AGREEMENT FOR SERVICES BETWEEN THE CITY OF SALINAS AND 786 HASTRUST INC DBA 247 PRIVATE SECURITY

On Call Uniform Security Guard Services

THIS AGREEMENT is executed this 9th day of December, 2025, ("Agreement" or "Contract") between the City of Salinas, a California Charter city and municipal corporation (hereinafter "City") and 786 Hastrust Inc dba 247 Private Security, a California Stock Corporation (hereinafter "Contractor").

IT IS HEREBY MUTUALLY AGREED AS FOLLOWS:

- 1. <u>Scope</u>. Contractor hereby agrees to provide to the City, as the scope of services under this Agreement, the following services: Uniform Security Guard Services. Scope of work is further discussed in Uniformed Security Guard Services of City's Request for Proposals (<u>Attachment B</u>, attached hereto and incorporated herein by this reference) and Contractor's Proposal dated 06/06/2025 (<u>Attachment C</u>, attached hereto and incorporated herein by this reference).
- 2. <u>Timeliness</u>. Contractor shall perform all tasks in a timely fashion, as set forth more specifically in Section 3 below. Failure to so perform is hereby deemed a material breach of this Agreement, and City may terminate this Agreement with no further liability hereunder, or the city may agree in writing with Contractor to an extension of time.
- 3. <u>Term.</u> This Agreement shall commence on December 1, 2025, and shall terminate on November 30, 2027, unless terminated earlier (the "Initial Term"). This Agreement may be renewed for three (3) optional one (1) year periods ("Renewal Terms") upon the mutual written consent of the parties. This Agreement may be extended only upon mutual written consent of the parties and may be terminated only pursuant to the terms of this Agreement.
- 4. Payment. City agrees to pay and Contractor agrees to accept as full and fair consideration for the performance of this Agreement, compensation in the total amount not to exceed Four Hundred Thousand Dollars (\$400,000) annually, as more fully described in title of Contractor's fee schedule, Attachment C. Contractor has no right of reimbursement for expenses under this Agreement. Compensation shall become due and payable 30 days after City's approval of Contractor's submission of monthly written invoices to the City. The payment of any compensation shall be contingent upon performance of the terms and conditions of this Agreement to the satisfaction of the City. If City determines that the work set forth in the written invoice has not been performed in accordance with the terms of this Agreement, City shall not be responsible for payment until such time as the work has been satisfactorily performed.
- 5. <u>Meet & Confer.</u> Contractor agrees to meet and confer with City or its agents or employees with regard to services as set forth herein as may be required by City to insure timely and adequate performance of this Agreement.
- 6. <u>Insurance</u>. Contractor shall procure and maintain for the duration of this Agreement insurance meeting the requirements specified in <u>Attachment A</u> hereto.

- 7. <u>Indemnification</u>. Contractor shall hold harmless, defend at its own expense, and indemnify City and its officers, officials, employees, agents, and volunteers from and against all liability, claims, damages, losses, and/or expenses including reasonable City attorney fees arising from all acts or omissions of Contractor or its officers, agents, or employees arising out of the performance of the work under this Contract, caused in whole or in part by any negligent act or omission of the Contractor, any subcontractor, anyone directly or indirectly employed by any of them, or anyone for whose acts any of them may be liable, except where caused by the sole negligence or willful misconduct of the City.
- 8. <u>Licensing</u>. Contractor warrants that it is properly licensed to perform the work specified under this Agreement, including but not limited to possession of a current City business license.
- 9. <u>Termination</u>. City may terminate this Agreement upon ten days' written notice. The amount of damages, if any, as a result of such termination may be decided by negotiations between the parties or before a court of competent jurisdiction.
- 10. <u>Agency</u>. In performing the services specified under this Agreement, Contractor is hereby deemed to be an independent contractor and not an agent or employee of City.
- 11. <u>Non-Assignability</u>. The rights and obligations of Contractor hereunder are not assignable and cannot be delegated without written consent of City.
- 12. <u>Entire Agreement</u>. This Agreement constitutes the entire Agreement between the parties hereto and supersedes any and all prior agreements, whether oral or written, relating to the subject matter thereof. Any modification of the Agreement will be effective only if it is in writing signed by both parties hereto.
- 13. <u>Validity</u>. If any provision in this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will continue in full force without being impaired or invalidated in any way.
- 14. <u>Counterparts</u>. This Agreement may be executed in multiple originals, each of which is deemed to be an original, and may be signed in counterparts.
- 15. <u>Laws</u>. Contractor agrees that in the performance of this Agreement it will comply with all applicable State, Federal and local laws and regulations. This Agreement shall be governed by and construed in accordance with the laws of the State of California, County of Monterey, and City of Salinas.
- 16. <u>Subject to Availability of Funds</u>. In the event that the City Council, or other governing body, fails to appropriate or budget sufficient funds for the continuation of this agreement, or should funds become unavailable for any other reason, the City reserves the right to terminate this

agreement upon written notice. This termination shall be effective as of the last day of the fiscal year for which funds were appropriated. Upon such termination, the Contractor will be limited to compensation for satisfactory services rendered up to the termination date.

- 17. Levine Act Disclosure Compliance (Cal Government Code Sec. 84308). Contractor hereby affirms and warrants that it has not contributed to the campaign of any elected or appointed City official an amount totaling more than \$500 within twelve (12) months of the effective date of this Agreement, except as Contractor has disclosed within its Levine Act Disclosure Form submitted by Contractor to the City. Contractor agrees, that in the event it makes any contributions subject to the Levine Act's disclosure requirements within twelve (12) months of the effective date of this Agreement, that it will file a Levine Act Disclosure Form (or Forms). Contractor acknowledges this duty of disclosure and that the City has made the Levine Act Disclosure Form(s) readily available on the City's public internet site under Your Government / Transparency section for Contractor's continuous compliance.
- 18. <u>Electronic Execution of Agreement</u>. The words "execution," "signed," "signature," and words of like import in this Agreement and shall be deemed to include electronic signatures or electronic records (including, without limitation, DocuSign and AdobeSign), each of which shall be of the same legal effect, validity, enforceability, and admissibility as a handwritten signature.

IN WITNESS WHEREOF, this Agreement is entered into by the parties hereto on the day and year first written above.

CITY OF SALINAS
Dané Mandaz City Managan
René Mendez, City Manager
APPROVED AS TO FORM:
Christopher A. Callihan, City Attorney, or
Rhonda Combs, Assistant City Attorney
CONTRACTOR
CONTRACTOR
By (Printed Name):
Its (Title):
110 (1110).

Insurance Requirements

Contractor shall procure and maintain for the duration of the contract, and for three years thereafter, insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the Contractor, his/her/its officers, agents, representatives, employees, and/or subcontractors.

MINIMUM SCOPE AND LIMIT OF INSURANCE

Coverage shall be at least as broad as:

- 1. Commercial General Liability ("CGL"): Insurance Services Office ("ISO") Form CG 00 01 covering CGL on an occurrence basis, including products and completed operations, property damage, bodily injury and personal & advertising injury with limits no less than \$2,000,000 per occurrence. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO Form CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.
- 2. **Automobile Liability**: ISO Form CA 0001 covering Code 1 (any auto), with limits no less than **\$1,000,000** per accident for bodily injury and property damage.
- 3. **Workers' Compensation**: as required by the State of California, with Statutory Limits, and Employers' Liability insurance with a limit of no less than \$1,000,000 per accident for bodily injury or disease.
- 4. Contractors' Pollution Legal Liability and/or Asbestos Legal Liability and/or Errors and Omissions (if project involves environmental hazards): with limits no less than \$1,000,000 per occurrence or claim, and \$2,000,000 policy aggregate, on an annual basis.

If the Contractor maintains broader coverage and/or higher limits than the minimums shown above, the Contractor requires and shall be entitled to the broader coverage and/or higher limits maintained by the Contractor. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to the City.

Self-Insured Retentions

Self-insured retentions must be declared to and approved by the City. At the option of the City, either: the Contractor shall cause the insurer shall to reduce or eliminate such self-insured retentions as respects the City, its officers, officials, employees, and volunteers; or the Contractor shall provide a financial guarantee satisfactory to the City guaranteeing payment of losses and related investigations, claim administration, and defense expenses. The policy language shall provide, or be endorsed to provide, that the self-insured retention may be satisfied by either the named insured or City.

Other Insurance Provisions

The insurance policies are to contain, or be endorsed to contain, the following provisions:

1. The City, its officers, officials, employees, and volunteers are to be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor including materials, parts, or equipment furnished in connection with such work or operations and automobiles owned, leased, hired, or borrowed by or on behalf

of the Contractor. General liability coverage can be provided in the form of an endorsement to the Contractor's insurance (at least as broad as ISO Form CG 20 10, CG 11 85 or **both** CG 20 10, CG 20 26, CG 20 33, or CG 20 38; **and** CG 20 37 forms if later revisions used).

- 2. For any claims related to this project, the **Contractor's insurance coverage shall be primary** insurance coverage at least as broad as ISO CG 20 01 04 13 as respects the City, its officials, employees, and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees, or volunteers shall be excess of the Contractor's insurance and shall not contribute with it.
- 3. Each insurance policy required by this clause shall provide that coverage shall not be canceled, except with notice to the City.
- 4. A copy of the claims reporting requirements must be submitted by Contractor to the City.
- 5. If the services involve lead-based paint or asbestos identification/remediation, the Contractor's Pollution Liability policy shall not contain lead-based paint or asbestos exclusions. If the services involve mold identification/remediation, the Contractor's Pollution Liability policy shall not contain a mold exclusion, and the definition of Pollution shall include microbial matter, including mold.

Acceptability of Insurers

Insurance is to be placed with insurers authorized to conduct business in the state with a current A.M. Best rating of no less than A: VII, unless otherwise acceptable to the City.

Waiver of Subrogation

Contractor hereby agrees to waive rights of subrogation which any insurer of Contractor may acquire from Contractor by virtue of the payment of any loss. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation. The Workers' Compensation policy shall be endorsed with a waiver of subrogation in favor of the City for all work performed by the Contractor, its employees, agents and subcontractors.

Verification of Coverage

Contractor shall furnish the City with original Certificates of Insurance including an additional insured endorsement and all required amendatory endorsements (or copies of the applicable policy language effecting coverage required by this clause) and a copy of the Declarations and Endorsement Page of the CGL policy listing all policy endorsements to City before work begins. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor's obligation to provide them. The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements, required by these specifications, at any time.

Subcontractors

Contractor shall require and verify that all subcontractors maintain insurance meeting all the requirements stated herein, and Contractor shall ensure that City is an additional insured on insurance required from subcontractors. For CGL coverage subcontractors shall provide coverage with a form at least as broad as CG 20 38 04 13.

Maintenance of Insurance

Maintenance of insurance by Contractor as specified shall in no way be interpreted as relieving

Contractor of its indemnification obligations or any responsibility whatsoever and the Contractor may carry, at its own expense, such additional insurance as it deems necessary.

Special Risks or Circumstances

City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

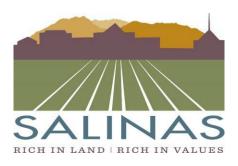
Attachment B

Request for Proposal – Uniform Security Guard Services

Attachment C

Contractor's Proposal

REQUEST FOR PROPOSALS: Uniformed Security Guard Services



Proposals are due by 3:00 pm (PST) on Friday, June 6, 2025

City Hall
Public Works Department
ATTN: Cristina Gonzalez
200 Lincoln Avenue
Salinas, CA 93901

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1. INTRODUCTION

The City of Salinas (hereinafter referred to as the "City") is requesting Proposals from qualified organizations (hereinafter referred to as "Proposer") to establish a City-wide Service agreement to provide Unarmed Security Guard Services to various City Departments, the Salinas City Center (SCC) and other Salinas non-profit organizations, agencies and offices located throughout the City.

The awarded Contractor (hereinafter referred to as "Contractor") will be expected to enter into an agreement for Professional Services (refer to **Appendix A**). Prior to submitting a proposal, Proposers are advised to carefully read the instructions below including the sample Professional Service Agreement and any solicitation attachments/exhibits. The Term is expected to be for two (2) years with three (3) one-year renewal options.

This solicitation is not intended to create an exclusive service agreement. City retains the ability, at its sole discretion, to select multiple Contractors and add qualified contractors after the signing of the agreement.

The full content of this RFP is available through the City's PlanetBids Vendor Portal. Proposers can register as a "Prospective Bidder" in one of two ways:

- For **FREE** through PlanetBids Vendor Portal for the City of Salinas at https://www.planetbids.com/portal/portal.cfm?CompanyID=22949
- Directly via Planet Bids' website for a **FEE** at https://vendorline.com/register and sign up for City of Salinas' bid opportunities.

For assistance in downloading the documents, contact Planet Bids online or by calling 818-992-1771.

Written responses to timely inquiries will be posted on the Q/A tab of the City's PlanetBids portal no later than 3:00pm, PST, Wednesday, May 28, 2025. Any interpretation of, or correction to, this RFP will be made only by addendum issued via PlanetBids. It is the responsibility of each Proposer to periodically check vendor portal to ensure that it has received and reviewed any and all addendas to this solicitation. The City will not be responsible for any other explanations, corrections to, or interpretations of the documents, including any oral information.

2. GENERAL INFORMATION

The City of Salinas is located on the Central Coast of California, approximately 106 miles south of San Francisco. Named for a nearby salt marsh, Salinas became the seat of Monterey County in 1872 and was incorporated in 1874. As the largest City in Monterey County, the City of Salinas boasts a population 156,600 persons. The City is approximately 23.22 square miles. Salinas and the Salinas Valley offer a unique combination of climate, natural resources and people. The Salinas Valley is known as "The Salad Bowl of the World" for its high-quality production of lettuce, broccoli, mushrooms and strawberries, along with numerous other crops and related service industries.

HOMELESS POPULATION

The homeless population within the City of Salinas continues to be a concern to the citizens in the City and the County, local governments, and private property and business owners. Many issues and concerns concentrate around frequent trespassing, littering and loitering. Current Security Guard Services and the Salinas Police Department respond to homeless disturbances involving mental illness and or other disabilities including substance abuse. It is the expectation of the Contractor(s) to have a tested protocol for responding to calls for service that are respectful and sensitive to the rights of all people including those who appear to be or are homeless, and also the laws of the City as they may apply to public intoxication, loitering, sleeping or camping in the public-right-of-way. The selected security firms will have established communication links with the City police, County behavioral health, not-for profit service organizations and others supporting resources to help and support a security staff person's effort to de-escalate and assist a person with no home to live in, displaying erratic or unpredictable behavior in the public, and know how to best address situations that arise as a result of unsocial behavior.

SALINAS CITY CENTER IMPROVEMENT ASSOCIATION

In 2015, downtown property owners voted to form an improvement district and assess their properties. Early in 2016, the property owners formed a 501(c)3 public benefit corporation called Salinas City Center Improvement Association (SCCIA). SCCIA is now up and running, with a district manager and a full slate of volunteer committees working hard to implement the vision for a vibrant downtown. The Salinas City Center is made up of 130 property owners (which includes the City and County) that own 217 properties within the District.

The Contractor shall have experience in similar types of services. All Proposers responding to this Request for Proposal (RFP) will be evaluated based the expertise, prior experience on similar projects, demonstrated competence, ability to meet the requested services, adequate staffing, reference check, understanding of services, cost and responsiveness to the needs and concerns of the City of Salinas.

3. PROPOSER'S MINIMUM REQUIREMENTS

Interested and qualified Proposers that can demonstrate their ability to successfully provide the required services outlined in **Section 7 – Scope of Work** and **Section 15 – List of Facilities**, of this RFP are invited to submit a proposal, provided they meet the following requirements. If these requirements are not met, the proposal may not receive further consideration, as determined in the sole discretion of the City.

The Proposer must have 5 years' experience, within the last 10 years, and demonstrate a comprehensive understanding and practice of the needs of the City, or provide evidence of services equivalent or similar to the services identified in Section 7 – Scope of Work and Section 15 – List of Facilities, and indicate success rate of such services, with data that indicates the cost versus benefit of hiring this company

- The Proposer must have a Project Manager/Designated Point of Contact assigned to the Contract, with prior experience working with a similar municipality.
- The Proposer must have appropriate certificates/professional accreditations for the state of California to provide requested services, and provide a full spectrum of services offered by the proposer, as well as the organizational structure/chart, company history, company philosophy, overview of services, company strengths, major customers and services provided as requested in Section 7 Scope of Work and Section 15 List of Facilities.

4. PROPOSAL SCHEDULE

The following schedule has been established for this RFP. The City of Salinas reserves the right to modify this schedule if it is in its best interest to do so. Notice of changes shall be posted on Planet Bids via an Addendum to this RFP.

TASK	DATE
ISSUE RFP	May 16, 2025
DEADLINE FOR WRITTEN QUESTIONS	3pm, PST, Wednesday May 28, 2025
ANSWERS TO Q&A	Friday, May 30, 2025
PROPOSAL SUBMITTAL DEADLINE	3pm, PST Friday, June 6, 2025
NOTIFICATION OF SELECTION	Friday June 13, 2025
CITY COUNCIL AWARD	Tuesday July 1, 2025

Dates are subject to change.

5. CONTRACT TERM

The term of the Agreement(s) shall be for a period of two (2) years with the option to extend the agreement for three (3) optional one (1) year periods. City is not required to state a reason if it elects not to renew. Both parties shall agree upon rate extension(s) or changes in writing.

The Agreement shall contain a clause that provides that City reserves the right to cancel the Agreement, or any extension, without cause, with a thirty day (30) written notice, or immediately with cause.

6. EVALUATION AND SELECTION CRITERIA

The City will review all submitted proposals in accordance with the established evaluation criteria. Following the initial evaluation, the City may conduct interviews with the highest-ranked Proposers, if deemed necessary. The City reserves the right to award the contract not solely based on cost, but to the Proposer(s) whose proposal offers the best overall value, aligns most closely with the service specifications, and best serves the City's interests. All Proposers will be notified in writing or by email regarding the outcome of the selection process and their status.

Proposals will be evaluated based on the following criteria:

35%	Demonstrated capacity to fulfill scope of work
20%	Established Behavioral Health Protocol and Experience
20%	Pricing
15%	Qualifications and Experience of Entity and Key Personnel
10%	References

Local Purchasing Preference: In accordance with Section 12-28.040 of the Salinas Municipal Code, contractors that qualify as a local business enterprise shall receive a credit of five percent of the total points. If applicable, Proposers should fill out and submit Declaration of Local Business Enterprise form (refer to **Attachment 3**).

The City will adhere to the following procedures in evaluating proposals. An Evaluation/Selection Committee (Committee), which may include members of the City's staff and possibly one or more outside experts, will screen and review all proposals according to the weighted criteria set forth above. While price is one basic factor for award, it is not the sole consideration.

Recommendation for award is contingent upon the successful negotiation of final contract terms. Negotiations shall be confidential and not subject to disclosure to competing Proposers unless an agreement is reached. If contract negotiations cannot be concluded successfully within a time period determined by the City, the City may terminate negotiations and commence negotiations with the next highest scoring Proposer or withdraw the RFP.

7. SCOPE OF WORK

SECURITY GUARD GENERAL SERVICES

The scope of work includes, but is not limited to the following:

- 1. Guards shall perform foot, bike, vehicle patrols of City facilities unless otherwise arranged.
- 2. Guards shall observe and report accidents, emergencies, property issues, or potential threats to City Staff immediately and have the ability to contact the Salinas Police Department as the situation warrants.
- 3. Guards shall observe and report any damage to property or suspicious activity to City Staff or designated representatives.
- 4. Guards are required to perform an annual site assessment report.
- 5. Guards shall provide fire watch as needed.
- 6. Guards shall respond to all activated panic and specific code alarms at each location.
- 7. Each Facility will develop a comprehensive set of Patrol Orders to be followed by the Guards.

¹ Mileage driven by patrol vehicle per month may vary depending on the site.

HOURS

Contractor shall define overtime pay start time and end time. Contractor shall provide rates for differentials swing shift and graveyard.

CONTRACTOR REQUIREMENTS

- 1. Contractor(s) shall provide City departments, which are contracting for services, with the following:
 - Training programs for staff on an annual basis;
 - Site assessment reports annually;
 - Daily updated activity/incident log reports to the requesting department's designated contact.
- 2. Services shall be provided in accordance with sections 11105, 12002, and 12033 of the California Penal Code and Sections 7583.5 and 7583.12 of the California Business and Professions Code.
- 3. Contractor(s) security guards shall be capable of performing duties independently, receiving general operational direction, and should not require ongoing supervision by the City.
- 4. Contractor will be responsible for providing its Guards with any equipment necessary to complete their assigned duties, including personal protective equipment (PPE).
- 5. Contractors are responsible for planning for the required Rest and Meal periods.
- 6. Contractor(s) security guards providing services under this Agreement are subject to federal and state laws, regulations, and rules pertaining to the confidentiality of information contained in department files and automated records. Contractor(s) employees will receive training about confidentiality and any conflicts of interest matters, the training will be conducted by the City.
- 7. Breach of confidentiality and/or conflict of interest laws, regulations, or rules by an assigned security guard shall be grounds for replacement of that guard, who may also face possible civil and/or criminal action.
- 8. City has the right to decline the services of a security guard at any time without cause and, Contractor(s) shall replace the guard in question within two (2) hours of receiving an oral request from the City.
- 9. City agrees to provide a follow up written record stating the cause leading to the refusal of the security guard service within fifteen (15) days from the time of an incident.
- 10. Contractor(s) agree(s) that the replacement guard shall complete the unfinished assignment shift of the original assigned guard at no additional cost to the City.
- 11. As requested by City, Contractor(s) shall require its key security guards and management staff to attend security and safety related meetings conducted by City at no additional cost to the City.
- 12. Contractor(s) agrees to provide the City with a primary contact person for the general administration of this Agreement.
- 13. The primary contact person should be available by phone to respond to service request calls made by the City on a 24/7, 365 days per year basis.
- 14. Contractor(s) shall ensure that security guards present a neat & business-like appearance.
- 15. The security guards must conduct themselves with courteous professionalism at all times.

- 16. If any license, permit, or approval is necessary from any agency whatsoever for the service or work to be performed pursuant to the terms and conditions of this Agreement, Contractor(s)will obtain such approvals at its own expense prior to commencement of said work or service under this Agreement.
- 17. Upon receiving Notice of Award, Contractor(s) shall provide the City with a list of security guards who will be assigned to provide services.
- 18. For each security guard listed, Contractor(s) shall provide the following information:
 - Security guard's full name;
 - Security guard's date of birth;
 - CA State Bureau of Security Guard license number;
 - Security guard's home address, both current address and addresses from the previous three (3) years.
- 19. Contractor(s) shall update the City list of security guards as personnel changes are made.

8. PROPOSAL PACKAGE REQUIREMENTS

Proposal should include the information as requested and as applicable to the requested services. The proposal package shall be organized as per the table below; headings and section numbering used in the proposal package shall be the same as those identified in the table. Proposal packages shall include at a minimum, but not limited to, the following information in the format indicated:

Section 1	Cover Letter (including contact info)
	Signature Page – Refer to Attachment 2
	Receipt of Signed Addenda (if any)
Section 2	Pre-Qualification / Licensing Requirements
Section 3	Project Experience and References
Section 4	Statement to Service Entire City
Section 5	Statement to Service Salinas City Center District
Section 6	Pricing Schedule – Refer to Attachment 1
Section 7	Appendix

Section 1.

<u>Cover Letter:</u> All proposals must be accompanied by a cover letter not exceeding one page and should provide firm information and contact information as follows:

<u>Contact Info:</u> The name, address, telephone number, and fax number of Contractor's primary contact person during the solicitation process through potential contract award.

<u>Firm Info:</u> Description of the type of organization (e.g. corporation, partnership, including joint venture teams and subcontractors) and how many years it has been in existence.

Signed Signature Page/Verification of Licensure and Signed Addenda (if any addenda were released for this solicitation): Proposal packages submitted without the signed Signature Page/Verification of Licensure (Attachment 2) will be deemed non-responsive. All signatures must be manual and in BLUE ink. All prices and notations must be typed or written in BLUE ink. Errors may be crossed out and corrections printed in ink or typed adjacent and must be initialed in BLUE ink by the person signing the proposal.

Section 2.

<u>Pre-Qualifications/Licensing</u>: Contractor must acknowledge in writing that it meets all of the pre-qualifications and licensing requirements as set forth in Section 3 of this RFP.

Section 3.

<u>Key Staff Persons</u>: Proposer shall identify key staff and their qualifications and experience proposed for the service identified herein.

<u>Experience</u> and <u>Reference</u>: Contractor shall describe at least three (3) similar projects for which it provided services similar to the scope of work described herein. Please include phone number and email address if possible as the City will conduct reference checks using this information.

<u>Violations</u>: Contractor shall submit copies of all notices of violations, corrective action notices, enforcement actions or orders, warning notices, writings, or other forms of permit violation/non-compliance documentation (such as OSHA) received by Contractor, or any business organization owned or operated by the Contractor which are its parent company and/or subsidiaries, from any public agency during 2015 up to and including the present day.

Section 4.

<u>Statement to Service Entire City:</u> Include a statement acknowledging your company is able to provide services to throughout the City at various facilities including: the Airport, Permit Center, Libraries, Recreational Facilities, Parking Garages, Parking Lots, Train Station, Sherwood Hall, and other Cityowned Facilities.

If certain locations are to include added fees for travel time, please indicate as such in this statement.

Section 5.

<u>Statement to Service Salinas City Center and Eligible Non-Profit Groups</u>: Include a statement acknowledging your company is able to provide services to the Salinas City Center District (Downtown District) and other eligible non-profit groups based in the City of Salinas and that the same terms, conditions, and rates will be extended to those groups.

Section 6.

<u>Attachment 1 – Pricing Schedule (Attachment 1</u>): this form must be submitted with proposal.

<u>Local Business Declaration (If applicable)</u>: If Proposer meets the Local Business requirements as set forth in <u>Salinas Municipal Code Section 12-28.050</u> and would like to have 5% local preference applied to its proposal, it shall be required to complete and submit the Local Business Declaration Form attached hereto as **Attachment 3**.

Section 7.

<u>Appendices:</u> Contractor may Include here any additional information that it believes to be applicable to this proposal package.

Additional Requirements

To be considered "responsive," submitted proposal packages shall adhere to the following:

- ➤ Original proposal shall be submitted in response to this solicitation. Shall include a cover indicating the company name submitting, and reference to "RFP Citywide Service Agreements to Provide Uniformed Security Guard Services".
- ➤ Proposal packages shall be prepared on 8-1/2" x 11" paper, preferably duplex printed bound with front and back covers. Fold out charts, tables, spreadsheets, brochures, pamphlets, and other pertinent information or work product examples may be included as Appendices.
- ➤ Reproductions of the City of Salinas Seal shall not be used in any documents submitted in response to this solicitation.
- ➤ Contractor shall not use white-out or a similar correction product to make late changes to their proposal package but may instead line out and initial in BLUE ink any item which no longer is applicable or accurate.
- To validate your proposal package, submit the Signature Page/Verification of Licensure (contained herein as **Attachment 2**) with your proposal. Proposal packages submitted without that page will be deemed non-responsive. Proposal signature must be manual, in BLUE ink, and included with the original copy of the proposal. Photocopies of the Signature Page may be inserted into the remaining proposal copies. All prices and notations must be typed or written in BLUE ink in the original proposal copy as well. Errors may be crossed out and corrections printed in BLUE ink or typed adjacent, and must be initialed in BLUE ink by the person signing the proposal.
- ➤ CONFIDENTIAL OR PROPRIETARY CONTENT: Any page of the proposal package that is deemed by Proposer to be a trade secret by the Proposer shall be clearly marked "CONFIDENTIAL INFORMATION" or "PROPRIETARY INFORMATION" at the top of the page.

9. PRICING

Proposer(s) will attach and submit a completed **Attachment 1- Price Schedule** for the provision of services as outlined within this RFP.

Prices stated in **Attachment 1- Price Schedule** shall be effective from the date the proposal is submitted to the day the contract agreement is awarded and through the initial term of the agreement.

Prior to the start of each project, the City department and Contractor(s) will mutually agree upon the budget for the project. City will provide a defined scope. Pricing may be based upon an hourly rate or by the project, based upon the direction of the user department. Prices quoted for work assignments must remain in effect for a minimum of thirty (30) days.

Invoices submitted for payment will clearly itemize but is not limited to the following:

- the City Department receiving services;
- the purchase order number under which the invoice is to be charged;
- the services provided;
- the dates of services.

Proposals shall include any early discounts and/or incentives offered.

10. INQUIRIES

All requests for clarification regarding this Request for Proposals (RFP) must be submitted in writing through the Q&A tab on the PlanetBids website. Questions must be received no later than 3:00 p.m. Pacific Standard Time (PST) on Wednesday, May 28, 2025. All questions will be answered collectively via an addendum posted to the PlanetBids project page. Final responses will be issued no later than Friday, May 30, 2025.

From the date that this RFP is issued until a contractor is selected and the selection is announced, firms or public entities are not allowed to communicate outside the process set forth in this RFP with any City employee other than the contracting officer listed as a contact on PlanetBids. The City reserves the right to reject any proposal for violation of this provision. No questions other than written will be accepted, and no response other than written will be binding upon the City.

11. DISCRETION AND LIABILITY WAIVER

The City reserves the right to reject all proposals or to request and obtain from one or more Contractors submitting proposals, supplementary information as may be necessary for City staff to analyze the proposals pursuant to the consultant selection criteria.

The City is not liable for costs incurred by Contractors for the cost of the proposal. Contractors submitting a response to this RFP waive all rights to protest or seek any legal remedies whatsoever regarding any aspect of this RFP. All proposals shall be binding for a period of 90 days after the proposal due date. The City also reserves the following rights and options with respect to this RFP:

- To re-issue this RFP with or without change or modification, at any time prior to the City's execution of an Agreement pursuant to this RFP;
- To cancel this RFP with or without issuing another request for proposals;
- To supplement, amend, substitute or otherwise modify this RFP at any time prior to the City's execution of an agreement pursuant to this RFP;
- To waive informality, defect, non-responsiveness and/or deviation from this RFP that is not, in the City's sole judgment, material to the proposal;
- To request modification of some or all of the proposals following evaluation by the City;
- To request clarifications of any proposals;
- To negotiate simultaneously, or otherwise, with one or more Proposer; and
- To discontinue and resume negotiations with one or more Proposer

12. PIGGY BACK CLAUSE

Contractor shall indicate in its proposal, Section 6, if it agrees to extend the same prices, terms and conditions of their proposal to other public agencies that have delivery locations within the State of California limits.

Contractor's response to this question will not be considered in award of the agreement resulting from this solicitation. If and when Contractor extends the prices, terms and conditions of their proposal to other public agencies, any resulting agreement shall be between contractor and the other public agencies and City shall bear no responsibility or liability for any agreements between Contractor and the other public agencies.

13. SAMPLE AGREEMENT

For the Contractor's information, a sample copy of the standard Services Agreement is included to this RFP as **Appendix A**. By submitting a proposal, the Contractor agrees to be bound by the requirements under this Agreement.

14. COMPENSATION & PAYMENT

It is mutually understood and agreed by both parties that Contractor shall be compensated in accordance with the pricing sheet attached hereto. Prices shall remain firm for the initial term of the agreement and, thereafter, may be adjusted annually as provided in this paragraph. City does not guarantee any minimum or maximum amount of dollars to be spent under this agreement.

Negotiations for rate changes shall be commenced, by Contractor, a minimum of ninety days (90) prior to the expiration of the initial term. Any discount offered must allow for payment after receipt and acceptance of services, material or equipment and correct invoice, whichever is later. In no case will a discount be considered that requires payment in less than 30 days. Contractor shall levy no additional fees or surcharges of any kind during the term of the agreement without first obtaining approval from City in writing.

Pricing shall be inclusive of all applicable taxes.

15. LIST OF FACILITIES

The following locations typically require guard services on an ongoing basis and may be subject to change. Services at additional locations may be requested through the term of the agreement.

Location:	City Parking Lots 1, 2, 3, 5, 8, 10, 12, 15, 16, 17, 18, & Intermodal Transit Center (I.T.C.)
Address:	Multiple
Service Hours:	8:00am – 4:00pm
Typical Services	Random Patrols 8:00am – 4:00pm with a maximum of four (4) patrols a
Requested:	day

Location:	Monterey Street
Address:	20 E Market Street
Service Hours:	24 hours a day, seven days a week
Typical Services	Random Patrols once an hour every day, seven days a week. Continuous
Requested:	Patrol 9:00pm-2:00am Friday-Saturday, Secure/lockdown and open facility
	seven (7) days a week

Location:	Salinas Street Garage (Permit Center)
Address:	342 Salinas Street
Service Hours:	6:00pm-7:00am
Typical Services Requested:	Random Patrols once an hour

Location:	Salinas Permit Center
Address:	65 West Alisal
Service Hours:	Monday – Friday 7:30am – 6:00pm
Typical Services Requested:	Provide continuous patrol coverage in the morning (7:30 am-9:00am) and evening (5:00pm – 6:00pm) hours, Monday through Friday. Conduct three (3) randomized patrols between the hours of 9:00 a.m. and 4:30 pm, Monday-Friday. Patrol coverage must include the abutting Salinas Street Parking Garage.

Location:	Salinas City Hall
Address:	200 Lincoln Avenue
Service Hours:	Monday - Friday 9am-4pm
Typical Services Requested:	Period Patrols between 9:00am – 4:00pm around City Hall and Former Police Department

Location:	Steinbeck Library
Address:	350 Lincoln Ave
Service Hours:	Monday 10am-6pm
	Tuesday 12pm-8:15pm
	Wednesday 11:30am-6pm
	Thursday 12pm-8:15pm
	Friday & Saturday 10am-6pm
	Sunday 1pm-6pm
Typical Services	Continuous Patrol throughout operating hours. Current request: 75% of patrol
Requested:	time is devoted to interior/in-facility patrols, 25% of patrol time is devoted to exterior and parking lot patrol

Location:	Salinas Recreation Center
Address:	320 Lincoln Ave
Service Hours:	8:00am – 8:00pm Monday - Friday
Typical Services	Outside Random Patrols once an hour.
Requested:	

Location:	City Maintenance Services Yard
Address:	426 Work Street
Service Hours:	Sunset - Sunrise
Typical Services	Two (2) Random Patrols per Night.
Requested:	

Location:	Salinas Municipal Airport
Address:	30 Mortensen Street
Service Hours:	Sunset - Sunrise
Typical Services	Three (3) Random Patrols per Night.
Requested:	

Location:	Sherwood Hall Community Center
Address:	940 N. Main Street
Service Hours:	Event Security Services, various
Typical Services Requested:	Services requested will vary and are event dependent. Specific work detail will be specified on individual event basis. Typical events include music performances and recitals, seminars, conferences, graduations, community meetings, etc.

Location:	Salinas City Center Improvement Association	
Address:	Downtown Area	
Service Hours:	Monday - Thursday 6am-8pm Friday & Saturday 6am – 12am	
Typical Services Requested:	Continuous Patrol of the improvement district by two (2) security officers throughout operating hours	

ATTACHMENT 1 – PRICE SCHEDULE

The following rate shall be provided:

<u>Supervisor</u>	Unarmed Cos	<u>t</u>
Pay Rate	\$	_/hr.
Billing Rate	\$	_/hr.
	<u>\$</u>	
Security Office	<u>er</u>	
Pay Rate	\$	_/hr.
Billing Rate	\$	_/hr.
Overtime Rate	<u>\$</u>	_/hr.
Patrol Rate (in	ncluding vehicl	<u>le)</u>
Pay Rate	\$	_/hr.
Billing Rate	\$	_/hr.
Overtime Rate	<u>\$</u>	_/hr.
Alarm Respon		
Response Rate	<u> </u>	/hr.
COMMUNICA	TION EQUIPM	<u>ENT</u>
2-Way Radio F	Rate \$	/hr.
	e Rate \$	
Cell/Radio	\$	/hr.

ATTACHMENT 2 – SIGNATURE PAGE / VERIFICATION OF LICENSURE

By submission of a proposal, Proposer attests to having possession of a valid private patrol operator license issued by the State of California. Such license authorizes a Contractor to contract to perform the type of work required by the specifications. Should the Contractor fail to provide below the number of Contractor's State of California License and City of Salinas, Patrol Service Permit, the City may reject this proposal.

Proposer:		
BY:		
TITLE:		
MAILING ADDRESS:		
(City)	(State)	(Zip)
TELEPHONE NUMBER: _		
STATE OF CALIFORNIA LI (Private Patrol Operators Lice		
CITY OF SALINAS PRIVAT	TE-PATROL OPERATOR REGIS	STRATION
PROPOSER'S Sig	 nature	Date

ATTACHMENT 3 – LOCAL VENDOR DECLARATION FORM

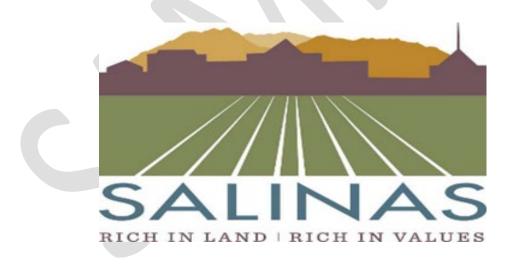


CITY OF SALINAS DECLARATION OF LOCAL BUSINESS ENTERPRISE

<u>Business Information (All information must be completed)</u> (<u>Please type or print clearly in ink</u>)

APPENDIX A: SAMPLE AGREEMENT

AGREEMENT FOR PROFESSIONAL SERVICES BETWEEN THE CITY OF SALINAS AND [CONSULTANT'S LEGAL NAME *]



AGREEMENT FOR PROFESSIONAL SERVICES BETWEEN THE CITY OF SALINAS AND

This Agreement for Professional Services (the "Agreement" and/or "Contract") is made and entered into this ____ day of ____, 20_, between the City of Salinas, a California Charter city and municipal corporation (hereinafter "City"), and [_____], a [California corporation/limited liability company/dba/etc.] (hereinafter "Consultant").

RECITALS

WHEREAS, Consultant represents that he, she, or it is specially trained, experienced, and competent to perform the special services which will be required by this Agreement; and

WHEREAS, Consultant is willing to render such professional services, as hereinafter defined, on the following terms and conditions.

NOW, THEREFORE, City and Consultant agree as follows:

TERMS

- 1. <u>Scope of Service.</u> The project contemplated and the scope of Consultant's services are described in <u>Exhibit B</u>, attached hereto and incorporated herein by reference.
- 2. <u>Term; Completion Schedule.</u> This Agreement shall commence on [XXX], and shall terminate on [XXX], unless extended in writing by either party upon (30) days written notice. This Agreement may be extended only upon mutual written consent of the parties, and may be terminated only pursuant to the terms of this Agreement.
- 4. <u>Billing.</u> Consultant shall submit to City an itemized invoice, prepared in a form satisfactory to City, describing its services and costs for the period covered by the invoice. Except as specifically authorized by City, Consultant shall not bill City for duplicate services performed by more than one person. Consultant's bills shall include the following information to which such services cost or pertain:
 - (A) A brief description of services performed;
 - **(B)** The date the services were performed;
 - **(C)** The number of hours spent and by whom;
 - **(D)** A brief description of any costs incurred; and
 - **(E)** The Consultant's signature.

Any such invoices shall be in full accord with any and all applicable provisions of this Agreement.

City shall make payment on each such invoice within thirty (30) days of receipt; provided, however, that if Consultant submits an invoice which is incorrect, incomplete, or not in accord with the provisions of this Agreement, City shall not be obligated to process any payment to Consultant until thirty (30) days after a correct and complying invoice has been submitted by Consultant. The City shall process undisputed portion immediately.

- 5. <u>Meet & Confer.</u> Consultant agrees to meet and confer with City or its agents or employees with regard to services as set forth herein as may be required by the City to ensure timely and adequate performance of the Agreement.
- 6. <u>Additional Copies</u>. If City requires additional copies of reports, or any other material which Consultant is required to furnish as part of the services under this Agreement, Consultant shall provide such additional copies as are requested, and City shall compensate Consultant for the actual costs related to the production of such copies by Consultant.
- Responsibility of Consultant. By executing this Agreement, Consultant agrees that the services to be provided and work to be performed under this Agreement shall be performed in a fully competent manner. By executing this Agreement, Consultant further agrees and represents to City that the Consultant possesses, or shall arrange to secure from others, all of the necessary professional capabilities, experience, resources, and facilities necessary to provide the City the services contemplated under this Agreement and that City relies upon the professional skills of Consultant to do and perform Consultant's work. Consultant further agrees and represents that Consultant shall follow the current, generally accepted practices in this area to the profession to make findings, render opinions, prepare factual presentations, and provide professional advice and recommendations regarding the projects for which the services are rendered under this Agreement.
- 8. <u>Responsibility of City.</u> To the extent appropriate to the projects to be completed by Consultant pursuant to this Agreement, City shall:
- (A) Assist Consultant by placing at its disposal all available information pertinent to the projects, including but not limited to, previous reports and any other data relative to the projects. Nothing contained herein shall obligate City to incur any expense in connection with completion of studies or acquisition of information not otherwise in the possession of City.
- (B) Examine all studies, reports, sketches, drawings, specifications, proposals, and other documents presented by Consultant, and render verbally or in writing as may be appropriate, decisions pertaining thereto within a reasonable time so as not to delay the services of Consultant.
- (C) City Manager, or his designee, shall act as City's representative with respect to the work to be performed under this Agreement. Such person shall have the complete authority

to transmit instructions, receive information, interpret and define City's policies and decisions with respect to materials, equipment, elements, and systems pertinent to Consultant's services. City may unilaterally change its representative upon notice to the Consultant.

- (D) Give prompt written notice to Consultant whenever City observes or otherwise becomes aware of any defect in a project.
- 9. <u>Acceptance of Work Not a Release.</u> Acceptance by the City of the work to be performed under this Agreement does not operate as a release of Consultant from professional responsibility for the work performed.

10. Indemnification and Hold Harmless.

Consultant shall defend, indemnify, and hold harmless the City and its officers, officials, employees, volunteers, and agents from and against any and all liability, loss, damage, expense, costs (including without limitation costs and fees of litigation) of every nature arising out of or in connection with Consultant's performance of work hereunder, including the performance of work of any of Consultant's subcontractors or agents, or Consultant's failure to comply with any of its obligations contained in the agreement, except such loss or damage which was caused by the sole negligence or willful misconduct of the City.

- 11. <u>Insurance.</u> Consultant shall procure and maintain for the duration of this Agreement insurance meeting the requirements specified in <u>Exhibit A</u> hereto.
- 12. <u>Access to Records.</u> Consultant shall maintain all preparatory books, records, documents, accounting ledgers, and similar materials including but not limited to calculation and survey notes relating to work performed for the City under this Agreement on file for at least three (3) years following the date of final payment to Consultant by City. Any duly authorized representative(s) of City shall have access to such records for the purpose of inspection, audit, and copying at reasonable times during Consultant's usual and customary business hours. Consultant shall provide proper facilities to City's representative(s) for such access and inspection.
- 13. <u>Non-Assignability</u>. It is recognized by the parties hereto that a substantial inducement to City for entering into this Agreement was, and is, the professional reputation and competence of Consultant. This Agreement is personal to Consultant and shall not be assigned by it without express written approval of the City.
- 14. <u>Changes to Scope of Work.</u> City may at any time, and upon a minimum of ten (10) days written notice, seek to modify the scope of services to be provided for any project to be completed under this Agreement. Consultant shall, upon receipt of said notice, determine the impact on both time and compensation of such change in scope and notify City in writing. Upon agreement between City and Consultant as to the extent of said impacts to time and compensation, an amendment to this Agreement shall be prepared describing such changes. Execution of the amendment by City and Consultant shall constitute the Consultant's notice to proceed with the changed scope.

15. Ownership of Documents. Title to all final documents, including drawings, specifications, data, reports, summaries, correspondence, photographs, computer software (if purchased on the City's behalf), video and audio tapes, software output, and any other materials with respect to work performed under this Agreement shall vest with City at such time as City has compensated Consultant, as provided herein, for the services rendered by Consultant in connection with which they were prepared. City agrees to hold harmless and indemnify the Consultant against all damages, claims, lawsuits, and losses of any kind including defense costs arising out of any use of said documents, drawings, and/or specifications on any other project without written authorization of the Consultant.

16. Termination.

- (A) City shall have the authority to terminate this Agreement, upon ten days written notice to Consultant, as follows:
 - (1) If in the City's opinion the conduct of the Consultant is such that the interest of the City may be impaired or prejudiced, or
 - (2) For any reason whatsoever.
- (B) Upon termination, Consultant shall be entitled to payment of such amount as fairly compensates Consultant for all work satisfactorily performed up to the date of termination based upon the Consultant's rates shown in Exhibit B and/or Section 3 of this Agreement, except that:
 - (1) In the event of termination by the City for Consultant's default, City shall deduct from the amount due Consultant the total amount of additional expenses incurred by City as a result of such default. Such deduction from amounts due Consultant are made to compensate City for its actual additional costs incurred in securing satisfactory performance of the terms of this Agreement, including but not limited to, costs of engaging another consultant(s) for such purposes. In the event that such additional expenses shall exceed amounts otherwise due and payable to Consultant hereunder, Consultant shall pay City the full amount of such expense.
- (C) In the event that this Agreement is terminated by City for any reason, Consultant shall:
 - (1) Upon receipt of written notice of such termination promptly cease all services on this project, unless otherwise directed by City; and
 - (2) Deliver to City all documents, data, reports, summaries, correspondence, photographs, computer software output, video and audio tapes, and any other materials provided to Consultant or prepared by or for Consultant or the City in connection with this Agreement. Such material is to be delivered to City in completed form; however, notwithstanding the provisions of Section 15 herein, City may condition payment for

services rendered to the date of termination upon Consultant's delivery to the City of such material.

- (D) In the event that this Agreement is terminated by City for any reason, City is hereby expressly permitted to assume the projects and complete them by any means, including but not limited to, an agreement with another party.
- (E) The rights and remedy of the City and Consultant provided under this Section are not exclusive and are in addition to any other rights and remedies provided by law or appearing in any other section of this Agreement.
- 17. <u>Compliance with Laws, Rules, and Regulations.</u> Services performed by Consultant pursuant to this Agreement shall be performed in accordance and full compliance with all applicable federal, state, and City laws and any rules or regulations promulgated thereunder.
- 18. <u>Exhibits Incorporated.</u> All exhibits referred to in this Agreement and attached to it are hereby incorporated in it by this reference. In the event there is a conflict between any of the terms of this Agreement and any of the terms of any exhibit to the Agreement, the terms of the Agreement shall control the respective duties and liabilities of the parties.
- 19. <u>Independent Contractor.</u> It is expressly understood and agreed by both parties that Consultant, while engaged in carrying out and complying with any of the terms and conditions of this Agreement, is an independent contractor and not an employee of the City. Consultant expressly warrants not to represent, at any time or in any manner, that Consultant is an employee or servant of the City.
- 20. <u>Integration and Entire Agreement.</u> This Agreement represents the entire understanding of City and Consultant as to those matters contained herein. No prior oral or written understanding shall be of any force or effect with respect to those matters contained herein. This Agreement may not be modified or altered except by amendment in writing signed by both parties.
- 21. <u>Jurisdiction and Venue.</u> This Agreement shall be governed by and construed in accordance with the laws of the State of California, County of Monterey, and City of Salinas. Jurisdiction of litigation arising from this Agreement shall be in the State of California, in the County of Monterey or in the appropriate federal court with jurisdiction over the matter.
- 22. <u>Severability.</u> If any part of this Agreement is found to be in conflict with applicable laws, such part shall be inoperative, null and void insofar as it is in conflict with said laws, but the remainder of the Agreement shall continue to be in full force and effect.

23. Notices.

(A) Written notices to the City hereunder shall, until further notice by City, be addressed to:

City Manager
City of Salinas
200 Lincoln Avenue
Salinas, California 93901

With a copy to:

City Attorney
City of Salinas
200 Lincoln Avenue
Salinas, California 93901

(B) Written notices to the Consultant shall, until further notice by the Consultant, be addressed to:

[Contact Information for Consultant including Title, Address, Email, and Phone #]

- (C) The execution of any such notices by the City Manager shall be effective as to Consultant as if it were by resolution or order of the City Council, and Consultant shall not question the authority of the City Manager to execute any such notice.
- (D) All such notices shall either be delivered personally to the other party's designee named above, or shall be deposited in the United States Mail, properly addressed as aforesaid, postage fully prepaid, and shall be effective the day following such deposit in the mail.
- 24. <u>Nondiscrimination.</u> During the performance of this Agreement, Consultant shall not discriminate against any employee or applicant for employment because of race, color, religion, ancestry, creed, sex, national origin, familial status, sexual orientation, age (over 40 years) or disability. Consultant shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, ancestry, creed, sex, national origin, familial status, sexual orientation, age (over 40 years) or disability.
- 25. <u>Conflict of Interest.</u> Consultant warrants and declares that it presently has no interest, and shall not acquire any interest, direct or indirect, financial or otherwise, in any manner or degree which will render the services required under the provisions of this Agreement a violation of any applicable local, state or federal law. Consultant further declares that, in the performance of this Agreement, no subcontractor or person having such an interest shall be employed. In the event that any conflict of interest should nevertheless hereinafter arise, Consultant shall promptly notify City of the existence of such conflict of interest so that City may determine whether to terminate this Agreement. Consultant further warrants its compliance with the Political Reform Act (Government Code section 81000 et seq.) and Salinas City Code Chapter 2A that apply to Consultant as the result of Consultant's performance of the work or services pursuant to the terms of this Agreement.

- 26. <u>Headings.</u> The section headings appearing herein shall not be deemed to govern, limit, modify, or in any manner affect the scope, meaning or intent of the provisions of this Agreement.
- 27. <u>Attorneys' Fees.</u> In case suit shall be brought to interpret or to enforce this Agreement, or because of the breach of any other covenant or provision herein contained, the prevailing party in such action shall be entitled to recover their reasonable attorneys' fees in addition to such costs as may be allowed by the Court. City's attorneys' fees, if awarded, shall be calculated at the market rate.
- 28. <u>Non-Exclusive Agreement.</u> This Agreement is non-exclusive and both City and Consultant expressly reserves the right to contract with other entities for the same or similar services.
- 29. <u>Rights and Obligations Under Agreement.</u> By entering into this Agreement, the parties do not intend to create any obligations express or implied other than those set out herein; further, this Agreement shall not create any rights in any party not a signatory hereto.
- 30. <u>Licenses.</u> If a license of any kind, which term is intended to include evidence of registration, is required of Consultant, its representatives, agents or subcontractors by federal, state or local law, Consultant warrants that such license has been obtained, is valid and in good standing, and that any applicable bond posted in accordance with applicable laws and regulations.
- 31. <u>Counterparts.</u> This Agreement may be executed in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute a single agreement.
- 32. <u>Legal Representation</u>. Each party affirms that it has been represented, if it so chose, by legal counsel of its own choosing regarding the preparation and the negotiation of this Agreement and the matters and claims set forth herein, and that each of them has read this Agreement and is fully aware of its contents and its legal effect. Neither party is relying on any statement of the other party outside the terms set forth in this Agreement as an inducement to enter into this Agreement.
- 33. <u>Joint Representation.</u> The language of all parts of this Agreement shall in all cases be construed as a whole, according to its fair meaning, and not strictly for or against any party. No presumptions or rules of interpretation based upon the identity of the party preparing or drafting the Agreement, or any part thereof, shall be applicable or invoked.
- 34. <u>Warranty of Authority.</u> Each party represents and warrants that it has the right, power, and authority to enter into this Agreement. Each party further represents and warrants that it has given any and all notices, and obtained any and all consents, powers, and authorities, necessary to permit it, and the persons entering into this Agreement for it, to enter into this Agreement.
- 35. <u>No Waiver of Rights.</u> Waiver of a breach or default under this Agreement shall not constitute a continuing waiver or a waiver of a subsequent breach of the same or any other provision of this Agreement. The failure to provide notice of any breach of this Agreement or

failure to comply with any of the terms of this Agreement shall not constitute a waiver thereof. Failure on the part of either party to enforce any provision of this Agreement shall not be construed as a waiver of the right to compel enforcement of such provision or any other provision. A waiver by the City of any one or more of the conditions of performance under this Agreement shall not be construed as waiver(s) of any other condition of performance under this Agreement.

IN WITNESS WHEREOF, the parties hereto have made and executed this Agreement on the date first written above.

CITY OF SALINAS
René Mendez, City Manager
APPROVED AS TO FORM:
☐ Christopher A. Callihan, City Attorney, or
☐ Rhonda Combs, Assistant City Attorney
CONSULTANT
By (Printed Name):
Its (Title):

Exhibit A- Insurance Requirements

Insurance Requirements

Consultant shall procure and maintain for the duration of the Agreement insurance against claims for injuries to persons or damage to property which may arise from or in connection with the performance of the work hereunder and the results of that work by the Consultant, his agents, representatives, employees, or subcontractors. With respect to General Liability and Professional Liability, coverage should be maintained for a minimum of five (5) years after Agreement completion.

MINIMUM SCOPE AND LIMIT OF INSURANCE

Coverage shall be at least as broad as:

- (A) Commercial General Liability ("CGL"): Insurance Services Office Form ("ISO") CG 00 01 covering CGL on an occurrence basis, including products and completed operations, property damage, bodily injury, and personal & advertising injury with limits no less than \$1,000,000 per occurrence. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.
- **(B)** Automobile Liability: ISO Form CA 0001 covering any auto, or if Consultant has no owned autos, hired and non-owned, with limits no less than \$1,000,000 per accident for bodily injury and property damage.
- (C) Workers' Compensation insurance as required by the State of California, with Statutory Limits, and Employer's Liability Insurance with a limit of no less than \$1,000,000 per accident for bodily injury or disease.
- (D) Professional Liability (also known as Errors and Omissions) insurance appropriate to the work being performed, with limits no less than \$1,000,000 per occurrence or claim, \$2,000,000 aggregate per policy period of one year.

If the Consultant maintains broader coverage and/or higher limits than the minimums shown above, the City of Salinas requires and shall be entitled to the broader coverage and/or higher limits maintained by the Consultant. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to the City.

OTHER INSURANCE PROVISIONS

The insurance policies are to contain, or be endorsed to contain, the following provisions:

Additional Insured Status

The City of Salinas, its officers, officials, employees, and volunteers are to be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Consultant including materials, parts, or equipment furnished in connection with such work or operations. General liability coverage can be provided in the form of an endorsement to the Consultant's insurance (at least as broad as ISO Form CG 20 10, CG 11 85, or both CG 20 10, CG 20 26, CG 20 33, or CG 20 38; and CG 20 37 forms if later revisions used).

Primary Coverage

For any claims related to this Agreement or the project described within this Agreement, the **Consultant's insurance coverage shall be primary coverage** at least as broad as ISO Form CG 20 01 04 13 as respects the City, its officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees, or volunteers shall be excess of the Consultant's insurance and shall not contribute with it.

Notice of Cancellation

Each insurance policy required above shall provide that coverage shall not be canceled, except with notice to the City.

Waiver of Subrogation

Consultant hereby grants to City a waiver of any right to subrogation which any insurer of said Consultant may acquire against the City by virtue of the payment of any loss under such insurance. Consultant agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the City has received a waiver of subrogation endorsement from the insurer.

The Workers' Compensation policy shall be endorsed with a waiver of subrogation in favor of the City of Salinas for all work performed by the Consultant, its employees, agents, and subcontractors.

Self-Insured Retentions

Self-insured retentions must be declared by Consultant to and approved by the City. At the option of the City, Consultant shall provide coverage to reduce or eliminate such self-insured retentions as respects the City, its officers, officials, employees, and volunteers; or the consultant shall provide evidence satisfactory to the City guaranteeing payment of losses and related investigations, claim administrations, and defense expenses. The policy language shall provide, or be endorsed to provide, that the self-insured retention may be satisfied by either the named insured or City.

Acceptability of Insurers

Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A:VII, unless otherwise acceptable to the City.

Claims Made Policies

If any of the required policies provide coverage on a claims-made basis:

- 1. The Retroactive Date must be shown and must be before the date of this Agreement or the beginning of Agreement work.
- 2. Insurance must be maintained and evidence of insurance must be provided for at least five (5) years after completion of the Agreement of work.
- 3. If coverage is canceled or non-renewed, and not *replaced with another claims-made policy form with a Retroactive Dat*e prior to the Agreement effective date, the Consultant must purchase "extended reporting" coverage for a minimum of *five (5)* years after completion of Agreement work.
- 4. A copy of the claims reporting requirements must be submitted to the City for review.

Verification of Coverage

Consultant shall furnish the City with original certificates and amendatory endorsements or copies of the applicable insurance language effecting coverage required by this Agreement. All certificates and endorsements are to be received and approved by the City before work commences. However, failure to obtain the required documents prior to the work beginning shall not waive the Consultant's obligation to provide them. The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by these specifications, at any time.

Subcontractors

Consultant shall require and verify that all sub-consultants and/or subcontractors maintain insurance meeting all the requirements stated herein, and Consultant shall ensure that Entity is an additional insured on insurance required from such sub-consultants and/or subcontractors.

Special Risks or Circumstances

City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

Maintenance of Insurance

Maintenance of insurance by Consultant as specified shall in no way be interpreted as relieving Consultant of its indemnification obligations or any responsibility whatsoever and the Consultant may carry, at its own expense, such additional insurance as it deems necessary.

Exhibit B- Scope of Service

[Scope of Service; Compensation]

~End of Appendix A~





"Securing the Future, Protecting the Present"



LICENSE NO.: PPO120440



Date: June 6, 2025

Salinas, CA 93901

SUBMITTED BY: 247 PRIVATE SECURITY



Q 4208 N Freeway Blvd., #101, Sacramento, CA 95834



www.247privatesecurity.com



(805) 464-9371



ray@247privatesecurity.com



Uniformed Security Guard Services



Securing the Future, Protecting the Present

PPO: 120440

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SECTION 1:

1.1. COVER LETTER:

June 6, 2025

City of Salinas

City Hall

Public Works Department

Attn: Cristina Gonzales 200 Lincoln Avenue

Salinas, CA 93901

Subject: Proposal Submission for Uniformed Security Guard Services

Dear Cristina Gonzalez,

247 Private Security is pleased to submit our proposal in response to the City of Salinas' Request for Proposals for Uniformed Security Guard Services. We appreciate the opportunity to demonstrate our qualifications and commitment to delivering professional, reliable, and comprehensive security services across all City-owned facilities.

247 Private Security is a C Corporation registered and operating in the State of California. Our company has been in existence for over seven (7) years, providing armed and unarmed security services to both public and private sector clients throughout the state under California PPO License #120440. Since our establishment, we have grown to become one of California's most trusted security providers, known for our experienced personnel, responsive management, and community-centered approach.

Primary Contact for this Proposal:

Ray Tahiri, Project Manager

247 Private Security

Telephone:

(805) 464-9371

Fax:

(818) 518-9913

Email:

Ray@247privatesecurity.com

Address:

4208 N Freeway Blvd., #101, Sacramento, CA 95834

We look forward to the opportunity to support the City of Salinas in creating a safe and secure environment for its residents, staff, and visitors. Thank you for your time and consideration.

Sincerely.

Ray Tahiri

Project Manager, 247 Private Security

(805) 464-9371



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1.2. SIGNED SIGNATURE PAGE / VERIFICATION OF LICENSURE – ATTACHMENT 2:

ATTACHMENT 2 – SIGNATURE PAGE / VERIFICATION OF LICENSURE

By submission of a proposal, Proposer attests to having possession of a valid private patrol operator license issued by the State of California. Such license authorizes a Contractor to contract to perform the type of work required by the specifications. Should the Contractor fail to provide below the number of Contractor's State of California License and City of Salinas, Patrol Service Permit, the City may reject this proposal.

Proposer:	786 Hastrust Inc. dba 247 Private Security			
BY:	Ray Tahiri			
TITLE:	Project Manager			
MAILING ADDRESS:	4208 N Freeway Blv	d., #101		
Sacramento,	CA	95834		
(City)	(State)	(Zip)		
TELEPHONE NUMBER:	(805) 464-9371			7
STATE OF CALIFORNIA	-	0120440		
(Private Patrol Operato	or License)			
/2013	ado			
			J	une 6, 2025
PROPOSER'S Signature Date		Date		

~End of Attachment 2~

Revise per Addendum No. 1 May 30, 2025







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1.3. RECEIPT OF SIGNED ADDENDA:

247 Private Security hereby acknowledges receipt and full understanding of Addendum No. 1 to the RFP issued on May 30, 2025.

ADDENDUM NO. 1 TO RFP



DATE: May 30, 2025

TO: Potential Responders to Request for Proposal

FROM: Cristina Gonzalez, PW Admin Supervisor

RE: City of Salinas Request for Proposals

UNIFORMED SECURITY GUARD SERVICES

NOTICE TO ALL POTENTIAL RESPONDENTS, The Request for Proposals ("RFP") is modified as set forth in this Addendum. The original RFP documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby incorporated and made part of the RFP. Respondent shall take this Addendum into consideration when preparing and submitting Respondent's Proposal.

Revised Section 15. List of Facilities

This Addendum revises Section 15 of the Request for Proposals (RFP), titled "List of Facilities," to reflect the current needs of the City of Salinas, specifically for the Information Technology Center (ITC) and the Steinbeck Library.

The updated facility hours are based on operational needs and may be subject to change during the contract term.

Please refer to the attached document titled: "Attachment – Section 15 List of Facilities (Revised)" for the updated schedule.

Updates Signature Page/Verification of Licensure form

This Addendum revises "Attachment 2 - Signature Page/Verification of Licensure' removing line City of Salinas Private Patrol Operator Registration Card No. requirement.

Questions and Answers

Answers to timely questions are being provided hereto in order to allow all potential respondents access to the contents of the attachments submitted with, and referenced in, the Request for Proposals (RFP).

Due to the number of questions received, the Q&A will be provided as a separate attachment to this addendum. Please refer to the attachment titled: "RFP 2025 Uniformed Security Guard Services – Q&A Responses"

END OF ADDENDUM



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SECTION 2 – PRE-QUALIFICATION / LICENSING REQUIREMENTS:

247 Private Security, acknowledges that it meets all pre-qualification and licensing requirements as outlined in Section 3 of the RFP. Below, we referred to each of the required pre-qualification criteria and provided additional details demonstrating our capability to meet all pre-qualification and licensing requirements under this RFP.

2.1. OUR CAPABILITY AND PERFORMANCE HISTORY:

247 Private Security brings over seven (7) years of expertise in delivering security solutions across California. Our management team collectively brings more than 24 years of experience in the security industry. We are a fully licensed, insured, and independent security provider with a strong track record of delivering services that align with the requirements of the City of Salinas for provision of Uniformed Security Guard Services.

Over the past five (5) years, we have successfully delivered security services to more than 35 clients in various sectors. Our service portfolio includes public facilities, educational institutions, healthcare centers, construction sites, transportation hubs, religious venues, residential communities, commercial properties, retail outlets, and event venues.

The following recent and ongoing projects highlight our experience providing similar services to those identified in the City's Scope of Work:

1. HOPICS (Homeless Outreach Program Integrated Care System):

Providing 24/7 unarmed and vehicle patrol security for over 40 facilities across 30 projects, including interim housing, safe parking sites, and homeless shelters. This involves safeguarding more than 10,000 clients and 450 employees, exemplifying our ability to manage high-risk and complex urban environments.

2. East Side Union High School District:

Providing unarmed security services across multiple school sites including Andrew P. Hill High School and Overfelt Adult Center, Monday through Friday, from 5 PM to 10 PM. These deployments require managing student safety, access control, and on-site coordination with school administration.

3. Metro Crossing Master Association:

Night patrol services, 7 days a week, from 9 PM to 6 AM at residential complexes, focusing on crime deterrence, access verification, and neighborhood safety.

4. Metro One LPSG Partnership (Multiple Cities in CA):

We support Metro One with uniformed security services for brands such as Verizon, Nike, Nordstrom Rack, and CVS. These projects involve seven-day-a-week patrols, access control, theft prevention, and after-hours premises security.



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Lighthouse Community Church:

Unarmed security guard services from 4 PM to 10 PM ensuring evening security during community events and administrative functions.

Guardian Eagle Security Inc. Partnership (Contract for Los Angeles Unified School District):

Subcontracted fire watch and patrol services at over 15 LAUSD sites, including high schools and elementary schools, demonstrating our compliance capacity and coordination with public agencies.

7. Ouster, Inc.:

Delivering security services for overnight coverage on weekdays and 24-hour coverage on weekends, ensuring protection of high-value technology assets.

8. O'Reilly:

Ongoing provision of guards 7 days a week, from 8 AM to 10:30 PM, for one of the busiest retail corridors in the region.

OUR CAPABILITIES IN BEHAVIORAL HEALTH RESPONSE:

As urban and public spaces increasingly intersect with behavioral health and housing crises, our team has responded by integrating Behavioral Health Protocol Training across our field force. Our officers receive training in:

- De-escalation and non-violent intervention
- Crisis management and trauma-informed care
- Mental health first aid and referral protocols
- Coordination with social workers, first responders, and municipal staff

This has been critical in our work with HOPICS, shelters, transitional housing facilities, and educational environments where emotional and psychological volatility is a factor. We prepare our personnel to engage respectfully, assess situations accurately, and act responsibly in line with both public safety and humanitarian priorities.

SUCCESS RATE AND COST VS. BENEFIT:

Our client retention rate exceeds 90%, with the majority of our clients renewing contracts or expanding service scopes within the first 12 months. Our ability to reduce incidents and improve response times directly translates into measurable benefits for clients. For example:

- HOPICS saw a 40% reduction in unauthorized entry incidents within 90 days of contract start.
- Retail partners reported up to 60% drop in theft-related losses during our deployment.
- Educational clients cite improved student and staff satisfaction in campus safety surveys, supporting a conducive learning environment.







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UNDERSTANDING OF CITY NEEDS:

Our experience across education, public spaces, homeless facilities, and high-traffic commercial environments enables us to understand and meet the requirements of the City of Salinas.

WE UNDERSTAND THAT THE CITY REQUIRES:

- Trained, professional, and independent security personnel capable of executing duties across a wide range of facility types without direct City supervision.
- Visible deterrence and rapid incident response at high-traffic areas such as parking garages, transit centers, public libraries, and event venues.
- Ongoing patrol coverage foot, bike, and vehicle tailored to different times of day, facility risks, and public activity patterns.
- Compliance with all applicable laws and codes, including the California Penal Code, Business and Professions Code, OSHA regulations, and BSIS licensing requirements.
- Accurate and consistent reporting daily activity logs, annual site assessments, and incident tracking to support transparency and operational improvements.
- Behaviorally aware, culturally sensitive, and courteous personnel, especially for assignments involving public interaction, vulnerable populations, or city service points like libraries and the Intermodal Transit Center.

We recognize that many of the facilities under this contract such as Monterey Street, Salinas Permit Center, Steinbeck Library, and Sherwood Hall, are community-facing and frequented by diverse groups, including the unhoused and individuals facing behavioral health challenges. Our teams are experienced in these scenarios and trained accordingly.

HOW WE ALIGN WITH SALINAS' EXPECTATIONS?

Patrol Capability Across Facility Types:

With over 25 patrol vehicles, 18 golf carts, and 8 motorized bicycles in our fleet, we are equipped to meet the City's requirement for:

- Randomized and scheduled patrols
- Foot patrols in compact areas like libraries or event centers
- Vehicle patrols in large areas such as the City Maintenance Yard and Airport
- Standing guards in static posts, such as the ITC and City Hall

Our GPS-tracked patrol operations and incident reporting systems ensure verifiable compliance and real-time responsiveness.





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Behavioral Health Protocols and De-Escalation:

Many public spaces in Salinas experience complex social dynamics. Our work at HOPICS, shelters, and school campuses has prepared our officers to:

- Recognize and respond to signs of mental health crises
- Use trauma-informed communication techniques
- Apply non-violent crisis intervention and behavioral health protocols
- Coordinate with local authorities and social service partners when needed

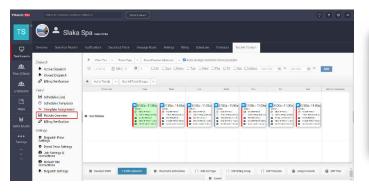
This behavioral intelligence is critical for areas like Monterey Street, Steinbeck Library, and the Downtown Improvement District, where interaction with unhoused or at-risk populations is routine.

3. Incident Response, Reporting & Compliance:

We understand that guards must:

- Respond immediately to alarms and emergencies (including panic/code alarms)
- Provide daily activity and incident reports
- Submit annual site assessments
- Ensure every report is timely, complete, and actionable

We use TrackTik digital reporting platform that timestamps all activity logs and incident entries, which can be exported daily for City review. Supervisors review all reports for completeness and pattern recognition.





4. Regulatory and Legal Adherence:

We strictly comply with:

- Sections 11105, 12002, and 12033 of the California Penal Code
- Sections 7583.5 and 7583.12 of the California Business & Professions Code
- BSIS licensing standards for all guards
- Confidentiality and conflict-of-interest protocols, including training for all employees serving municipal contracts

Any replacement of personnel (due to performance or City request) will be fulfilled within two (2) hours, per City requirements.





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5. Training, Appearance, and Professional Conduct:

All guards assigned to City facilities will be:

- Professionally uniformed and well-groomed
- Trained in customer service, municipal protocols, and courteous public engagement
- Provided with PPE and all required tools to perform their duties safely and effectively
- Re-trained annually and briefed on site-specific Patrol Orders

Our dedicated Site Supervisors will ensure continual performance evaluation, shadowing, and feedback loops.





FACILITY-SPECIFIC FAMILIARITY:

We are confident in our ability to fulfill the unique coverage patterns and service expectations across all listed facilities, including:

- Random patrols at parking lots, maintenance yard, and airport (with visibility and deterrence)
- Interior-focused patrols at Steinbeck Library, Recreation Center, and Permit Center (with behavioral sensitivity and customer service)
- Static posts and lockdown duties at ITC and Monterey Street
- Event-driven adaptability at Sherwood Hall and Downtown Improvement District

Every guard will be assigned only after receiving full orientation on that facility's Patrol Orders, event schedules, and communication protocols.

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PROJECT MANAGER/DESIGNATED POINT OF CONTACT: 2.2.

247 Private Security designates Mr. Ray Tahiri as the Project Manager for this contract. Ray will serve as the City's dedicated liaison and operational lead, responsible for contract execution, performance oversight, client coordination, and overall service quality.



Ray Tahiri is a seasoned operations leader with over a decade of combined experience in security operations, contract management, crisis response, and cross-functional coordination. He has successfully overseen guard deployments for high-traffic environments which are very similar in scope and sensitivity to those outlined by the City of Salinas.

In his current role as Project Manager for 247 Private Security, Ray leads daily operations involving more than 250 active security professionals across California. He has extensive experience supporting contracts with various clients.

RELEVANT EXPERIENCE:

- Project Manager 247 Private Security (2021-Present): Leads large-scale security deployments across California. Key contributions include coordinating multi-site patrol operations for both armed and unarmed security services. Ray is instrumental in ensuring our guards are compliant with BSIS and OSHA standards, and that daily reporting, site assessments, and client communications are timely and effective. His leadership has directly impacted successful partnerships, where the company provides similar services such as static post monitoring, alarm response, fire watch, and patrol operations.
- Operations Manager SGP Security (2018–2021): Directed contract execution for various portfolio of clients, designed incident response protocols, and supervised security officers.
- Cultural Advisor & Translator U.S. Military (2009–2013): Supported high-risk security operations and provided situational analysis and communication support in conflict zones. This experience shaped his approach to risk management, threat detection, and interpersonal engagement in sensitive environments.

Ray's qualifications align directly with the City's expectations for a Project Manager who understands how to:

- Manage patrols and fixed posts across multiple sites, shift types, and risk levels.
- Implement behavioral health protocols in environments with vulnerable populations.
- Maintain reporting accuracy, transparency, and real-time responsiveness.
- Navigate municipal processes, safety regulations, and emergency protocols.

Ray will be available to the City 24/7, 365 days per year, and is committed to attending security and safety-related meetings at no additional cost to the City.

(805) 464-9371

Ray@247privatesecurity.com





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2.3. FIRM OVERVIEW AND PROFESSIONAL CERTIFICATIONS:

247 Private Security is a full-fledged private security company holding California Private Patrol Operator (PPO) License No. PPO120440 from the Bureau of Security and Investigative Services (BSIS), offering security services throughout California. We have more than 7 years of industry experience and have been operating under the name "247 Private Security" since 2018. We operate 24 hours a day, 7 days a week, and 365 days a year to ensure the highest level of protection at all times for our clients.

LEGAL NAME:	786 Hastrust Inc. dba 247 Private Security
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WEB ADDRESS: www.247privatesecurity.com

CORPORATE AND LOCAL ADDRESSES

247 Private Security is strategically positioned to provide security services across key regions in California. Our corporate office is located in Van Nuys, a neighborhood of Los Angeles, and our branch / local offices are in Sacramento, San Francisco, and Oakland.









- 14654 Victory Blvd., #218 Van Nuys, CA 91411
- 1999 Harrison Street, #1800, Oakland, CA 94612
- 4208 N Freeway Blvd., #101, Sacramento, CA 95834
- Sansome Street, #3500, San Francisco, CA 94104

California PPO License:



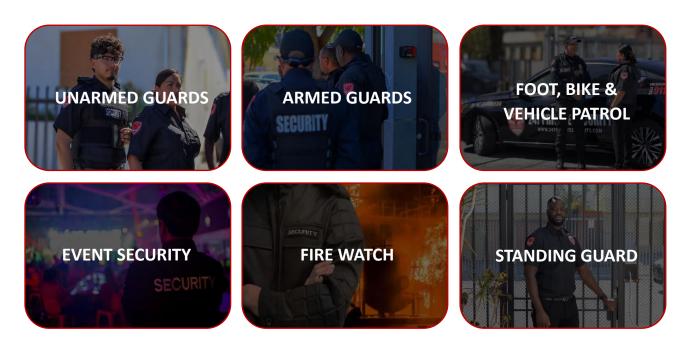




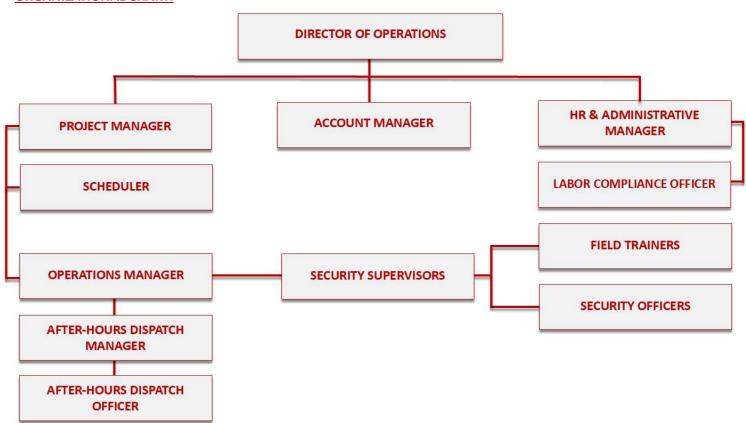
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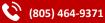
PPO: 120440

At 247 Private Security, we offer a comprehensive range of security services tailored to meet the unique needs of our clients



ORGANIZATIONAL CHART:







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We currently maintain a workforce of:

- 259 licensed security professionals
- 29 dedicated management and administrative personnel

COMPANY PHILOSOPHY & STRENGTHS:

Our philosophy is rooted in public safety, responsiveness, and proactive prevention. We emphasize partnership, professionalism, and accountability in every client relationship. Our key strengths are:

- 24/7/365 Availability
- Fully Licensed and Insured
- Extensive Training in Behavioral Health and Conflict De-escalation
- Fleet of 25 Patrol Vehicles and Support Equipment
- Multi-site Coordination Capabilities
- Technology-Enabled Reporting (TrackTik Real-Time Incident and Activity Logs)
- Culturally Aware, Community-Integrated Officers
- Rapid Guard Replacement and Service Scalability

MAJOR CUSTOMERS:











































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SECTION 3 – PROJECT EXPERIENCE AND REFERENCES:

3.1. **KEY STAFF PERSONS:**

For the successful implementation of security services under this project, 247 Private Security will designate our highly qualified management personnel with extensive experience in security management, operations, client relations, scheduling, and human resources. Our management team is composed of experienced professionals, each member plays a vital role and will ensure high-quality security service delivery, compliance, and operational efficiency for the City.

OMAR MOTAWAKEL:

Position and Role for This Project: Director of Operations



Omar Mutawakel is a highly experienced security management professional with over 15 years of expertise in security operations, forensic analysis, and risk assessment. As Director of Operations at 247 Private Security, he is responsible for overseeing security programs, ensuring compliance with client requirements, and implementing strategic policies to enhance operational efficiency. His leadership is backed by strong academic credentials and extensive experience in both private security and forensic training.

 Clinical Psychology with emphasis on Police Psychology, The Chicago School of Professional Phycology (2013)
Master of Business Administration (MBA), University of La Verne (2001) – Emphasis on International Business and Public Affairs
❖ Bachelor of Science in Health Science, California State University, Northridge (1997)
 Applied Forensic Services – Forensic Training & Hostage Negotiation (2011)
 Certified PPO Qualified Manager – California Bureau of Security & Investigative Services (BSIS) – PPO #120440
 Firearm Permit License #2660254
❖ Alarm Company License #93678
Director of Operations – 247 Private Security (2018-Present): Oversees security operations, manages client contracts, and ensures regulatory compliance. Implements risk assessment strategies and enhances security protocols.
Operations Manager/Private Investigator Analysist – Modern Protection (2009-2018): Led private security investigations, developed security plans, and supervised security patrol teams for high-risk locations.





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RAY TAHIRI:

Position and Role for This Project: Project Manager



Ray Tahiri is a seasoned operations leader with a strong background in security logistics, crisis management, and compliance. As Project Manager at 247 Private Security, he is responsible for managing security deployments, coordinating teams, and ensuring the seamless execution of operational plans. His expertise in handling large-scale security operations makes him a key asset in ensuring high-quality service delivery.

Education:	❖ Advanced Security & Management Training		
Certification & Training:	 ASIS Certification Use of Force, Power to Arrest Conflict Management Crowd Management Patrol Security 		
Summary of Relevant Experience:	 Project Manager – 247 Private Security (2021-Present): Manages daily security operations, ensures compliance with regulations, and coordinates with clients for optimized security strategies. Operations Manager – SGP Security (2018-2021): Supervised security contracts, developed security response plans, and led field operations. Cultural Advisor & Translator – U.S. Military (2009-2013): Assisted in high-risk operations, facilitated communication, and contributed to strategic security initiatives. 		

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ANA BUSTAMANTE:

Position and Role for This Project: Account Manager/Billing Point of Contact



Ana Bustamante is a dedicated security account management professional with over 10 years of extensive experience in client relations, contract management, and administrative oversight. As Account Manager at 247 Private Security, she ensures that client needs are met, service standards are maintained, and operational efficiency is optimized.

Education:	 Business Management – Pasadena City College (2023) Los Angeles City College (2012) High School – Downtown Business Magnet (2010)
Certification & Training:	 Professional Development in Security Operations & Client Relations
	 Account Manager – 247 Private Security (2025-Present): Oversees client relationships, ensures contract compliance, manages billing, and security service coordination. Account Manager/ HR & Administrative Manager – Guardian Eagle Security (2024-2025): Managed client accounts, HR operations, and administrative functions,
Summary of Relevant Experience:	 ensuring seamless security services and workforce compliance. Director of Security & Client Relations – Direct Solutions Security Group (2023-2024): Led administrative and security operations, managed client accounts, and improved customer engagement strategies.
	Senior Account Manager – ATF Private Security (2022-2023): Managed high-profile security accounts, ensured service excellence, and handled client concerns.
	Office Manager/Admin – SGP Solutions (2021-2021): Managed administrative operations, HR functions, and client service coordination.



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Sofia Perez Sandoval:

Position and Role for This Project: Scheduler



Sofia Perez Sandoval is a highly skilled scheduling and logistics coordinator with extensive experience in workforce management, payroll processing, and client communication. As Scheduler at 247 Private Security, she ensures that all security personnel are deployed effectively while meeting operational demands and labor compliance requirements.

Education:	 Scheduling & Administrative Management Training High School Diploma – James Monroe High School 		
Certification & Training:	❖ Workforce Coordination & Payroll Systems Certification		
Summary of Relevant Experience:	 Scheduler – 247 Private Security (2024-Present): Manages shift assignments, optimizes scheduling procedures, and ensures workforce allocation efficiency. Collections Representative – Grupo Estrella LLC (2021-Present): Developed strong client communication and problem-solving skills in service coordination. Scheduler – Good Guard Security Inc. (2023-2024): Coordinated security teams, handled shift assignments, and optimized scheduling logistics. Bio Remediation & Mitigation Coordinator – CBC & Scope Environmental (2023 – 2023): Coordinated bio-remediation and mitigation efforts, overseeing environmental hazard response and compliance. Managed project execution, safety protocols, and client coordination. 		

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Ahmad Mustafa:

Position and Role for This Project: Administrative & HR Manager



Ahmad Mustafa is an experienced HR and administrative professional with over 10 years of expertise in workforce management, regulatory compliance, and organizational administration. As Administrative & HR Manager at 247 Private Security, he leads recruitment and personnel compliance, ensuring that all security personnel are properly trained and assigned per contract requirements.

Education:	❖ Bachelor of Business Administration (2018)		
Certification & Training:	 Professional in Human Resources (PHR) Certification Certified Administrative Professional (CAP) MOS: Microsoft Word Associate MOS: Microsoft Excel Associate MOS: Microsoft PowerPoint Associate Technical Writing – Purdue University Online Writing Lab Effective Business Writing – Udemy Writing Winning Technical Proposals – Lohfeld Consulting Group 		
Summary of Relevant Experience:	 Administrative & HR Manager – 247 Private Security (2024-Present): Manages recruitment, compliance, and personnel development. Ensures training and licensing requirements are met. Senior HR & Administrative Specialist – Afghan Family Guidance Association (2021-2024): Led HR initiatives, developed policies, and managed workforce relations. HR & Administrative Specialist – World Bank (2020-2021): Oversaw talent acquisition, employee evaluations, and HR compliance for multinational teams. HR & Administrative Coordinator – RET Germany (2016-2019): Managed payroll, recruitment, and compliance for an international humanitarian organization. 		



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We currently maintain a workforce of 259 active, trained, and licensed security officers, with an additional 300+ pre-vetted personnel in our HR pool ready for rapid deployment. This substantial capacity allows us to deliver consistent and uninterrupted coverage across all required facilities of the City.

For this project, we are proposing a team of 100% full-time employees who each have more than five (5) years of professional security experience. Additionally, a majority of the proposed team is multilingual, with proficiency in both English and Spanish. This linguistic versatility supports effective communication with diverse community members and enhances the officers' ability to perform their duties in culturally sensitive and linguistically varied environments.

Below is a list of the anticipated security officers for this contract. All individuals listed are current employees of 247 Private Security and fully certified by the California Bureau of Security and Investigative Services (BSIS):

SN	FIRST NAME	LAST NAME	CURRENT CA GUARD CARD NUMBER	Full-Time Employee
1	Carlos	Garcia	6436991	Yes
2	Jose Ernesto	Aguilar	6450732	Yes
3	Ahmed Mohammed	Ibrahim	6721949	Yes
4	Sergio Francisco	Alfaro	6708662	Yes
5	Jaime Javier	Luna	6806319	Yes
6	Olusegun	Taiwo	6588976	Yes
7	Omer	Omer	6689704	Yes
8	Yousaf Ahmad	Akbari	6802019	Yes
9	Ahmed Abdalla	Ibrahim	6681614	Yes
10	Edmond	Ekwegh	6797705	Yes
11	Mohamed Aman	Ali	6749864	Yes
12	Jorge	Zarate	1712723	Yes
13	Robert Berton	Gordy	1659084	Yes
14	Ahmad Massoud	Niazi	6788597	Yes
15	Fernando F	Vazquez	6733261	Yes
16	Yonies	Hassan	6733680	Yes
17	Habibullah	Fazli	6801419	Yes
18	Hamid	Ahmadi	6297448	Yes
19	Luis Fernando	Mazariegos	6602200	Yes
20	Joginder S	Saini	6611468	Yes





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3.2. **EXPERIENCE AND REFERENCE:**

Below is a list of our clients who can speak to the quality, reliability, and professionalism of our security services. These references reflect our proven ability to deliver exceptional security solutions across diverse environments. Additional references can be provided upon request as part of the City's evaluation process:

SN	Client Name	Contact Person & Title	Telephone / Email	Contract Dates	Description of Services & Role
1	HOPICS	Charles Rutley, Lead Security Officer	(213) 718-7219 <u>crutley@hopics.org</u>	2023 – Present	247 Private Security provides 24/7 on-site and vehicle patrol services for over 30 projects, including 40+ buildings, interim housing sites, and safe parking facilities. Services protect 10,000+ clients and 450 employees.
2	East Side Union High School District (multiple facilities)	Minh Nguyen, Site Supervisor	(408) 254-8110 nguyenmn@esuhsd.org	2022 – Present	Full-time unarmed guards for daily campus security from 5 PM — 10 PM, Monday through Friday at high schools and adult education centers, including Overfelt and Independence Adult Center.
3	Metro Crossing Master Association (Residential Community HOA)	Jamie Lee, Manager	(734) 552-1355 jhuey9@gmail.com	2023 – Present	Nighttime unarmed security officers (9 PM – 6 AM, 7 days/week) for luxury residential complexes. Duties include patrolling, incident reporting, resident assistance, property monitoring, and etc.



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4	Lighthouse Community Church	Andy Yueng, Director of Admin & HR / Jeff Silva, Billing Department	(310) 356-0950 andy@lighthousesouthbay.org / bills@lighthousesouthbay.org	2023 – Present	Unarmed security services daily from 4 PM – 10 PM to secure church premises, assist with congregation safety, and manage incidents during community events and gatherings.
5	Metro One LPSG (National Retail Security Partner)	Lisa Strydio, In-Charge	(718) 864-2851 lstrydio@metroonelpsg.com	2023 – Present	Contracted to provide unarmed security guards for major retail clients including Verizon, Nike, Nordstrom Rack, and others at multiple locations. Services include theft deterrence, orderly traffic flow, access control, parking facilities patrol, and reporting.
6	Ouster, Inc.	Matt Rudie, Global Facilities Manager	(415) 283-8615 Matt.rudie@ouster.io	2024 – Present	Armed security services, Weekdays 11 PM – 7 AM and 24-hour weekend coverage. Services include access control, incident response, patrols, and etc.

3.3. VIOLATIONS:

247 Private Security (786 Hastrust Inc. dba 247 Private Security) affirms that from its establishment date to the present, the company has not received any notices of violation, corrective action notices, enforcement actions or orders, warning notices, or any other form of noncompliance documentation from any public agency, including but not limited to OSHA, BSIS, or any regulatory authority.

(805) 464-9371



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SECTION 4 – STATEMENT TO SERVICE ENTIRE CITY:

247 Private Security confirms our full capability and readiness to provide security services across all designated locations within the City of Salinas. This includes, but is not limited to, the Salinas Municipal Airport, Permit Center, libraries, recreational facilities, parking garages, parking lots, Train Stations, Sherwood Hall, and all other City-owned facilities identified in the Scope of Work and throughout the term of the contract.

We maintain a strong operational presence in Monterey County and possess the staffing, logistical capacity, and fleet resources necessary to support consistent and timely deployment across all service locations.

No additional fees will be applied for travel time to any of the City's facilities listed in the RFP. All services will be delivered under the agreed-upon rates, with no hidden or added travel costs.

SECTION 5 – STATEMENT TO SERVICE SALINAS CITY CENTER AND ELIGIBLE NON-PROFIT GROUPS:

247 Private Security acknowledges and confirms our ability to provide security services to the Salinas City Center District (Downtown District) as well as to other eligible non-profit organizations located within the City of Salinas.

We are fully committed to extending the same terms, conditions, and rates outlined in our proposal "Section 6" to these groups, ensuring consistent service quality, reliability, and responsiveness. Our personnel are trained to operate effectively in high-traffic urban areas and community-centered environments, aligning with the public safety expectations of the City and its partner organizations.

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SECTION 6 – PRICING SCHEDULE – ATTACHMENT 1:

ATTACHMENT 1 - PRICE SCHEDULE

The following rate shall be provided:

<u>Supervisor</u>	Unarmed Cost
Pay Rate	\$ <u>20.00</u> /hr.
Billing Rate	\$ <u>25.50</u> /hr.
Overtime Rate	\$ 38.25 /hr.

Security Officer

Pay Rate	\$ <u>18.00</u>	_ /hr.
Billing Rate	\$ 24.00	_ /hr.
Overtime Rate	\$ 36.00	/hr.

Patrol Rate (including vehicle)

Pay Rate	\$ <u>19.00</u>	_ /hr.
Billing Rate	\$ 27.00	_ /hr.
Overtime Rate	\$ 40.50	/hr.

Alarm Response

Response Rate \$ **38.00** /hr.

COMMUNICATION EQUIPMENT

2-Way Radio Rate	\$ <u>0.00</u>	/hr.
Cellular Phone Rate	\$ <u>0.00</u>	/hr.
Cell/Radio	\$ 0.00	/hr.

Referring to section 12 of RFP (Piggy Back Clause), we agree to extend the same prices, terms and conditions of our proposal to other public agencies that have delivery locations within the State of California limits.

~End of Attachment 1~







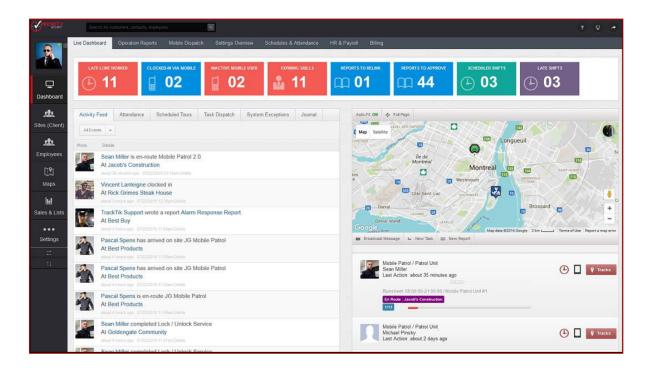
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SECTION 7 – APPENDIX:

VALUE ADDED SERVICE – TRACKTIK TECHNOLOGY PLATFORM: 7.1.

As a value-added service to enhance performance, transparency, and accountability, 247 Private Security will provide the City of Salinas with full access to our TrackTik workforce management and reporting system, at no additional cost. This advanced security operations software enables real-time visibility and communication between our guards, supervisors, and City personnel.



TrackTik's integrated system includes GPS tracking, customizable patrol tour check-ins, automated incident reporting, mobile access, and client portals. This platform empowers City staff to monitor activities, review reports, and receive alerts in real time, ultimately improving coordination, safety oversight, and service quality. Our supervisors actively monitor all guard activities through the system's live dashboard and are able to respond quickly to any discrepancies or emergencies. The City will also receive periodic performance and activity reports, tailored to its needs.

TRACKTIK FUNCTIONALITY OVERVIEW:

- Live GPS Tracking
- Incident & Activity Reporting
- Automated Daily Reports
- Client Portal Access
- Scheduling & Timekeeping

- Geofenced Tour Checkpoints
- Photo Upload Capability
- Supervisor Dashboard
- Panic Button Integration
- **Analytics & Performance Metrics**



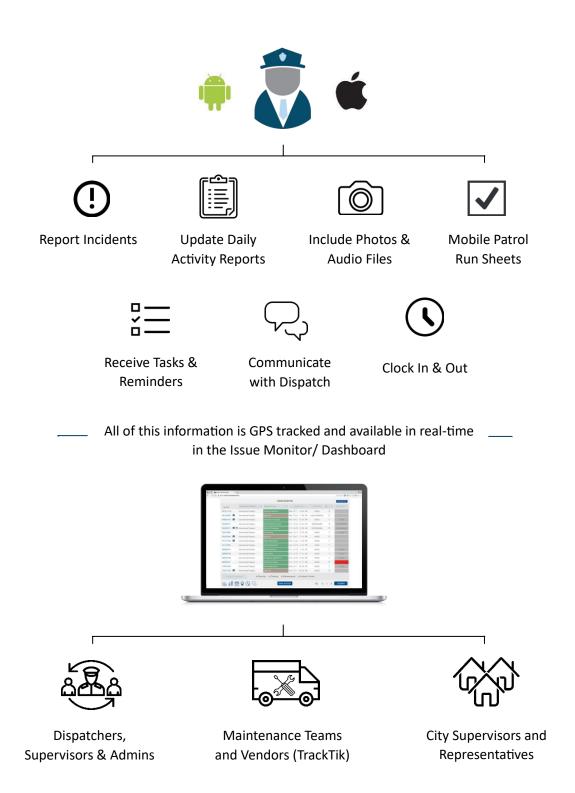




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While using any Android or Apple Devices, Security Officers in the field can:



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TRACKTIK SAMPLE REPORTS:

247 Private Security 14654 Victory Blvd., #218 Van Nuys, CA 91411 USA

HOPICS 5702 S Broadway Los Angeles, CA 90037 USA

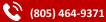


Incident Report		
Report #	111	
Report Date	2024-05-15	
Report Time	11:44	
Created By	Robert Berton Gordy #1002	
Position	Security Guard	
Client	HOPICS	

	Information
Date	2024-05-15
Time	09:10
Incident Type	Uttering Threats
Other Incident Type	Causing a disturbance, uttering threats
Incident Location	T064
Property Manager Notified (Name)	Lisa
Supervisor Notified	
Police Involved	
EHS Involved	
Fire Involved	
Arrest Made	
Incident Report	At approximately 0910 hours, I (Robert Gordy) was conducting a patrol of the campgrounds. I was driving down Ash, nearing the General Store when I heard extremely loud yelling and swearing coming from behin the store area. I stopped and listened, and confirmed there was an active problem - I contacted Maintenance over the Radio and informed them of the situation, due to the nature of what I heard I asked them to provide watch over me while I made contact. I approached site T064 who was provided to (MASON James 5702 S Broadway, T064 - HOPICS sitr) and announced myself as security. I told James to step out of the tent and explain why he was yelling, causing a disturbance. His response to me while still in the tent was "fuck off, leave me the fuck alone" I said no you can step out and explain to me why your screaming, he said it's none of my business and to fuck off again. He said, do you want me to fucking leave? I said no, didn't tell you to leave I want you to show me what's wrong. He said in a very aggressive manner " you want me to show you what's fuckin wrong? As he unzipped the tent. He took two steps toward me with his fists clenched - he looked ready to fight with me. I said look man, I'm just trying to find out what the problem is, that's all. He again told me it's none of my business. He seemed to be going through a manic bipolar episode, claiming he has military PTSD, and that were trying to have sex with him. He was mumbling all sorts of graphic expletives - at one point I heard him say he's had 30,000 round shot at him. He told me never to walk up on someone's back again or else. At this point due to his belligerent behavior, and what he has told me I chose to disengage because he was clearly packing up his site to vacate. I was briefing lisa on the situation keeping an eye out for him leaving and when he got close to the gate he he said "Enjoy your freedom". Mason James has been here March 30th - April 2nd, April 7th-9th, May 10th to 12th, and May 14th to 15th. The situation is rectified now, with J
Officer's Signature	I hereby declare that all information provided is accurate and true to the best of my knowledge.

Consolidated Report#111 Incident Report

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247 Private Security

14654 Victory Blvd., #218 Van Nuys, CA 91411 USA

HOPICS

5702 S Broadway Los Angeles, CA 90037 USA



ı	Incident Report		
Report #	153		
Report Date	2025-03-11		
Report Time	10:19		
Created By	Robert Berton Gordy #1002		
Position	Security Guard		
Client	HOPICS		

	Information
Date	2025-03-11
Time	10:14
Bylaw Offense	Wilful Damage To Property
Specific Bylaw Offense (ie: 4.2(a)	N/A
Location/Site Of Offence	Т6/Т7
Site Manager Notified (Name)	
Supervisor Notified	
Police Involved	
EHS Involved	
Fire Involved	
Arrest Made	
Offense Report	While conducting a patrol, I noticed site T6/T7 had graffiti on the trees. When investigated, it seems as though it's not actual paint - but chalk style paint. I tested an area, and it seems to be able to be remove with water. Both tenting sites are vacant at this time. Nothing further to report.
Photo Evidence 1	

1/2 Incident Report #153





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Photo Evidence 2 Photo Evidence 3 I hereby declare that all information provided is accurate and true to the best of my knowledge. Officer's Signature

2/2 Incident Report #153



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247 Private Security **HOPICS**

Daily Activity Report

Employee: Robert Berton Gordy

Account: HOPICS

Started on: 2025-01-17 06:57 Ended on: 2025-01-17 14:10



Time	Action	Details
08:26 2025-01-17	#120 DAR Report 570 S Broadway, Los Angeles, CA 90037	
		Date 2025-01-17
		Time 07:50
		Offense Pets
		Specific Offense (ie: 4.2(a) 11.1
		Location/Site Of Offence Gate T-6
		Offense Report While conducting patrol, spoke to a woman near gate T-6 without her dog on a leash. Compliant when requested to leash the dog unless in specific areas. Compliant with my request.
		Officer's Signature I hereby declare that all information provided is accurate and true to the best of my knowledge
11:43 2025-01-17	#121 DAR Report 570 S Broadway, Los Angeles, CA 90037	Date 2025-01-17
		Time 11:37
		Incident Type Hazard
		Other Incident Type Clogged Sewage Pipe - Sanitary Hazard
		Location/Site Of Offence Men's Restroom - South Wing
		Offense Report A sewage backup in the men's South Wing restroom caused flooding and a strong foul odor. The area was secured due to slip and sanitary hazards. Maintenance confirmed a blocked pipe began repairs promptly.
		Officer's Signature I hereby declare that all information provided is accurate and true to the best of my knowledge.
		Pallest
13:00 2025-01-17	#122 DAR Report 570 S Broadway, Los Angeles, CA 90037	
		Date 2025-01-17

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47 Private Secur	rity	HOF
		Time 11:30
		Incident Type Trespassing
		Other Incident Type Non-Client Individual on Premises
		Location/Site Of Offence Rear Courtyard Entrance
		Offense Report An unknown male was spotted climbing the rear fence into the shelter courtyard. He was not a a registered client and became verbally agitated when approached. A verbal warning was given and he was escorted off-site without incident. LAPD was notified for documentation, no damage occured.
		Officer's Signature Thereby declare that all information provided is accurate and true to the best of my knowledge
13:05 2025-01-17	#123 DAR Report 570 S Broadway, Los Angeles, CA 90037	
		Date 2025-01-17 Time 12:45
		Incident Type Hazard
		Other Incident Type Verbal Altercation Between Clients
		Incident Location Dining Area
		Property Manager Notified (Name) Charles Rutley
		Incident Report Two male clients engaged in a verbal dispute over seating in the dining areas. The argument involved shouting and profanity but remained non-physical. I interviewed, separated both partie and notified case management, both clients were counseled. End of report.
		Officer's Signature I hereby declare that all information provided is accurate and true to the best of my knowledge
		Palls

2/2

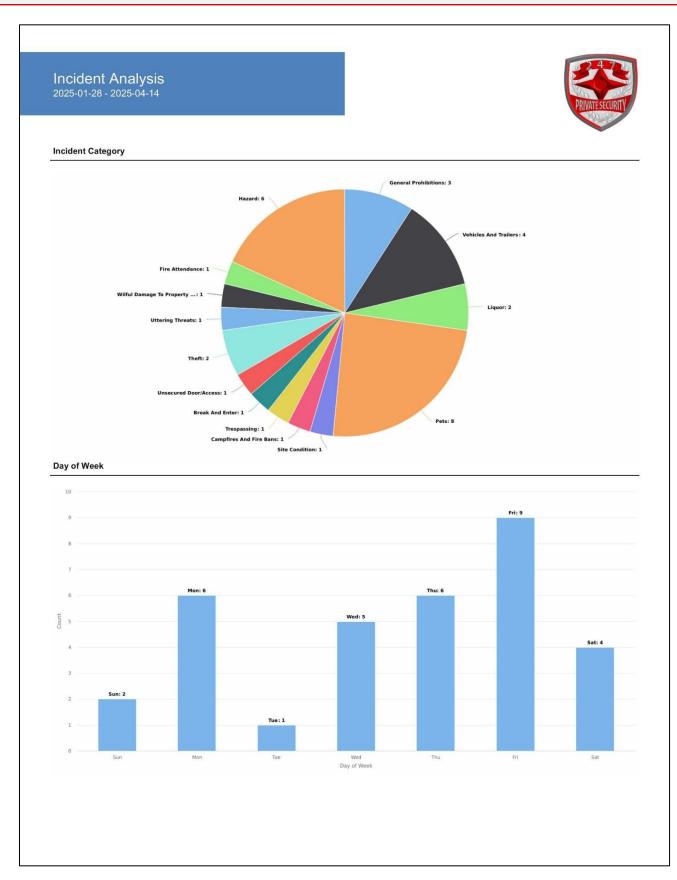






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Incident Category vs Day of Week 2025-01-28 - 2025-04-14



Incident Category	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total
General Prohibitions	1			1			1	3
Vehicles And Trailers		1				2	1	4
Liquor					2			2
Pets				2	1	4	1	8
Site Condition			1					1
Campfires And Fire Bans							1	1
Trespassing					1			1
Break And Enter						1		1
Unsecured Door/Access					1			1
Theft		1		1				2
Uttering Threats				1				1
Wilful Damage To Property		1						1
Fire Attendance	1							1
Hazard		3			1	2		6
Total	2	6	1	5	6	9	4	33







CONTACT INFORMATION

247 PRIVATE SECURITY

RAY TAHIRI

Operations Manager

Email: ray@247privatesecurity.com

Cell: (805) 464-9371
Gffice: (866) 247-6506
Fax: (818) 518-9913

Website: www.247privatesecurity.com

CORPORATE OFFICE:

14654 Victory Blvd # 218, Van Nuys, CA 91411

BRANCH/LOCAL OFFICES:

- 4208 N Freeway Blvd., #101, Sacramento, CA 95834
- ❖ 1999 Harrison Street, #1800, Oakland, CA 94612
- Sansome Street, #3500, San Francisco, CA 94104