



CITY of CALABASAS
CITY COUNCIL AGENDA REPORT

DATE: OCTOBER 30, 2023

TO: HONORABLE MAYOR AND COUNCILMEMBERS

FROM: KINDON MEIK, CITY MANAGER
MICHAEL MCCONVILLE, DEPUTY CITY MANAGER

SUBJECT: AUTHORIZATION TO AWARD A TWO-YEAR PROFESSIONAL
SERVICES AGREEMENT IN AN AMOUNT NOT TO EXCEED \$130,000
TO SECURAL SECURITY CORPORATION FOR CITYWIDE PARKING
ENFORCEMENT, CODE ENFORCEMENT, AND MISCELLANEOUS
EVENT SECURITY SERVICES

MEETING NOVEMBER 8, 2023
DATE:

SUMMARY RECOMMENDATION:

That the City Council authorize the award of a two-year Professional Services Agreement to Secural Security Corporation in an amount not to exceed \$130,000 for citywide parking enforcement, code enforcement, and miscellaneous event security services.

BACKGROUND:

In March 2020, the City Council authorized a Professional Services Agreement with Secural Security Corporation in the amount not to exceed \$350,000 for a three-year term to provide citywide security, patrol, outreach, and parking and code enforcement services

In August 2022, the City Council authorized an amendment to the Agreement, increasing the not to exceed amount by \$100,000 due to the additional need for Secural's services during the height of the COVID-19 pandemic.

In March 2023, the City Council authorized another amendment to the Agreement, increasing the not to exceed amount by \$125,000, and an extension of the expiration date until September 2023, to provide staff the ability to review and compose an extensive scope of services for a new contract, as well as the opportunity to conduct a Request for Proposals (RFP).

The final agreement executed after all amendments was a three-and-a-half-year term, with a not to exceed amount of \$575,000.

DISCUSSION/ANALYSIS:

In April 2023, staff issued an RFP for citywide security and patrol, emergency response, homeless outreach and engagement, parking enforcement services, and code enforcement services. Staff sent the RFP directly to 22 local security firms, used Blackboard Connect to send to over 800 email notifications, and posted it on the City’s website. The City received proposals from the following companies:

All Terrain Inc.	Golden West Security Inc.	Secural Security Corporation
American Global Security Inc.	Good Guard Security Inc.	Southland Patrol
Assertive Security Services	Guard Now Security Services	Weapon X Inc.
Covered 6 LLC	Power Security Group	Wolfpack Protective Services
Eagle One Security Inc.	Quest National Security	

Request For Proposals Review

A selection committee comprised of staff from Administrative Services, Community Services, and Public Safety & Emergency Preparedness Departments conducted an evaluation of proposals based on each company’s background, qualifications, prior experience, costs, and responsiveness to the RFP.

Upon initial review, many companies were found to work for private companies through the use of standing security, with few having experience working for municipal agencies, utilizing vehicle patrol, or engaging with those experiencing homelessness. The selection committee chose the following three finalists who did have such experience to take part in the final secondary interview process:

(1) American Global Security, Inc. (2) Good Guard Security, Inc., and (3) Secural Security Corporation. The company proposals were as follows:

Proposer	Hourly Officer Rate
American Global Security, Inc.	\$33.98
Good Guard Security, Inc.	\$32.56
Secural Security Corporation	\$33.60

Upon the completion of both first and second round evaluations, the selection committee determined that American Global Security, Inc. (AGS) provided the best combination of: (1) Understanding the City's needs, (2) Professionalism, (3) Company Infrastructure, and (4) Rates for Services.

Considering that professional services agreements do not need to be awarded on price alone, staff recommend, and the City Council approved, a 2-year PSA for an amount not to exceed \$500,000 with AGS to provide citywide security, emergency response, and homeless outreach & engagement services.

Recommendation for parking enforcement, code enforcement, and miscellaneous event security.

Secural Security Corporation is the current vendor to the City of Calabasas providing parking enforcement, code enforcement, and miscellaneous event security services, and was the only company who provided a responsive bid in respect to these items. For this reason, staff is recommending that City enter into a separate agreement with Secural Security Corporation, for parking enforcement, code enforcement, and miscellaneous event security services, to continue these services uninterrupted.

FISCAL IMPACT/SOURCE OF FUNDING:

The cost of providing citywide parking enforcement, code enforcement, and miscellaneous event security during the two-year period is approximately \$120,000, which will be offset by the City's average parking citation revenue totaling \$111,658 over the same period. As a result, there will be no significant impact to the general fund budget.

Staff is recommending a \$10,000 contingency to address unanticipated traffic or emergency related events, for a total agreement not-to-exceed amount of \$130,000.

REQUESTED ACTION:

That the City Council authorize the award of a two-year Professional Services Agreement to Secural Security Corporation in an amount not to exceed \$130,000 for citywide parking enforcement, code enforcement, and miscellaneous event security services.

ATTACHMENTS:

A. Professional Services Agreement – Secural Security Corporation