



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: DECEMBER 9, 2025

DEPARTMENT: PUBLIC WORKS DEPARTMENT

FROM: DAVID JACOBS, DIRECTOR

BY: CRISTINA GONZALEZ, PW ADMINISTRATIVE SUPERVISOR

TITLE: MASTER SERVICE AGREEMENTS WITH CITIGUARD, INC.,
SAFEROCK, AND 786 HASTRAUT INC, DBA 247 PRIVATE
SECURITY FOR UNIFORM SECURITY GUARD SERVICES

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the City Manager to enter into master service agreements with Citiguard Inc; SafeRock; and 786 Hastrut Inc, dba 247 Private Security, to provide uniform security guard services at City facilities each with an initial term of two years, with up to three additional one-year renewal options, and in an amount to not exceed \$400,000 annually.

EXECUTIVE SUMMARY:

On May 16, 2025, a Request for Proposals was published for uniformed security guard services at City facilities, yielding twenty-two (22) responses. An evaluation committee was formed to review and rank the proposals, ultimately identifying the five highest-scoring submissions. Three of the five firms were deemed responsive and have agreed to the terms of a two-year contract agreement with three additional one-year options, each agreement in an amount not to exceed \$400,000 annually. Following the execution of the Master Service Agreements, City departments will have the opportunity to execute individual task orders with any of the three firms on retainer.

BACKGROUND:

In 2017, City staff conducted a thorough review of City-owned facilities, existing security services, agreements, and pricing structures to assess the security needs across various facilities. The analysis concluded that contracting with professional uniformed security guard services would provide substantial public safety benefits and cost savings. As a result, the City issued a Request for Proposals (RFP) to establish Master Service Agreements for security guard services at City libraries, parks, the airport, train station, parking facilities, and other City-owned assets. In January 2021, City Council awarded two Master Services Agreements for uniform security services, which are now at the end of their term.

In keeping with its commitment to continuously improve service delivery, the City released a new RFP for Uniform Security Guard Services on May 16, 2025. The proposals were due on June 6, 2025, and a total of 22 bids were received from prospective vendors. This updated RFP was designed to ensure flexibility, enabling multiple vendors to be awarded contracts based on the varying needs of each department and facility.

An evaluation committee, consisting of City personnel, was formed to review the submitted proposals. The committee conducted a comprehensive evaluation based on the criteria set forth in Section 6 of the RFP, which included technical qualifications, experience, and pricing.

Proposal prices were then evaluated using the Ratio Method, and a final score was assigned to each respondent. With the Ratio Method, the proposal with the lowest cost receives the maximum points allowed, while all other proposals receive a percentage of the points available based on their cost relationship to the lowest proposal. This method is one of the three evaluation methods suggested by the State Procurement Bureau for scoring the cost portion of an RFP response. The final award was then determined based on the combination of technical score and pricing, with the most competitive proposals receiving the highest ranking.

Out of the proposal received, the evaluation committee selected the five highest ranking firms for consideration under the Master Service Agreements. A detailed ranking sheet summarizing the proposal evaluation is provided in the attachments titled “Ranking”. All five firms were notified of their selection; however, only three were responsive and agreed to the established terms and conditions. Accordingly, the following three firms are recommended for award of a Master Services Agreement:

- Citiguard Inc
- SafeRock
- 786 Hastrust Inc dba 247 Private Security

Following the execution of the Master Service Agreements, Departments will have the opportunity to execute individual Task Orders to any of the three firms on retainer, in accordance with the terms and conditions in the Master Service Agreements.

CEQA CONSIDERATION:

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

CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

No.

STRATEGIC PLAN INITIATIVE:

The approval of the Master Service Agreements supports the City Council’s Vision and Strategic Goal of Public Safety by ensuring the continued provision of professional security services at City

facilities. These agreements enhance the City’s ability to maintain a safe and secure environment for staff and the public in a cost-effective and responsive manner.

DEPARTMENTAL COORDINATION:

The Public Works Department prepared the RFP in cooperation with the Community Development Department (CDD) and Library and Community Services Departments (LCS). The review of the Proposals was a collaborative effort between LCS, CDD, Police and Public Works Departments.

FISCAL AND SUSTAINABILITY IMPACT:

There is no immediate fiscal impact associated with the approval of the Master Services Agreements. Costs related to the contracted security guard services will be incurred only upon the execution of individual task orders. These task orders will be funded through available and appropriated funds, as needed.

Fund	General Ledger Number (Operating/CIP)	General Ledger Account Name	Remaining Budget Appropriation	Amount Requested
N/A	N/A	N/A	N/A	N/A

ATTACHMENTS:

Resolution
Citiguard, Inc – Agreement
SafeRock – Agreement
786 Hastrust – Agreement
Ranking