



EES Security LLC.

22600 Savi Ranch Pkwy

Yorba Linda, CA 92886

Office: 714-283-2766 Fax: 714-616-5473

Private Patrol Officer License # 16122

Security Proposal for Los Angeles Police Department Security Patrol Services

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**Executive Event Services LLC.
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Yorba Linda, CA 92886
Office: 714-283-2766 Fax: 714-616-5473**

July 21, 2015

To whom it may concern,

On behalf of Executive Event Services, I would personally like to thank the City of Los Angeles for the opportunity to present our company to you. We are very hopeful for the award and I believe the best choice to perform the duties required and offer a higher quality of security guard services that will focus on diligently monitoring and keeping the city properties safe and secure for the working staff and all concerned with the City of Los Angeles.

With our experience and history of managing other California city programs, properties, and commercial organizations, our management team believes that we would be an excellent vendor of choice. As your team gets to know us better, we hope that you will see the emphasis that EES has made on providing personable security guards trained and experienced, that value both their post responsibilities and customer service. EES fully understands the value of representing the City of Los Angeles in a professional and courteous manner on a daily basis throughout the year.

Over the past 11 years, EES has gained an unparalleled reputation for providing the best personalized service in the industry. Our philosophy of striving for continual excellence has given us the opportunity to build strong relationships with the cities of Newport Beach, Long Beach, Huntington Beach, Monterey, Anaheim, and San Diego. We have also performed an integral role in the planning and development of special events associated with professional golf, tennis, surfing, cycling, and major marathons. Each one of our client references will substantiate the fundamental qualities of honesty and moral integrity that are essential to our operating philosophy.

We at Executive Event Services understand the potential of this contract and if awarded, I will be the main point of contact and responsible for all documentation. All references provided in this proposal have been contacted and are aware their inclusion. We have excluded no items in this proposal and appreciate the opportunity to do business with the City of Los Angeles.

Sincerely,

Jake Mahan



President, Executive Event Services
jmahan@eesnation.com

Our Mission

Executive Event Services is dedicated to contributing to the success and safety of our client's venues and property in an intelligent and creative manner while always maintaining a skillful and distinguished presence.

Work Experience

Executive Event Services was established in 2004 with the sole intention of providing a safe environment for our clients with a strong emphasis on customer service and reliability. This has allowed the company to gain extensive experience in managing the security, event staffing, and parking management at multiple special events, city facilities, and major venues throughout California.

Over the past 11 years, EES has gained an unparalleled reputation for providing the best personalized service in the industry. This success has been achieved by providing superior supervision, requiring the proper credentials for all of our personnel, and continually offering training courses for continued security education taught in house by our company proprietor Nick Mahan. Our management team has a strong background in law enforcement, business management, and specialized event consulting. Our philosophy of striving for continual excellence has given us the opportunity to build strong relationships with various cities nationwide and operators of major venues including professional baseball, soccer, college football, arenas, fairs, and convention centers. We have also played an integral role in the planning and development of special events including professional golf, tennis, surfing, cycling, NASCAR, marathons, and music festivals.

Our reputation with the US Open of Surfing in Huntington Beach led to an opportunity with the city and we developed the first beach patrol and ambassador service which we customized with the Huntington Police Department. The beach areas have since thrived and have seen an overall lower rate in crime and petty theft. We are currently the preferred vendor for security in the Huntington Beach area and have had the city's July 4th parade and firework show as one of our annual events.

In the month of September of 2014, Executive Event Services was awarded the contract for security services for the city of Newport Beach. It is a three year contract with a two year extension that includes all city wide event facilities and beach patrols.

Our Newport Beach and Huntington Beach contracts along with all dealings with the city are handled by Jake and Nick Mahan who is the company proprietor.

Key Personnel

If EES is fortunate enough to be awarded the contract with the City of Los Angeles, our top three supervisors will be responsible for operations. They are company founder Nick Mahan, company president Jacob Mahan, and VP of Operations Bobby Slater. All of our company supervisors are California State certified with additional certifications of fire arms, baton, tear gas, pepper spray, CPR, and first aid.

1. Nick Mahan is the founder of EES and has worked in the security field for over 37 years. His experience as a peace officer allowed him valuable experience and a deep passion for the security industry. That knowledge led to managing and consulting for major events and venues to becoming the proprietor of Executive Event Services. Nick is a natural and has a remarkable personality. His powers of observation and years in the field allow him to seamlessly create and design venues security and safety plans while also being able to acknowledge and make the appropriate adjustments during the event. This expertise is a very valuable resource for training and leading the direction of Executive Event Services team. Nick has high expectations for himself and everyone that works for him and it's reflected in our daily operations. With this direction, Executive Event Services has become a quality based organization with great integrity, values, and morals.
2. Jacob Mahan is the president of EES and has been working in the security field for over 14 years. He has worked every position from the ground up and he has gained valuable experience that propelled him to his management position. Jake has helped install the training and philosophy of Executive Event Services into each and every one of its employees. He understands the importance of superior supervision management, and how it contributes to the safety and success of each and every event. Jake's hands on experience in the field is unsurpassed and he thrives in an active environment. His leadership and ongoing success with the US Open of Surfing has led the company in multiple acquisitions across California in the sporting event industry by word of mouth alone. The references and accolades of the director of the US Open have allowed EES to acquire the ASICS LA Marathon in 2015, and our partnership with the City of Huntington Beach has allowed us to develop and implement the Ambassador Program which is currently in place today.
3. Bobby Slater is the VP of sales and operations. He started in 2002 by working as an event staffing agent at many of the beach and tennis events. Over the last 11 years he has worked his way up in the company by becoming an event supervisor, and helping with the training of new employees. He has now become an integral part of the management team handling new business development and managing the operations of many events. Bobby graduated from Biola University with a Bachelor of Science degree in Business Administration. In 2012, Bobby added to his event management experience working as an operations consultant for the Democratic National Convention in Charlotte and also for the NBA China Games in Beijing and Shanghai.

References and Relevant Security Management Experience

Listed below is a select grouping of the clients that we have provided security, event staffing, and parking management services. The purpose of this is to show the wide variety of clients that EES has worked for, but more importantly, the relevant experience EES has managing events and city facilities of similar size and scope that would be required for the City of Los Angeles. Next to each client you will find an explanation including the type of security that was provided and also an estimate of our staffing levels and number patrons in attendance. All references listed have been contacted recently and are aware of our intent to bid with the City of Los Angeles.

The City of Newport Beach

100 Civic Center Drive | Newport Beach, CA 92660
Lieutenant Tom Fishbachker
City of Newport Beach | Office of Management & Budget
949.644.3740

EES won the state wide issued RFP for the patrol and security services for the City of Newport Beach in 2014. We currently employ a full time staff for beach patrol, parking, city run event facilities, and surrounding areas. Our reputation from security operations at the Newport Jazz Festival was an influential part in winning this bid. The festival is the largest jazz festival next to the Monterey Jazz Fest which we also handle in our contract with the Monterey Fairgrounds.

July 4th Huntington Beach Parade/Marathon/Fireworks Show

2000 Main Street | Huntington Beach, CA 92648
714-642-9243 | krodriquez@hbpd.org
Kelly Rodriguez, Lieutenant HBPD
Huntington Beach Police Department

Over the last 6 years the City of Huntington Beach and the Huntington Beach Police Department have completely outsourced all of their traffic control and parking management for the 4th of July Parade and Marathon. EES has been able to provide the city with 150 staff that starts at 4am. These staff and supervisors are responsible for all of the street closures, direction of the general public, management of parking lots, and the direction of traffic over a 5-mile radius throughout the downtown area of Huntington Beach. Lieutenant Rodriguez was contacted concerning this on 7/21/2015 and is aware that she is being used as a reference and welcomes the City of Los Angeles to contact her on our behalf.



Monterey County Fairgrounds

2004 Fairground Road Monterey, CA 93940

Allison Edwards

Operations Manager

(831) 372-5863

Allison@montereycountyfair.com

EES won the statewide RFP issued by the Monterey County Fairgrounds in early 2014 and are responsible for the security services for all of the concerts and daily activities of the venue. The Monterey Jazz Festival is the largest jazz event in the nation and one of the many concerts held at this venue. We also oversee all parking and security operations of the Monterey County Fair.


Farmers Insurance Open PGA Tour Event at Torrey Pines

Farmers Insurance Open a PGA Tour Event

9404 Genesee, Suite 310 | La Jolla, CA 92037

Andrew Harmatys Director of Operations

858-886-4653 ext. 114 | aharmatys@centuryclubsd.org




EES is proud to have signed a new 5 year contract that will be starting on February 5, 2015 to be the security and event staffing vendor for this prestigious PGA tour event in La Jolla. For this tournament, EES will be providing over 225 security staff for 24/7 surveillance during the 10 days of the event. EES will be responsible for managing all of the bag check, VIP hospitality suite security, on-course security, overnight security, player security, and credential check. This year's event is expected to have a crowd estimation of 160,000 for the week long tournament. With this event being on a national stage, we have taken the best of our best to provide top notch service. Andrew was contacted on 7/21/2015 and is aware that the City of Los Angeles will be contacting him for information on his company and our performance.

ZVK Corporation

Peter Mellos

858.775.4246 Work

pmellos_zvkcorp@hotmail.com



EES is the sole provider for security and parking lot management for the ZVK Corporation managed by Peter Mellos. We currently employ a full time staff for daily surveillance of the shopping mall and surrounding parking lots in San Diego. This contract was implemented in June of 2014 and we are currently the operating incumbent. Peter Mellos is aware of his reference and understands that he will be contacted concerning our performance.

US Open of Surfing

2049 Century Park East, Suite 2460
Los Angeles, CA 90067
James Leitz
Vice President, IMG Action Sport
(424) 653-1900 (office)
(424) 653-1676 (fax)
James.leitz@imgworld.com

The US Open of Surfing has grown to become one of the largest outdoor events in the United States drawing over 500,000 people to Huntington Beach, CA during the 10 day event. Over the last couple years IMG & Nike have produced concerts at the venue built on the beach which averaged around 20,000 attendees each day with the final day drawing an estimated 50,000 attendees. These concerts included bands such as Weezer, Jimmy Eat World, Switchfoot, & MGMT. This event includes surfing, skating, BMX, and a large outdoor concert venue. During the 2012 event, EES employed over 250 security and event staff working in many different capacities ranging from VIP Suite credential check, athlete and VIP escorts, greeters, parking management, crowd control, concert stage and venue security, and overnight security. EES has been working with VP James Leitz for over 15 years. James oversees and manages the IMG Action Sports Division and the Nike US Open of Surfing in Huntington Beach each year. EES has been the security provider for this event for over 13 years. James was contacted concerning this on 7/21/2015 and is aware that he is being used as a reference and welcomes the City of Los Angeles to contact him on our behalf.

Anime Expo at the LACC

1733 S. Douglass Road, Suite F
Anaheim, CA 92806
Matthew Thomas
Director of Operations, Anime Expo
(714) 937-2994 (office)
(818) 381-2085 (mobile)
matthewthomas@spja.org

The Anime Expo is a 4 day event during the first week of July that is held throughout the entire Los Angeles Convention Center. In 2014, this event drew more than 225,000 people during the 4 days. The EES security staff was responsible for checking credentials at certain access areas, securing all entrances to the building, VIP escorts (including the Mayor), managing the line control, and overnight security of the building. EES has been working with Matt for the past three years as the security provider for the Anime Expo held at the Los Angeles Convention Center. Mathew was contacted concerning this on 7/21/2015 and is aware that he is being used as a reference and welcomes the City of Los Angeles to contact him on our behalf.

Qualifications and Personnel Requirements

Our corporate staff of 25 is comprised of seasoned professionals from law enforcement, customer service, and event production. With these resources in place and our consistent approach, we have built and maintained a solid corporate foundation and increased our annual sales from 1.5 million in 2012, to 1.7 million in 2013, and then 2.5 million in 2014. We attribute our success to the clients and relationships we have maintained through an honest work ethic and professionalism. EES has never been sued nor had any pending lawsuits against.

Our reputation for outstanding customer service and our continued success with the Newport Beach Jazz Festival at the Hyatt Regency has opened the door and allowed us to expand our brand into the commercial side of personalized security. EES is currently in a multiyear contract and the preferred vendor for the City of Newport Beach.

Locally, in the Los Angeles county area, we've just added 136 security guards, event staff, and traffic control professionals that can be contacted for immediate deployment. EES is the current security provider for the ASICS LA Marathon which required us to bring in additional specialized staff due to the terrorist attacks in Boston. We acquired this account through our contacts with the US Open of Surfing which is held annually in Huntington Beach and has over 500,000 visitors. We have a close relationship with the city and are proud to be the security provider for the Huntington Beach Downtown Ambassador Program which was started in July 2014 and is a multi-year contract that has been put in place by the city to keep the beaches and surrounding areas under constant surveillance. Please check out the link to read more concerning this award EES contract at :

<http://behindthebadgeoc.com/cities/hbpd/downtown-ambassadors-to-focus-on-safety-and-hospitality>

EES is also proud to be the patrol service for the new Wilshire Grand Center construction site in downtown Los Angeles which is due to be complete in 2017. We currently staff a 24 -7 watch during the destruction of the old building and the building of the new which will be a landmark and largest building in the Los Angeles skyline. We have had a solid relationship with Turner Construction and have several construction sites throughout California that we patrol.

With our combined management and security instruction history, the upper management of EES would be directly responsible for the hiring, training, scheduling, and operations of the staff reporting to the Los Angeles Police Department. We would implement our current strategy of scheduling and account review we use for the City of Huntington Beach which requires a constant vigilance of the streets, beaches, event venues, and local businesses giving special detail to the character of the guards to ensure consistent quality customer service on a daily basis throughout the year. Upon award of our contract, we pull from our list of guards that are fully accredited with current California State issued guard cards which are closely monitored by our human resources staff to insure their validity.

All of the guards employed by EES must go through background checks, physical examinations, and initial drug and alcohol screening. All active guards are equipped with flashlights, two-way radios, cell phones, uniforms, and other related supplies and equipment. We do our best to assure that anyone that we employ is of strong moral character and reliability since reliability and honesty are keys to insuring our success as a company. We also have a strong screening program that insures that we check references and former employers before assigning a post. None of our clients are exactly the same; therefore we strive to provide and cover all of the necessary requirements needed and implement anything that our clients deem necessary for us to incorporate to assure quality guards and a satisfied client relationship.

EES also practices quality assessment reviews on all guards at each of our accounts on a weekly basis to assure quality service. These drop-in reviews are recorded and reported back to management for detailed account history and guard performance reviews. EES is an equal opportunity employer. We at EES take special consideration in the guards we assign when staffing a new account; therefore we strive to have a diverse workforce to represent our brand regardless of age, race, disabilities, sex, or origin.

Supervision is the key to our success. For that reason, we are highly selective when it comes to our supervisors. All of our supervisors have had at minimum 6 months of on-site training and have shown the ability to lead a crew and work with the client in the highest manner expected by EES. The City of Los Angeles and the main contacts of the LAPD will be in direct contact with our president Jake Mahan as well as the day to day operation manager Bobby Slater.

EES employs 4,000 + security officers and event staffing employees throughout the US with a strong base in southern California. We will be able to meet all needs of the LAPD on a 24 hour, 365 day a year basis. We hold several hiring workshops throughout the year depending on the needs of the region. EES is the perfect size in that we aren't as large as a nationwide company that primarily focuses on multiple large venues and leaves out a personal touch with the client. But we are also large enough to have an impressive resume of diverse clients that shows our ability to handle a wide range of events, state run institutions, and commercial real estate holdings.

Our pricing will reflect our desire to compete with the smaller companies without underselling our brand. EES does not wish to entertain nor enter into contracts with clients where we think that there is a preference to award the lowest bidder. We will never win and do not wish to compete in that manner. Our company's integrity and mission are to provide quality service and that requires that we obtain the correct employees for the job who we are willing to pay a fair living wage for southern California. When we share that attitude with our new hires, they appreciate it and it's reflected in their work thus creating less turnover and loyalty to our company. That mentality will be reflected in our day to day operations and show the LAPD that we are committed to giving the best possible service to the city.

Executive Event Services fully understands that the company's personnel are the direct product and service that we are selling and offering to our clients. For this reason, we make it a strong priority to use multiple avenues in the recruitment of new personnel. Currently EES has partnerships with over 15 local

colleges, local veterans affairs' offices, and 7 churches from which we have been able to recruit high character and friendly staff to mold into effective EES security staff. We also use multiple online sites to advertise in the recruitment of individuals.

Prior to the hiring of any Executive Event Services employee we ensure that they already possess a current CA Guard Card or are in process to obtain one. Possessing a CA guard card ensures that this individual has cleared a background check through the DOJ in CA. In addition, prior to being hired, all potential EES employees are placed through an additional background check through Smart Scan & National Sex Offender registry. This is a multi-jurisdictional criminal history database which contains more than 350 million records. Jurisdictions searched include traffic courts, superior and circuit courts, administrative office of the court (AOC), Department of Corrections (DOC), state sex offender registries (SOR), and terrorist watch list (OFAC) records. Inclusion of these national, state, and county level jurisdictions in the database vary by state and county. Lastly, all potential hires must also pass a drug test that is administered by one of the approved EES facilities.

The list of current requirements that all applicants must meet prior to being hired is:

- Minimum 18 years of age
- Able to lift a minimum of 50 pounds
- Fluently speak, write, and read the English language
- High School Diploma or GED
- US citizen or authorized to work in US
- No current employment with any conflicting firms
- Proof of reliable transportation

Cost Breakdown

The following list is a complete cost breakdown of the requested patrol services requires by the LAPD. All prices are for a flat 8 hour shift. Overtime and holidays are to be considered at time and a half. EES will use Trackforce web portal management system technology for all reporting and site watch. <http://www.trackforce.com/> All monthly reports and site incidents are immediately tracked and can verify scheduling, training, authorized posts, guard licenses and permits, officer arrival and departure in real-time, field supervision tracking and billing rates as required by the LAPD. The pricing below reflects foot and bicycle patrol except where otherwise noted in vehicle.

Unarmed security officer.....	\$ 23.00
Unarmed security officer PC832.....	\$ 25.00
Armed security officer.....	\$ 30.00
Armed security PC832.....	\$ 32.00
Professional security officer.....	\$ 28.00
Post commander.....	\$ 30.00
Field supervisor.....	\$ 38.00
Unarmed vehicle patrol.....	\$ 25.00
Armed vehicle patrol.....	\$ 32.00

Completed and Required Forms

On the following pages you will find all of the forms that were listed in the RFP completed and signed for by our company president Jake Mahan. He will be our main contact at EES that can handle all inquiries and assist with any questions pertaining to the bidding process. Jake, along with Bobby Slater and Nick Mahan are available 24/7 and can be reached through our company phone number listed.

We have also included our company financials for review.

There is no there is no other information we wish to present. Thank you for the opportunity and we are looking forward to hearing back and a possible future with the City of Los Angeles.

PROPOSER WORKFORCE INFORMATION

Proposer's Name (legal name of entity): EXECUTIVE EVENT SERVICES LLC.

Headquarters of Firm (Street Address): 22600 SANI RANCH PKWY

City: YORBA LINDA State: CA Zip Code: 92807

Contact Person: JACK MAHAN Email: JMAHAN@EESNATION.COM

Telephone: 714-283-2766 Fax: 714-616-5473

Total Workforce: 400+

Address of any Branch Office(s) Located Within the City of Los Angeles: _____

515 SOUTH FLOWER ST
36TH FLOOR
LOS ANGELES, CA 90071

Workforce in Each Los Angeles Branch Office(s): 150

Percentage of Workforce in Each Los Angeles Branch Office(s) Residing in the City of Los Angeles: 40%

Total Workforce Residing in the City of Los Angeles: 150

Percentage of Total Workforce Residing in the City of Los Angeles: 40%