



Legislation Details (With Text)

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On agenda:	3/3/2025	Final action:	
Title:	Award of Contract for Security Services - Authorize the City Manager to enter into a contract for security services for Transit, Parks and Facilities, and the Convention Center to Val Security Incorporated, for an initial term of one (1) year with four (4) one-year extensions at the option of the City not to exceed \$470,000 in year one with allowances for annual CPI increases in years 2 through 5.		
Sponsors:			
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Attachments:	1. RFB No. 23-24-41, 2. RFB No. 23-24-41 - Addendum No. 1, 3. RFB No. 23-24-41 - Addendum No. 2, 4. EXHIBIT D-1: Scope of Services - Transit Division, 5. EXHIBIT D-2: Scope of Services - Parking Structures, 6. EXHIBIT D-3: Transit Center Rules		

Date	Ver.	Action By	Action	Result
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Agenda Item Wording:

Award of Contract for Security Services - Authorize the City Manager to enter into a contract for security services for Transit, Parks and Facilities, and the Convention Center to Val Security Incorporated, for an initial term of one (1) year with four (4) one-year extensions at the option of the City not to exceed \$470,000 in year one with allowances for annual CPI increases in years 2 through 5.

Deadline for Action: 3/3/2025

Submitting Department: Administration - Transit Division

Contact Name and Phone Number:

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Department Recommendation:

Authorize the City Manager to award a contract for security services to Val Security Incorporated from Vallejo, CA, providing regularly scheduled security services for the Transit Division, the Convention Center Division and the Parks and Facilities Division Downtown parking structures.

Background Discussion:

Staff conducted a competitive Request for Bids (RFB) process (RFB No. 23-24-41 attached) for security services at the Transit Center and Downtown parking structures and Convention Center.

There were eighteen (18) responsive bids received, with Val Security submitting the lowest bid. The structure of the hourly rate is made up of three separate rates with \$19.98 being the individual base rate for each of the divisions. The responses are as follows:

Bidder's Name	Location	Total bid Amount
Val Security	Vallejo, CA	\$59.94
Sky Power Secure Solutions	Gardena, CA	\$65.65
Access Control Security	Chatsworth, CA	\$66.00
Bravo Security Services	Sacramento, CA	\$69.00
American Global Security	Chatsworth, CA	\$69.47
Unified Protective Services	Hawthorne, CA	\$70.87
Brapga Security Systems	West Covina, CA	\$71.55
Citiguard	West Hills, CA	\$72.00
iGuard Protective Services-	Hollywood, CA	\$72.50
Allite Patrol and Security Services	Reseda, CA	\$74.64
Triumph Protection	Vacaville, CA	\$78.00
Galga Security Services	Fresno, CA	\$85.50
Peralta Associates & Defense	Whittier, CA	\$86.00
Allied Universal Protection Services	Fresno, CA	\$92.08
St. George Private Security	Clovis, CA	\$100.44
Vigilant Private Security	Fresno, CA	\$105.37
Kappia Security	Sacramento, CA	\$135.00
Security Services Northwest	Sequin, WA	\$165.00

Transit

The Transit Division has maintained a security services contract for many years, the most recent contract with Falcon Security which was implemented in April 2019 and expired in 2024. The contract continued on a month-to-month basis until the RFB was released to the public. Transit has made some changes from the previous contract, with the most significant change being to the hours that security will be on Transit Center property and the adjacent Administration building.

In recent years, Transit has seen a rise in incidents, theft, and vandalism of the Transit Center and adjacent Administration building, which is also owned by Transit and secured by the security contract. Given the rise in incidents, the decision has been made to contract security services on Transit

property on a 24 hours/7 days per week basis. Another change is the additional requirement of security guards to utilize the Transit Radio Frequency Identification (RFID) security probe system which will require the guards to follow a path with a probe device at least once per hour around the Transit Center and Administration building properties. Guards will use the probe device to tap the RFID tags in various locations on the properties, and that data will be transmitted to a report. This will allow Transit staff to ensure that guards are patrolling both properties at least once per hour.

This cost aligns closely to what Transit is currently paying for both daytime and nighttime security services. The breakdown of the Transit Center guard cost is as follows:

	Transit Center hourly rate	1 guard 24 hours	2nd guard 16 hours	Total
Hourly rate	\$19.98	\$479.52	\$319.68	
Weekdays	261	\$125,154.72	\$83,436.48	\$208,591.20
Weekends	104	\$49,870.08	\$33,246.72	\$83,116.80
			Total Annually	\$291,708.00

Parks and Facilities - Parking Structures

The Parks and Facilities Division oversees the maintenance and security of the two (2) Downtown parking structures. The previous security services contract for the parking structures was awarded to Val Security by the City Council at its meeting on November 16, 2020. During the past four (4) years of the contract, staff have found areas in the scope of services that needed to be updated to address issues that have been arising within the parking structures, as well as in the breezeway and courtyard of the adjacent Convention Center. Some of these issues are vandalism, drinking of alcoholic beverages, and large parties congregating on the top floor of the 300 E. Acequia Avenue parking structure. There were also issues with City staff's ability to monitor security guards on duty and the frequency of security checks at each level of the parking structures. To address these issues, staff did not renew the fifth year of the current contract and have updated the scope of services to include RFID checkpoints, mandatory reports that must be submitted along with monthly meetings with the project manager, and designated break and meal periods to ensure coverage of the parking structures and adjacent Convention Center.

Staff believes that with the updates to the proposed contract, staff will be better enabled to address the issues that were identified in the previous contract and able to reduce these issues, while holding the security contractor more accountable. The contractor will be required to meet the duties outlined in the updated scope of service or face potential termination.

The cost for security services at both parking structures and the convention center plaza and breezeway for 10 hours per day is \$153,154. Each structure cost is \$76,577.

Convention Center

Due to the rise in homeless activity around the Convention Center, enhanced security measures are necessary to ensure the safety of guests, staff, and vendors. Increased security presence will help prevent unauthorized access, property damage, and potential disturbances that could impact event operations and guest experience. A proactive approach to security will protect the facility's reputation, maintain business continuity, and provide a secure environment for attendees. This service will only be utilized when requested and will be charged back to the customer.

Up until this point, these security contracts have been separate, with each Division managing its own contract, but staff determined to consolidate the contracts to encourage a more robust response in bids, which was successful as the Purchasing Division received eighteen (18) responsive bidders, with the lowest bidder being Val Security. Staff performed reference checks and received positive responses from Val Security references.

At this time staff is including an estimated \$20,000 within the 'not to exceed' contractual amount for Val Security to give Convention Center staff time to develop a budget and take the cost through the rates and fees process so that the security cost can be passed on to convention center customer through the venue booking/leasing agreements.

Fiscal Impact:

Security services is budgeted in the Transit Operations division and in the Parking Lot/Structure division which is funded by the General Fund. The total not to exceed for these two divisions is \$460,000. This is broken out as \$295,000 for Transit and \$155,000 for parking structures.

In addition, this contract will include an additional \$20,000 in the 'not to exceed' amount for the Convention Center usage. Staff is currently reviewing the current rates and fees to determine if this can be added to the venue costs and paid for by the Convention Center through booking fees.

Prior Council Action:

1. April 1, 2019: Award of Contract for Security Guard Services for Transit Center Properties/Facilities to Falcon Private Security
2. November 16, 2020: Award of Contract for Security Guard Services for Downtown Parking Structures to Val Security Incorporated

Other:

N/A

Alternatives:

N/A

Recommended Motion (and Alternative Motions if expected):

I make the motion to authorize the City Manager to award a contract for security services for Transit, Parks and Facilities, and the Convention Center to Val Security Incorporated, for an initial term of one (1) year with four (4) one-year extensions at the option of the City not to exceed \$470,000 in year one with allowances for additional annual CPI increases in years 2 through 5.

Environmental Assessment Status:

N/A

CEQA Review:

N/A

Attachments:

RFB No. 23-24-41

RFB No. 23-24-41 - Addendum No. 1

RFB No. 23-24-41 - Addendum No. 2

Exhibit D-1: Scope of Services - Transit Division

Exhibit D-2: Scope of Services - Downtown Parking Structures

Exhibit D-3: Transit Center Rules