



**CITY OF SALINAS  
COUNCIL STAFF REPORT**

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**DATE: SEPTEMBER 10, 2024**

**DEPARTMENT: COMMUNITY DEVELOPMENT**

**FROM: LISA BRINTON, DIRECTOR**

**THROUGH: FRANCISCO BRAMBILA, ACTING PLANNING MANAGER**

**BY: JACQUELINE SMITH, HOMELESS SERVICES MANAGER**

**TITLE: AGREEMENT TO PROVIDE SECURITY SERVICES AT THE EMERGENCY MOTEL PROGRAM FOR FY 2024-2025**

**RECOMMENDED MOTION:**

A motion to approve a Resolution authorizing the City Manager to negotiate and execute an Agreement with Good Guard Security Services, Inc. for provide security services for the Emergency Motel Program in an amount not to exceed \$372,765 from November 1, 2024, to June 30, 2025.

**EXECUTIVE SUMMARY:**

The City of Salinas (City) requires continuous security services for the Emergency Motel Program (EMP) operated at 109 John Street. The current agreement for security services with Benitez Security Services, Inc. (BSSI) ends on October 31, 2024. To ensure no interruption in security services, the City issued a Request for Proposal (RFP) on June 3, 2024, to solicit proposals for security services. Based on evaluation criteria, Good Guard Security Services, Inc. is recommended as the selected security provider. A draft Agreement for Services (Agreement) has been negotiated with Good Guard and is attached to this staff report. This agreement is essential for maintaining the safety and well-being of program participants, staff, and the public.

**BACKGROUND:**

BSSI has been providing security services to the EMP under a current agreement since January 1, 2023. However, their agreement is set to expire on October 31, 2024. Recognizing the need for uninterrupted security services beyond October 31, 2024, the City issued an RFP on June 3, 2024. The competitive selection process, which included review of proposals from 25 security firms, resulted in the recommendation of Good Guard Security Services, Inc. as the most qualified contractor. This selection was based on a thorough evaluation of their proposal, which outlined comprehensive 24/7 unarmed security services tailored to meet the needs of the EMP.

The term of attached draft Agreement is November 1, 2024, through June 30, 2025. The not to exceed compensation amount of \$372,765 will be funded through Encampment Resolution Fund

grant funds. Additionally, the City reserves the right to extend the Agreement for up to two additional fiscal years, contingent on the contractor's performance, ensuring long-term stability and safety at the EMP.

**CEQA CONSIDERATION:**

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

**STRATEGIC PLAN INITIATIVE:**

The proposed Agreement will advance the City of Salinas Strategic Plan 2022-2025 Goal of Housing/Affordable Housing. For many unhoused households, emergency shelter is a first step in the Rapid Rehousing pipeline that leads to permanent housing. This agreement is essential for maintaining the safety and well-being of EMP program participants, staff, and the public.

**DEPARTMENTAL COORDINATION:**

This agenda item was prepared by and is solely administered by the Community Development Department with contributions from both the City Attorney and Finance Department.

**FISCAL AND SUSTAINABILITY IMPACT:**

There will be no impact to the General Fund. Funding is available and appropriated in the Encampment Resolution Fund Grant (2954.30.3248).

**ATTACHMENTS:**

- Resolution
- Agreement for Services – Draft