

CAPISTRANO BAY DISTRICT  
AGENDA REPORT  
May 30, 2019

---

*Security Reports*

## ITEM 6b

### Security Service Proposals

In 2005 the District contracted with Securitas Security Services to provide security services to the District. Prior to this time, the District had employed its own security personnel. For the entire time since 2005, the District has retained Securitas as our security provider.

Over the years there have been typical performance issues that have always been dealt with, mostly to the satisfaction of the community, some not so much but overall, the service has been good.

In the past two years, however, an issue has developed with retention of security staff. It has become a serious matter due to the need to continue training new people as they come and go. At face value, the job appears to be fairly straightforward, but there are many site-specific details that the officers must be familiar with and some of the knowledge takes time to absorb. With the continual transient nature of the staff, the officers are not here long enough to learn all the 'ropes'.

For those reasons, the District is seeking competitive proposals in an effort to improve on the quality of service. During research into competitive service providers, it is apparent that Securitas has been busy absorbing smaller security companies since a majority of the surrounding area here in south OC is primarily controlled by Securitas:

**Allied Universal Security \$509,902.00 per year – includes vehicle plus maint/fuel**

Only three references provided but all three confirmed excellent services from this company over the past five years. Allied confirmed they manage residential properties of similar size to Beach Road Community.

**Patrol Masters \$505,232.00 per year – includes vehicle plus maint/fuel**

PM was referred to us by Compass Property Mgmt. Out of the seven references checked, one did not answer and six have confirmed that PM has worked with their communities and that PM has provided consistent good to excellent services for at least five years. No one was aware of turn-over issues. All confirmed they have properties of similar size to the Beach Road Community (200-250 homes).

**Securitas Security Svc \$564,343.00 per year – includes vehicle plus maint/fuel**

References were not provided nor did the District request references. This proposal is higher due to their higher hourly billing rates and the higher premium wage for the Post Commander. When adjusted for these two variances, the Securitas quote becomes more in line with the other two proposals.

All proposals could be reduced by approx. \$16,000 per year if the District were to outright purchase a patrol vehicle and provide our own maintenance.

All three companies are standing by to meet with the Board at the Board's convenience for interviews and evaluation