 761 Shoreline Drive | Aurora, IL 60504
Regional Office 3 Drummers Lane | Newtown,CT 06470
dvontobel@andyfrain.com | www.andyfrain.com

We are committed to living the tradition of ... "Customer Service is Every Employees Job"

Daniel D. Duffy
FOI Administrator

July 5, 2012

Ms. Dane Vontobel
Andy Frain Services
761 Shoreline Drive
Aurora, IL 60504

Re: Freedom of Information Reference No. 13103

Dear Ms. Vontobel:

This is a response to your April 5, 2012 request, which has been processed under the Port Authority's Freedom of Information Code (the "Code", copy attached) for a copy of the response submitted by Gateway Security related to Bid No. 27471 - Taxi Dispatch Services at EWR, JFK, LGA and the PABT.

Material responsive to your request and available under the Code can be found on the Port Authority's website at <http://www.panynj.gov/corporate-information/foi/13102-C.pdf>. Paper copies of the available records are available upon request.

Certain material responsive to your request is exempt from disclosure pursuant to exemption (1) of the Code

Please refer to the above FOI reference number in any future correspondence relating to your request.

Very truly yours,


Daniel D. Duffy
FOI Administrator

Attachment



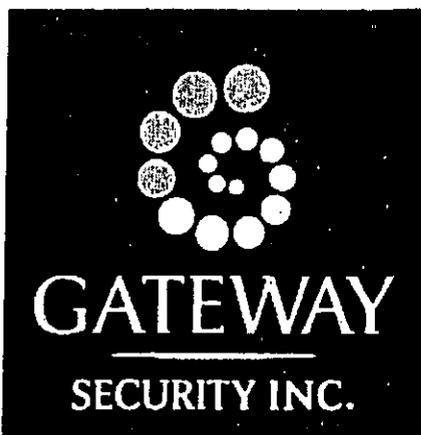
**THE PORT AUTHORITY
OF NY & NJ**

BID # 27471

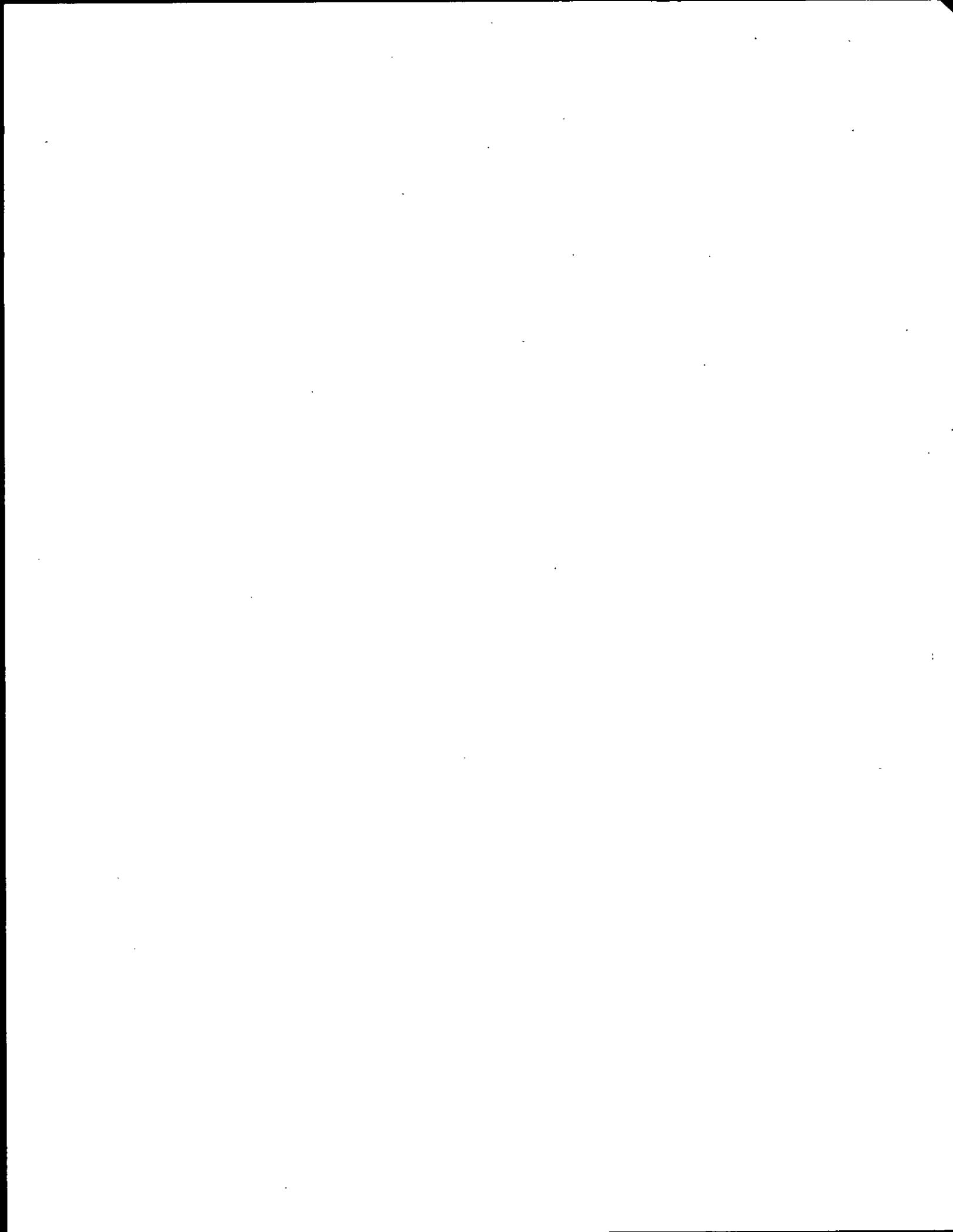
**Taxi Dispatch
Services at
JFK, LGA,
EWR & PABT**

January 6, 2012

Presented by



1	Cover Sheet
2	Part II: Specific Bidder's Prerequisites
3	Part II: Additional Submittal Requirements
4	Part IV: Signature Sheet
5	Part IV: Name & Residences of Principals
6	Part IV: Pricing Sheets
7	Part IV: Calculation of Hourly Rate
8	Part IV: Monthly Management Fee Breakdown
9	Attachment I A: Certified Environmentally Preferable Products/ Services
10	Attachment I B: MWBE Participation Plan
11	Acknowledgement of Addenda
12	
13	
14	
15	



THE PORT AUTHORITY OF NY & NJ

PROCUREMENT DEPARTMENT
2 MONTGOMERY STREET, 3RD FL.
JERSEY CITY, NJ 07302

INVITATION FOR BID/PUBLIC BID OPENING

BID INFORMATION

TITLE: TAXI DISPATCH SERVICES AT JOHN F. KENNEDY INTERNATIONAL AIRPORT, LAGUARDIA AIRPORT, NEWARK LIBERTY INTERNATIONAL AIRPORT, AND THE PORT AUTHORITY BUS TERMINAL

BID NO.: 27471

SUBMIT SEALED BIDS BEFORE THE DUE DATE AND TIME TO THE ABOVE ADDRESS WHERE THEY WILL BE PUBLICLY OPENED AND READ

BID DUE DATE: January 4, 2012

TIME: 11:00 AM

BUYER NAME: LUZ SANTANA

PHONE NO.: (201) 395-3449

FAX NO.: (201) 395-3425

EMAIL: LSANTANA@PANYNJ.GOV

01-06 2:11:51 RCVD

BIDDER INFORMATION

(TO BE COMPLETED BY THE BIDDER)

(PLEASE PRINT)

Gateway Security Inc.

(NAME OF BIDDING ENTITY)

604-608 Market Street

(ADDRESS)

Newark, NJ 07105

(CITY, STATE AND ZIP CODE)

Kurus J. Elavia, CEO

973-465-1239

(REPRESENTATIVE TO CONTACT-NAME & TITLE

(TELEPHONE)

(Ex. 1)

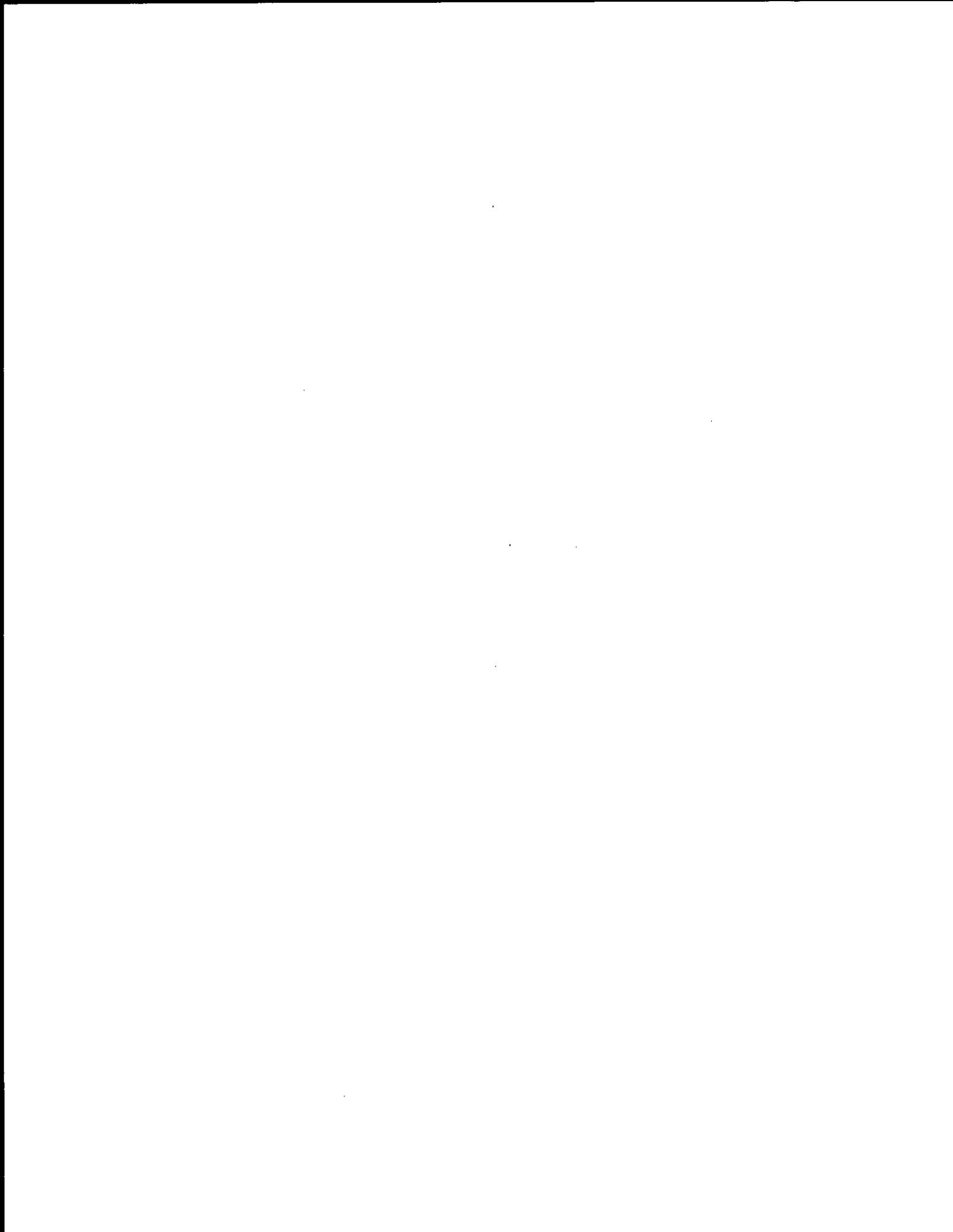
973-556-1771

(FEDERAL TAX I.D. NO.)

(FAX NO.)

BUSINESS CORPORATION PARTNERSHIP INDIVIDUAL

OTHER (SPECIFY): _____

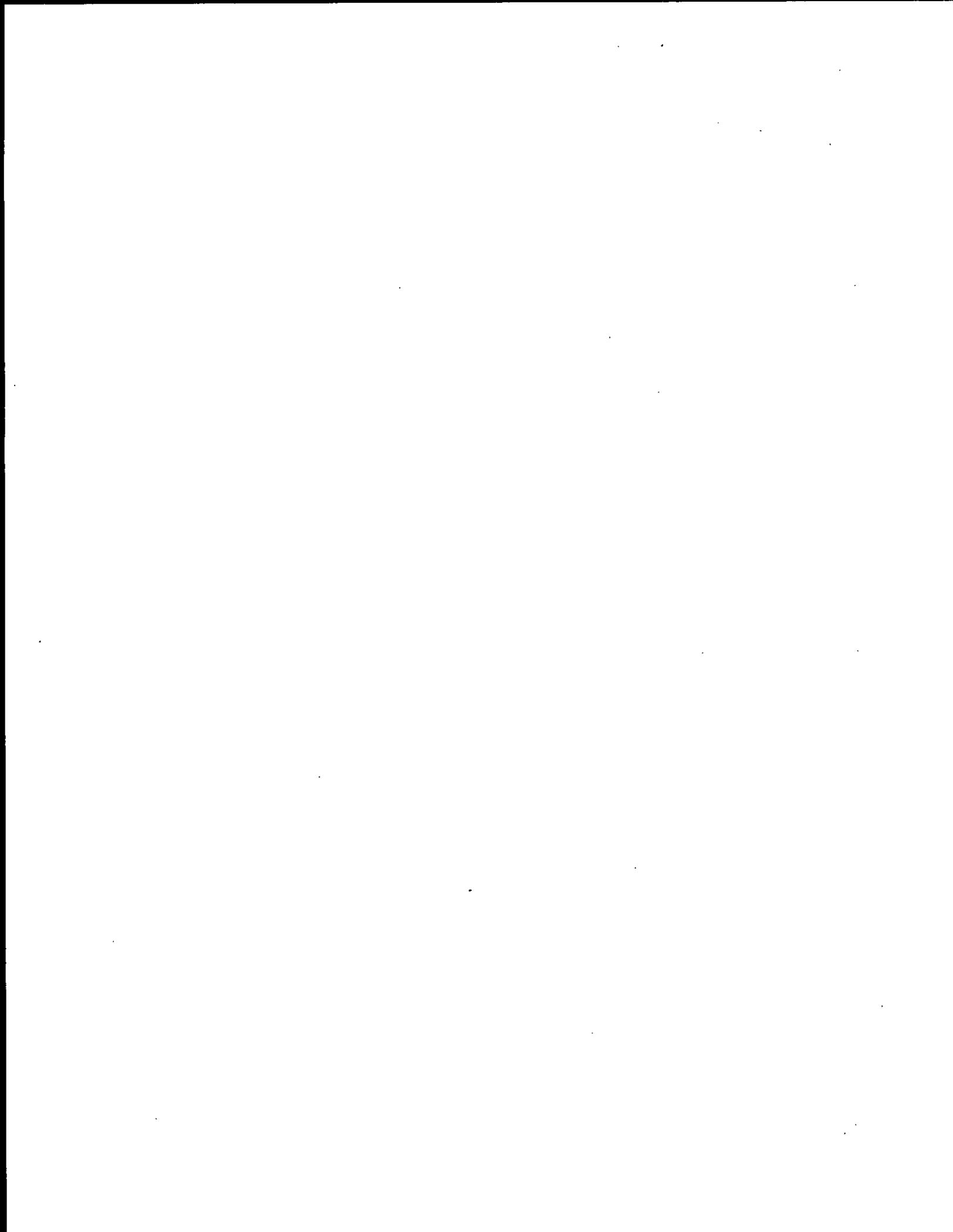


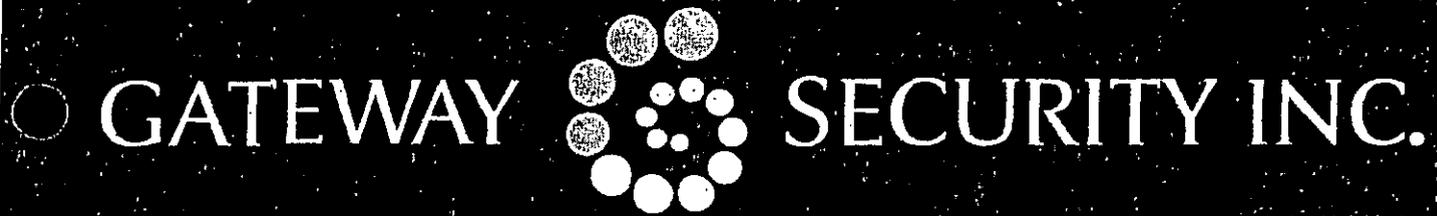


STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: GATEWAY SECURITY INC.
Trade Name:
Address: 604 MARKET ST
NEWARK, NJ 07105
Certificate Number: 0101995
Effective Date: June 29, 1979
Date of Issuance: November 13, 2009

For Office Use Only:
20091113145200873





11. SPECIFIC BIDDER'S PREREQUISITES

I, Kurus J. Elavia, Chief Executive Officer of Gateway Security Inc., certify that we demonstrate and comply with the following prerequisites conditions of this bid.

- A. Gateway Security Inc. is the **business partner** for this Taxi Dispatch Service contract and is currently meeting all obligations set forth by the Port Authority as regards to direct continuous experience in management and operation of taxi dispatch services and front-line customer service, customer information and assistance services on a face-to-face basis with the general public, on a 24 hour a day, 7 days a week basis. Gateway Security Inc's total experience in providing this service dates back to 2001 for a tenure of ten years of successful experience within this contract.
- B. We have achieved a **consistently high level of performance** within this contract over the past 9 years as demonstrated through internal company audits and Port Authority audits. Gateway's Dispatcher's have scored the highest percentile during JD Powers and Mystery Shopping Evaluations.
- C. Gateway Security Inc has earned gross revenues in excess of \$62,900,000 for the 2011 fiscal year. Further documentation may be obtained in the financial statement included in this section of the proposal.



12. ADDITIONAL SUBMITTAL REQUIREMENTS

- A. As the incumbent provider, Gateway has all of the information necessary to assure that all employees that currently perform in a similar role will continue to maintain seniority and will suffer no diminution of wage. It is expected that benefits currently provided, including vacations, holiday premium pay, sick and personal days, will continue.
- B. Gateway Security, Inc. is currently providing health benefits to all our full time employees.
- C. Calculation of Hourly Report Form is attached under Section 7.
- D. Calculation of Breakdown of Monthly Management Fee is attached under Section 8.
- E. Our M/WBE Participation Plan is attached under Section 10.

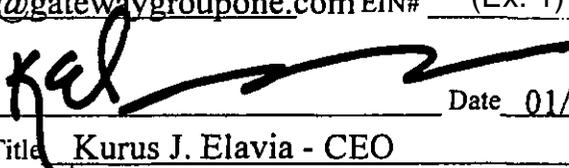
PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

1. SIGNATURE SHEET

OFFER: The undersigned offers and agrees to furnish to the Port Authority of New York and New Jersey the services and/or materials in compliance with all terms, conditions, specifications and addenda of the Contract. Signature also certifies understanding and compliance with the certification requirements of the standard terms and conditions as contained in the Standard Contract Terms and Conditions. This offer shall be irrevocable for 120 days after the date on which the Port Authority opens this bid.

ONLY THE COMPANY NAMED AS THE BIDDING ENTITY BELOW WILL RECEIVE PAYMENT. THIS MUST BE THE SAME NAMED COMPANY AS INDICATED ON THE COVER SHEET

Bidding Entity Gateway Security, Inc.
Bidder's Address 604-608 Market Street
City, State, Zip Newark, NJ 07105
Telephone No. 973-465-1239 FAX 973-556-1771
Email kjelavia@gatewaygroupone.com EIN# (Ex. 1)

SIGNATURE  Date 01/03/2012
Print Name and Title Kurus J. Elavia - CEO

01-06-12A11:51 RCVD

ACKNOWLEDGEMENT:

STATE OF: NEW JERSEY
COUNTY OF: ESSEX

On this 3 day of JANUARY, 2012, personally came before me, KURUS J. ELAVIA, who duly sworn by me, did depose that (s)he has knowledge of the matters herein stated and they are in all respects true and that (s)he has been authorized to execute the foregoing offer and statement of irrevocability on behalf of said corporation, partnership or firm.


LIGIA GONCALVES
NOTARY PUBLIC OF NEW JERSEY Notary Public
MY COMMISSION EXPIRES OCT. 2, 2013

NOTE: If a joint venture is bidding, duplicate this Signature Sheet and have each party to the joint venture sign separately and affix to the back of this Signature Sheet.

Bidder attention is called to the certification requirements contained in the Standard Contract Terms and Conditions, Part III. Indicate below if a signed, explanatory statement in connection with this section is attached hereto.

If certified by the Port Authority as an SBE or MWBE: _____ (indicate which one and date).

PART IV - 2
PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

2. NAME AND RESIDENCE OF PRINCIPALS SHEET

Names and Residence of Principals of Bidder. If general or limited partner, or individual, so indicate.

NAME	TITLE	ADDRESS OF RESIDENCE (Do not give business address)
Louis Dell'Ermo	Chairman	(Ex. 1)
Vivian Dell'Ermo	Company Secretary	(Ex. 1)
James Dell'Ermo	President	(Ex. 1)
Kurus J. Elavia	Chief Executive Officer	(Ex. 1)

01-06-12 11:51 RCVD

BID PRICING SHEETS - TAXI DISPATCH SERVICES - YEAR 1

		Estimated Annual Hours	Hourly Rate	Estimated Annual Charge
<u>I. Assistant Taxi Dispatcher</u>				
JFK	Full-Time	32,996	x \$ 28.18 (A1) = \$	929,827.28
	Part-Time	8,249	x \$ 24.51 (B1) = \$	202,182.99
JFK	Summer Employees	1,353	x \$ 20.20 (C1) = \$	27,330.60
<u>II. Taxi Dispatcher</u>				
PABT	Full-Time	6,716	x \$ 30.91 (D1) = \$	207,591.56
	Part-Time	1,679	x \$ 27.20 (E1) = \$	45,668.80
LGA	Full-Time	53,582	x \$ 30.91 (F1) = \$	1,656,219.62
	Part-Time	13,396	x \$ 27.20 (G1) = \$	364,371.20
EWR	Full-Time	70,080	x \$ 28.22 (H1) = \$	1,977,657.60
	Part-Time	17,520	x \$ 26.86 (I1) = \$	470,587.20
JFK	Full-Time	75,680	x \$ 30.91 (J1) = \$	2,339,268.80
	Part-Time	18,920	x \$ 27.20 (K1) = \$	514,624.00
JFK	Summer Employees	2,952	x \$ 20.20 (L1) = \$	59,630.40
<u>III. Lead Taxi Dispatcher</u>				
EWR	Full-Time	7,300	x \$ 31.30 (M1) = \$	228,490.00
<u>IV. Taxi Dispatch Supervisor*</u>				
EWR		11,680	x \$ 33.61 (N1) = \$	392,564.80
JFK		17,616	x \$ 34.28 (O1) = \$	603,876.48
LGA		11,046	x \$ 33.99 (P1) = \$	375,453.54

* For purposes of calculating cost, the Estimated Annual Hours listed for Taxi Dispatcher Supervisors includes 288 Estimated Annual Hours of Customer Care Training (12 months x 24 hours per month) to be conducted by the Contractor pursuant to Part V, Section 14 entitled Training Provided By the Contractor and Port Authority.

JFK Summer Employees are estimated for 123 days and are considered part time employees.

(Continued on next page)

BID PRICING SHEETS - TAXI DISPATCH SERVICES - YEAR 1

<u>V. Monthly Management Fee</u>	<u>Monthly Charge**</u>		<u>Estimated Total Annual Charge</u>
	\$ <u>92,640.04</u>	x 12 months (Q1)	= \$ <u>1,111,680.48</u>

<u>VI. Fleet Operating Charge***</u>			
<u>Monthly Op. Charge Per Vehicle</u>	Number of Vehicles	<u>Monthly Operating Charge</u>	
\$ <u>2,344.40</u>	<u>5</u>	\$ <u>11,722.00</u>	x 12 months = \$ <u>140,664.00</u>
(7 passenger)			
\$ <u>2,608.14</u>	<u>3</u>	\$ <u>7,824.42</u>	x 12 months = \$ <u>93,893.04</u>
(15 passenger)			

Estimated Total Annual Price for Year 1 = \$ 11,741,582.39 (VII)
(I)+(II)+(III)+(IV)+(V)+(VI)= (VII)

Please note: No direct reimbursement is provided in the Contract for, among other things, the Taxi Dispatch Manager, the Contractor Representative, office, clerical staff, drivers for posting employees, office supplies, telephone service, etc. and accordingly the Contractor should include these costs in its management fee.

***Note:** In computing the Hourly Rate in sections I through IV above, the Contractor is referred to Part V, Section 3 entitled Wages, Health and Supplemental Benefits, wherein certain Minimum Direct Hourly Wages and Benefits are specified. The Hourly Rate should be transposed from the Calculation of Hourly Rate Form for the corresponding Employee Category on the Pricing Sheet(s). Supplemental Benefits and Health benefits are not to be included in the Monthly Management Fee.

****Note:** These items subject but not limited to Contractor Representative salary, Management Representative salary, Assistant Management Representative Salary, office clerical staff, drivers for posting employees, office supplies, computer and telephone service. The bidder is encouraged to include these costs in its Management Fee. In computing, the Management Fee above, the Bidder is referred to Part IV, Section 3, Entitled Wages, Health and Supplemental Benefits. The Total Management Fee should be transposed from the Calculation Breakdown sheet on to the Pricing Sheet(s).

***** Per Part V, Section 21 of the Contract entitled Vehicular Transportation Services, fuel will be purchased and supplied by the Port Authority at JFK Airport only.**

The quantities set forth in the Pricing sheet are estimated only for purposes of Bid comparison. The Port Authority makes no representations as to what the actual quantities may be. The Contractor's compensation will be computed based solely on the actual services provided.

BID PRICING SHEETS - TAXI DISPATCH SERVICES - YEAR 2

		Estimated Annual Hours	Hourly Rate			Estimated Annual Charge
<u>I. Assistant Taxi Dispatcher</u>						
JFK	Full-Time	32,996	x	\$ 28.22	(A2) = \$	931,227.07
	Part-Time	8,249	x	\$ 24.55	(B2) = \$	202,512.95
JFK Summer Employees		1,353	x	\$ 20.45	(C2) = \$	27,668.85
<u>II. Taxi Dispatcher</u>						
PABT	Full-Time	6,716	x	\$ 31.16	(D2) = \$	209,286.83
	Part-Time	1,679	x	\$ 27.49	(E2) = \$	46,155.71
LGA	Full-Time	53,582	x	\$ 31.16	(F2) = \$	1,669,744.95
	Part-Time	13,396	x	\$ 27.49	(G2) = \$	368,256.04
EWR	Full-Time	70,080	x	\$ 28.43	(H2) = \$	1,992,128.78
	Part-Time	17,520	x	\$ 27.19	(I2) = \$	476,368.80
JFK	Full-Time	75,680	x	\$ 31.16	(J2) = \$	2,358,372.17
	Part-Time	18,920	x	\$ 27.49	(K2) = \$	520,110.80
JFK Summer Employees		2,952	x	\$ 20.45	(L2) = \$	60,368.40
<u>III. Lead Taxi Dispatcher</u>						
EWR	Full-Time	7,300	x	\$ 31.75	(M2) = \$	231,749.42
<u>IV. Taxi Dispatch Supervisor*</u>						
EWR		11,680	x	\$ 34.04	(N2) = \$	397,615.50
JFK		17,616	x	\$ 34.35	(O2) = \$	605,152.28
LGA		11,046	x	\$ 34.35	(P2) = \$	379,456.86

* For purposes of calculating cost, the Estimated Annual Hours listed for Taxi Dispatcher Supervisors includes 288 Estimated Annual Hours of Customer Care Training (12 months x 24 hours per month) to be conducted by the Contractor pursuant to Part V, Section 14 entitled Training Provided By the Contractor and Port Authority.

JFK Summer Employees are estimated for 123 days and are considered part time employees.

(Continued on next page)

PART IV - 7

BID PRICING SHEETS - TAXI DISPATCH SERVICES - YEAR 2

<u>V. Monthly Management Fee</u>	<u>Monthly Charge**</u>	<u>Estimated Total Annual Charge</u>
	\$ <u>93,202.41</u> x 12 months (Q2)	= \$ <u>1,118,428.92</u>

<u>VI. Fleet Operating Charge***</u>		
<u>Monthly Op. Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>
\$ <u>2,461.63</u> (7 passenger)	<u>5</u>	\$ <u>12,308.15</u> x 12 months = \$ <u>147,697.80</u>
\$ <u>2,738.54</u> (15 passenger)	<u>3</u>	\$ <u>8,215.62</u> x 12 months = \$ <u>98,587.44</u>

Estimated Total Annual Price for Year 1 = \$ 11,840,889.58 (VII)
(I)+(II)+(III)+(IV)+(V)+(VI)= (VII)

Please note: No direct reimbursement is provided in the Contract for, among other things, the Taxi Dispatch Manager, the Contractor Representative, office, clerical staff, drivers for posting employees, office supplies, telephone service, etc. and accordingly the Contractor should include these costs in its management fee.

***Note:** In computing the Hourly Rate in sections I through IV above, the Contractor is referred to Part V, Section 3 entitled Wages, Health and Supplemental Benefits, wherein certain Minimum Direct Hourly Wages and Benefits are specified. The Hourly Rate should be transposed from the Calculation of Hourly Rate Form for the corresponding Employee Category on the Pricing Sheet(s). Supplemental Benefits and Health benefits are not to be included in the Monthly Management Fee.

****Note:** These items subject but not limited to Contractor Representative salary, Management Representative salary, Assistant Management Representative Salary, office clerical staff, drivers for posting employees, office supplies, computer and telephone service. The bidder is encouraged to include these costs in its Management Fee. In computing, the Management Fee above, the Bidder is referred to Part IV, Section 3, Entitled Wages, Health and Supplemental Benefits. The Total Management Fee should be transposed from the Calculation Breakdown sheet on to the Pricing Sheet(s).

***** Per Part V, Section 2.1 of the Contract entitled Vehicular Transportation Services, fuel will be purchased and supplied by the Port Authority at JFK Airport only.**

The quantities set forth in the Pricing sheet are estimated only for purposes of Bid comparison. The Port Authority makes no representations as to what the actual quantities may be. The Contractor's compensation will be computed based solely on the actual services provided.

BID PRICING SHEETS - TAXI DISPATCH SERVICES - YEAR 3

		Estimated Annual Hours	Hourly Rate		Estimated Annual Charge
<u>I. Assistant Taxi Dispatcher</u>					
JFK	Full-Time	32,996	x \$ 29.13	(A3) = \$	961,313.63
	Part-Time	8,249	x \$ 24.68	(B3) = \$	203,585.32
JFK	Summer Employees	1,353	x \$ 20.66	(C3) = \$	27,952.98
<u>II. Taxi Dispatcher</u>					
PABT	Full-Time	6,716	x \$ 32.27	(D3) = \$	216,753.85
	Part-Time	1,679	x \$ 27.82	(E3) = \$	46,709.78
LGA	Full-Time	53,582	x \$ 32.27	(F3) = \$	1,729,318.72
	Part-Time	13,396	x \$ 27.82	(G3) = \$	372,676.72
EWR	Full-Time	70,080	x \$ 28.81	(H3) = \$	2,018,759.18
	Part-Time	17,520	x \$ 27.57	(I3) = \$	483,026.40
JFK	Full-Time	75,680	x \$ 32.27	(J3) = \$	2,442,515.04
	Part-Time	18,920	x \$ 27.82	(K3) = \$	526,354.40
JFK	Summer Employees	2,952	x \$ 20.66	(L3) = \$	60,988.32
<u>III. Lead Taxi Dispatcher</u>					
EWR	Full-Time	7,300	x \$ 32.18	(M3) = \$	234,888.42
<u>IV. Taxi Dispatch Supervisor*</u>					
EWR		11,680	x \$ 35.27	(N3) = \$	412,003.21
JFK		17,616	x \$ 35.53	(O3) = \$	625,971.30
LGA		11,046	x \$ 35.53	(P3) = \$	392,511.30

* For purposes of calculating cost, the Estimated Annual Hours listed for Taxi dispatcher Supervisors includes 288 Estimated Annual Hours of Customer Care Training (12 months x 24 hours per month) to be conducted by the Contractor pursuant to Part V, Section 14 entitled Training Provided By the Contractor and Port Authority.

JFK Summer Employees are estimated for 123 days and are considered part time employees.

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PART IV - 9

PART IV - SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 2/12/10 (PA/PATH)

BID PRICING SHEETS - TAXI DISPATCH SERVICES - YEAR 3

<u>V. Monthly Management Fee</u>	<u>Monthly Charge**</u>	<u>Estimated Total Annual Charge</u>
	\$ <u>93,770.66</u> x 12 months (Q3) =	\$ <u>1,125,247.92</u>

<u>VI. Fleet Operating Charge***</u>		
<u>Monthly Op. Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>
\$ <u>2,584.71</u> (7 passenger)	5	\$ <u>12,923.55</u> x 12 months = \$ <u>155,082.60</u>
\$ <u>2,875.47</u> (15 passenger)	3	\$ <u>8,626.41</u> x 12 months = \$ <u>103,516.92</u>

Estimated Total Annual Price for Year 1 = \$ 12,139,176.01 (VII)
(I)+(II)+(III)+(IV)+(V)+(VI)= (VII)

Please note: No direct reimbursement is provided in the Contract for, among other things, the Taxi Dispatch Manager, the Contractor Representative, office, clerical staff, drivers for posting employees, office supplies, telephone service, etc. and accordingly the Contractor should include these costs in its management fee.

*Note: In computing the Hourly Rate in sections I through IV above, the Contractor is referred to Part V, Section 3 entitled Wages, Health and Supplemental Benefits, wherein certain Minimum Direct Hourly Wages and Benefits are specified. The Hourly Rate should be transposed from the Calculation of Hourly Rate Form for the corresponding Employee Category on the Pricing Sheet(s). Supplemental Benefits and Health benefits are not to be included in the Monthly Management Fee.

**Note: These items subject but not limited to Contractor Representative salary, Management Representative salary, Assistant Management Representative Salary, office clerical staff, drivers for posting employees, office supplies, computer and telephone service. The bidder is encouraged to include these costs in its Management Fee. In computing, the Management Fee above, the Bidder is referred to Part IV, Section 3, Entitled Wages, Health and Supplemental Benefits. The Total Management Fee should be transposed from the Calculation Breakdown sheet on to the Pricing Sheet(s).

*** Per Part V, Section 21 of the Contract entitled Vehicular Transportation Services, fuel will be purchased and supplied by the Port Authority at JFK Airport only.

The quantities set forth in the Pricing sheet are estimated only for purposes of Bid comparison. The Port Authority makes no representations as to what the actual quantities may be. The Contractor's compensation will be computed based solely on the actual services provided.

- BID PRICING SHEETS - TAXI DISPATCH SERVICES - - SUMMARY

A. Year One - Estimated Total Annual Price	<u>\$ 11,741,582.39</u>
B. Year Two - Estimated Total Annual Price	<u>\$ 11,840,889.58</u>
C. Year Three - Estimated Total Annual Price	<u>\$ 12,139,176.01</u>
D. Years Four and Five - Estimated Total Price	<u>\$ 24,278,352.02</u>

(To get Year 4 and 5 pricing, multiply the Estimated Total for Year 3 times 2 =
Unadjusted prices for Years 4 & 5)*

* Note: Pricing for Year 4 and 5 are subject to CPI Adjustment in accordance with Part III,
Section 4 entitled Price Adjustment.

E. Total Estimated Five (5) Total Contract Price = (A + B + C + D = E)	<u>\$ 60,000,000.00</u>
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01-05-12 11:52 RCVD

4. CALCULATION OF HOURLY RATE FORM

INSTRUCTIONS FOR CALCULATION OF AVERAGE HOURLY RATE FORM

BIDDERS ARE NOT PERMITTED TO MODIFY THESE FORMS IN ANY WAY. THEY MUST BE SUBMITTED IN THE FORM AND FORMAT PROVIDED BY THE PORT AUTHORITY. BIDDERS ARE PERMITTED TO SUBMIT ADDITIONAL INFORMATION WHERE REQUESTED.

Attached are the "Calculation of Hourly Rate" forms for the enumerated positions under this Contract, for each year of the Base Term. A separate form is required for each employee category at each facility for each of the 3 years. The Bidder shall use these forms in support of the Wages, Health and Supplemental Benefits Clause required under this Contract. These forms shall comprise the basis for the Hourly Rates set forth on the Bid Pricing Sheet. The Total Hourly Rate quoted at the bottom of each Hourly Rate Form must match the amount on the Bid Pricing Sheet. When completing this form, please refer to the definitions located in the aforementioned clause.

A Bidder's entries in these forms for Item#1, Item#2 and Item #3 shall become requirements if the bid is accepted by the Port Authority and the Bidder must maintain the averages quoted at all times.

Nothing in the forms shall modify the requirements of the clause entitled, "Wages, Health and Supplemental Benefits" or the terms and conditions of the subject Contract.

Bidder's must add Items 1 through 5 to arrive at the Hourly Rate which will be billed to the Port Authority for the applicable position at the specified location. Failure to accurately transpose accurately the applicable Hourly Rate (the total of Items 1 through 5) onto the Pricing Sheet may result in your bid being deemed non-responsive.

5. MONTHLY MANAGEMENT FEE CALCULATION BREAKDOWN

The Monthly Management Fee Calculation Sheets shall include the estimated and known costs and components that comprise the Bidder's Monthly Management Fee. The categories included on the sheets are only suggestions and the Bidder should supplement where appropriate. The Port Authority will not provide additional compensation beyond what is submitted on the Bid Pricing Sheet(s) for items not included in the Management Fee Calculation Sheet. The Contractor is solely responsible for unforeseen and unexpected costs or increases in prices.

Taxi Dispatch Services at JFK, LGA, EWR & PABT
Calculator of Breakdown of Monthly Management Fee - Year 1

	Minimum Direct Salary	*Proposed Minimum Salary
LIST SALARIED POSITIONS:		
Assistant Management Representative (EWR)	\$ 56,100	\$ 56,100.00
Assistant Management Representative (JFK)	\$ 56,100	\$ 56,100.00
Assistant Management Representative (LGA/PABT)	\$ 56,100	\$ 56,100.00
Management Representative (EWR)	\$ 62,424	\$ 66,030.38
Management Representative (JFK)	\$ 62,424	\$ 62,424.00
Management Representative (LGA/PABT)	\$ 62,424	\$ 62,424.00
Contract Representative	\$ 90,000	\$ 90,000.00
Other Positions (Note what they are)		
Administrative Assistance (EWR)		\$ 40,276.00
Drivers - (EWR) - Hourly		\$ 87,052.50
Drivers - (JFK) - Hourly		\$ 168,630.00
Drivers - (LGA)		\$ 23,360.00
Insurance cost (Excluding Health)		\$ 18,805.34
Office Furniture		\$ 12,000.00
Telephone		\$ 7,200.00
Office Machines		\$ 1,500.00
Office Supplies		\$ 22,000.00
Other (Specify) <u>Wide area network/managed router costs</u>		\$ 27,600.00
<u>Group insurance</u>		\$ 155,338.50
<u>Office Cleaning</u>		\$ 9,000.00
<u>Payroll taxes</u>		\$ 89,739.78
Total ANNUAL Management Fee		\$ 1,111,680.50
Total Monthly Management Fee		\$ 92,640.04 (Q1)
(Total ANNUAL Management fee / 12 months - This amount should be transposed on to the Pricing sheets)		

** The Proposed Minimum Direct Salary must be at least the Minimum Direct Salary as required in the Wages Health and Supplemental benefits section located in Part V, Section 12 of this Contract included herein. If not stated by the Port Authority, then the contractor will make its own determination and submit accordingly.

NOTE: The Monthly Management Fees shall include all fixed costs billable to the Port Authority.

Taxi Dispatch Services at JFK, LGA, EWR & PABT
Calculation of Breakdown of Monthly Management Fee - Year 2

	Minimum Direct Salary	*Proposed Minimum Salary
LIST SALARIED POSITIONS:		
Assistant Management Representative (EWR)	\$ 56,855	\$ 56,855.00
Assistant Management Representative (JFK)	\$ 56,855	\$ 56,855.00
Assistant Management Representative (LGA/PABT)	\$ 56,855	\$ 56,855.00
Management Representative (EWR)	\$ 63,264	\$ 66,030.38
Management Representative (JFK)	\$ 63,264	\$ 63,264.00
Management Representative (LGA/PABT)	\$ 63,264	\$ 63,264.00
Contract Representative	\$ 91,211	\$ 91,211.00
Other Positions (Note what they are)		
Administrative Assistance (EWR)		\$ 40,360.94
Drivers - (EWR) - Hourly		\$ 87,052.50
Drivers - (JFK) - Hourly		\$ 168,630.00
Drivers - (LGA)		\$ 23,360.00
Insurance cost (Excluding Health)		\$ 19,057.53
Office Furniture		\$ 12,000.00
Telephone		\$ 7,200.00
Office Machines		\$ 1,500.00
Office Supplies		\$ 22,000.00
Other (Specify) <u>Wide area network/managed router costs</u>		\$ 27,600.00
<u>Group insurance</u>		\$ 155,338.50
<u>Office Cleaning</u>		\$ 9,000.00
<u>Payroll taxes</u>		\$ 90,995.04
Total ANNUAL Management Fee		\$ 1,118,428.89
Total Monthly Management Fee		\$ 93,202.41 (Q2)
(Total ANNUAL Management fee / 12 months - This amount should be transposed on to the Pricing sheets)		

** The Proposed Minimum Direct Salary must be at least the Minimum Direct Salary as required in the Wages Health and Supplemental benefits section located in Part V, Section 12 of this Contract included herein. If not stated by the Port Authority, then the contractor will make its own determination and submit accordingly.

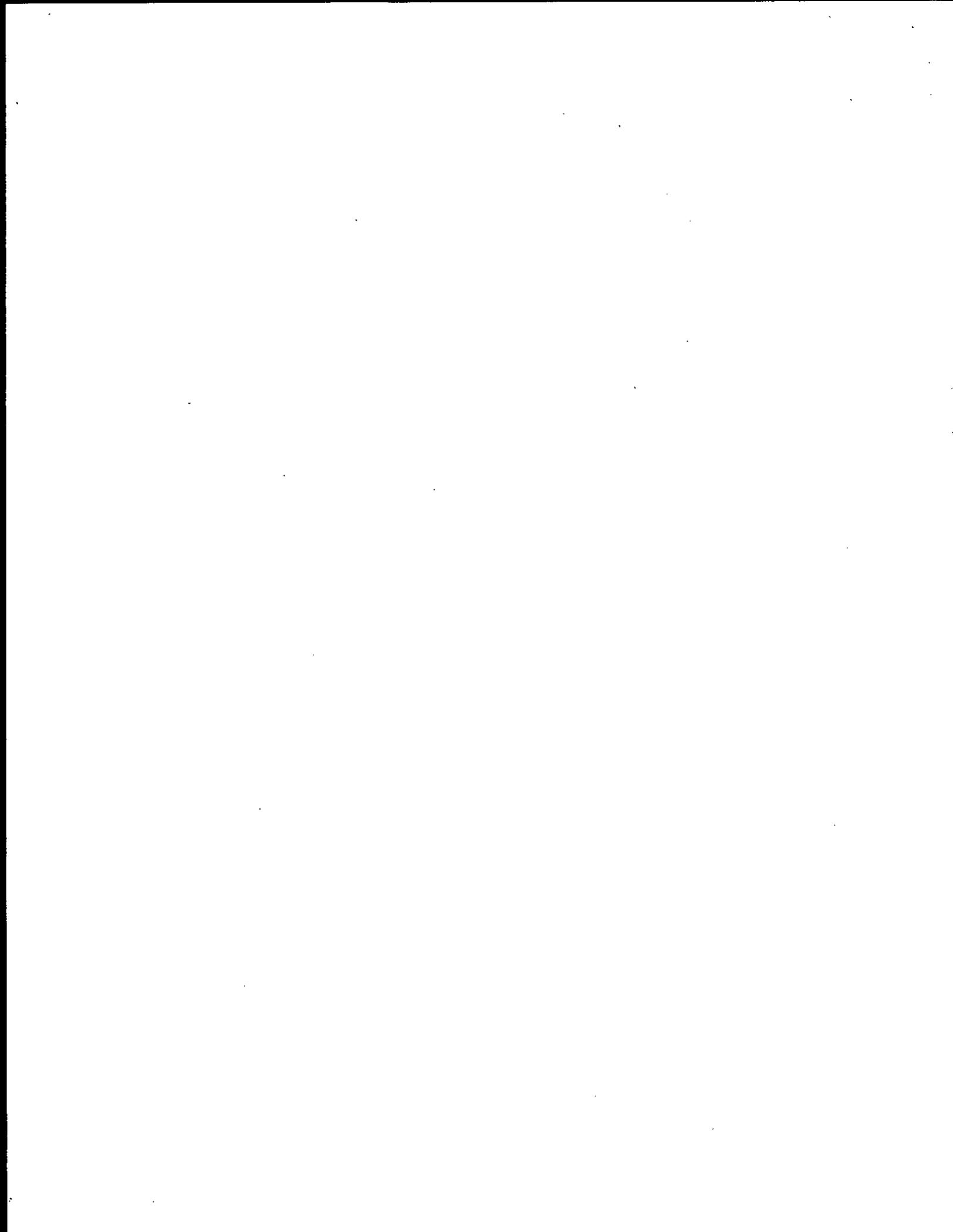
NOTE: The Monthly Management Fees shall include all fixed costs billable to the Port Authority.

Taxi Dispatch Services at JFK, LGA, EWR & PABT
Calculator of Breakdown of Monthly Management Fee - Year 3

	Minimum Direct Salary	*Proposed Minimum Salary
LIST SALARIED POSITIONS:		
Assistant Managemet Representative (EWR)	\$ 57,620	\$ 57,620.00
Assistant Managemet Representative (JFK)	\$ 57,620	\$ 57,620.00
Assistant Managemet Representative (LGA/PABT)	\$ 57,620	\$ 57,620.00
Management Representative (EWR)	\$ 64,115	\$ 66,030.38
Management Representative (JFK)	\$ 64,115	\$ 64,115.00
Management Representative (LGA/PABT)	\$ 64,115	\$ 64,115.00
Contract Representative	\$ 92,438	\$ 92,438.00
Other Positions (Note what they are)		
Administrative Assistance (EWR)		\$ 40,448.10
Drivers - (EWR) - Hourly		\$ 87,052.50
Drivers - (JFK) - Hourly		\$ 168,630.00
Drivers - (LGA)		\$ 23,360.00
Insurance cost (Excluding Health)		\$ 19,304.03
Office Furniture		\$ 12,000.00
Telephone		\$ 7,200.00
Office Machines		\$ 1,500.00
Office Supplies		\$ 22,000.00
Other (Specify) <u>Wide area network/managed router costs</u>		\$ 27,600.00
<u>Group insurance</u>		\$ 155,338.50
<u>Office Cleaning</u>		\$ 9,000.00
<u>Payroll taxes</u>		\$ 92,256.47
Total ANNUAL Management Fee		\$ 1,125,247.98
Total Monthly Management Fee		\$ 93,770.66 (Q3)
(Total ANNUAL Management fee / 12 months - This amount should be transposed on to the Pricing sheets)		

** The Proposed Minimum Direct Salary must be at least the Minimum Direct Salary as required in the Wages Health and Supplemental benefits section located in Part V, Section 12 of this Contract included herein. If not stated by the Port Authority, then the contractor will make its own determination and submit accordingly.

NOTE: The Monthly Management Fees shall include all fixed costs billable to the Port Authority.



ATTACHMENT I A - Certified Environmentally Preferable Products/Practices

Bidder Name: Gateway Security, Inc. Date: 01/03/2012

In line with the Port Authority's efforts to promote products and practices which reduce our impact on the environment and human health, Bidders are encouraged to provide information regarding their environmentally preferable/sustainable business practices as they relate to this contract wherever possible. Bidders are requested to complete this form and submit it with their response, if appropriate. Bidders are requested to submit appropriate documentation to support the items for which the Bidder indicates a "Yes" and present this documentation, in the proper sequence of this Attachment.

1. Packaging

Has the Bidder implemented any of the following environmental initiatives? (A checkmark indicates "Yes")

Use of corrugated materials that exceed the required minimum EPA recommended post-consumer recycled content

Use of other packaging materials that contain recycled content and are recyclable in most local programs
 Promotes waste prevention and source reduction by reducing the extent of the packaging and/or offering packaging take-back services, or shipping carton return

Reduces or eliminates materials which have been bleached with chlorine or chlorine derivatives
 Eliminates any packaging that may contain polyvinyl chloride (PVC), or polystyrene or heavy metals.

If yes, a description of the practices being followed should be include with the submission.

2. Business Practices / Operations / Manufacturing

Does the Bidder engage in practices that serve to reduce or minimize an impact to the environment, including, but not necessarily limited to, the following items? (A checkmark indicates "Yes")

Recycles materials in the warehouse or other operations
 Use of alternative fuel vehicles or vehicles equipped with diesel emission control devices for delivery or transportation purposes

Use of energy efficient office equipment or signage or the incorporation of green building design elements
 Use of recycled paper (that meets federal specifications) in their marketing and/or resource materials
 Other sustainable initiative

If yes, a description of the practices being followed should be included with the submission.

3. Training and Education

Does the Bidder conduct/offer a program to train or inform customers and employees of the environmental benefits of the products to be offered under this contract, and/or does the Bidder conduct environmental training of its own staff?

Yes No If yes, Bidder shall attach a description of the training offered and the specific criteria targeted by the training.

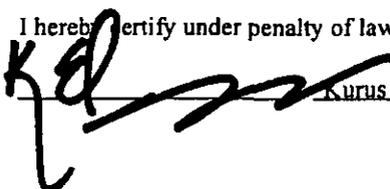
4. Certifications

Has the Bidder or any of its manufacturers and/or subcontractors obtained any of the following product / industry certifications? (A checkmark indicates "Yes")

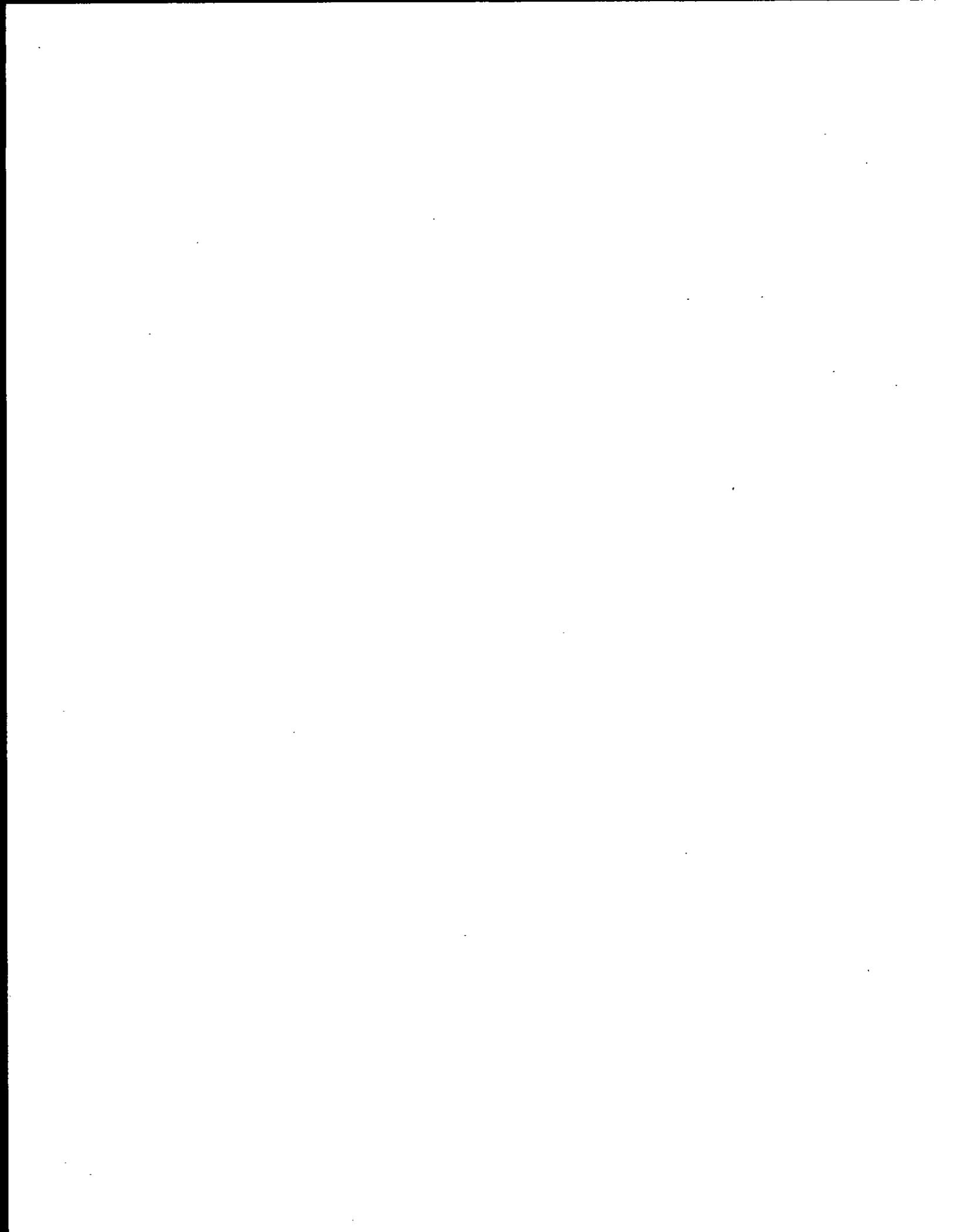
ISO 14000 or adopted some other equivalent environmental management system
 Other industry environmental standards (where applicable), such as the CERES principles, LEED Certification, C2C Protocol, Responsible Care Codes of Practice or other similar standards
 Third Party product certifications such as Green Seal, Scientific Certification Systems, Smartwood, etc.

If yes, Bidders should attach copies of the certificates obtained.

I hereby certify under penalty of law, the above statements are true and correct.

 Kurus J. Elavia Name

01/03/2012 Date



PROCUREMENT M/WBE PARTICIPATION PLAN

PA 3749B / 12-11

Office of Business Diversity and Civil Rights

NOTE: The Proposer/Bidder shall submit to the Manager, Line/Facility Dept. Form PA 3749C - MODIFIED PLAN for any changes to the original plan. I.e.; subcontractor, dollar amount or work performed. If more than 1 page is used, complete totals on last page.

PAGE: _____ OF _____

Purchase Order #:
Proposer/Bidder Name:

GATEWAY SECURITY, INC.

Contract Description: TAXI DISPATCH SERVICES AT JFK

LGA, EWR & PABT

Mailing Address:

604-608 MARKET STREET, NEWARK, NJ 07105

Contract Amount:

Telephone Number: 973-465-8006

Contract Goals:

MBE _____ WBE _____

Name, Address, Phone Number of PA Certified M/WBE subcontractor (including name of contact person)	Indicate MBE or WBE	Description of Work, Services to be provided. Where applicable, specify, "supply" or "install" or both "supply" and "install."	Anticipated date work will start and finish	Approximate \$ amount of M/WBE Subcontract	M/WBE % of Total Contract Amount
CUSTOMER SERVICE EXPERTS, INC. 2901 RIVA TRACE PKWY, SUITE 100 ANNAPOLIS, MD 21401	WBE	MYSTERY SHOPPING SERVICES AT ALL LOCATIONS	MAR 2012 DEC 2012	\$ 3,600	
BANKER MEDIA GROUP, LLC 200 MIDDLESEX ESSEX TPKE SUITE #306H ISELIN, NJ 08830	M/WBE	PRINTED MATERIALS & CONSULTING SERVICES	MAR 2012 DEC 2012	\$ 10,000	
* BECNELS UNIFORMS 758 S. SAN PEDRO STREET LOS ANGELES, CA 90014-2419	M/WBE	UNIFORMS	MAR 2012 DEC 2012	\$ 120,000	
TOTAL:					

* STATE APPROVED; PORT AUTHORITY CERTIFICATION PENDING

Signature of Contractor:



Print Name: Kurus J. Elavia

Title: Chief Executive Officer

Date: 01/03/2012

FOR OBDCR USE ONLY

Contract Goals: Approved Waived Rejected

Reviewed by: _____

OBDCR Business Development Representative

Print Name: _____ Date: _____

INSTRUCTIONS

PROPOSER INSTRUCTIONS: In accordance with Section 6. MWBE Subcontracting Provisions, the proposer shall submit this form as the MWBE Participation Plan and/or good faith documentation as part of Section 8. Proposal Submission Requirements.

BIDDER INSTRUCTIONS: In accordance with Part 1, Section 17 of the contract book, the bidder shall submit this form as the MWBE Participation Plan and/or best efforts documentation with their bid to the Procurement Department.

MANAGER/DESIGNEE INSTRUCTIONS: After a review of the submitted MWBE Participation plan, forward to the Office of Business Diversity and Civil Rights via fax at (212) 435-7828 or PAD to 233PAS 4th Floor for review and approval. Approved/waived/rejected plan will be returned within 5 business days of receipt of this document. Manager/Designee will advise vendor of the results of the MWBE Participation Plan review.