



## EXECUTIVE SUMMARY

MEETING DATE: June 20, 2025

HCR25-041

SUBJECT: Approval of the Award of a Contract for Security Services at Hotel Sandford, Presidio Palms Apartments and Pacific Village Apartments

COUNCIL DISTRICT: 2 and 3

ORIGINATING DEPARTMENT: Real Estate Division

CONTACT/PHONE NUMBER: Emmanuel Arellano (619) 578-7586

### REQUESTED ACTION:

Approve the award of a contract with American Global Security for security services at the San Diego Housing Commission-owned Hotel Sandford at 1301 Fifth Ave., Presidio Palms Apartments at 2087 Hotel Circle South, and Pacific Village Apartments at 3737-3747 Midway Dr. The total contract cost for a one-year term with four one-year options, if exercised, is \$4,998,913.92, which includes an annual 10 percent contingency.

### EXECUTIVE SUMMARY OF KEY FACTORS:

- The San Diego Housing Commission (SDHC) has a continuing need for security services at Hotel Sandford, an affordable housing, single-room occupancy property for seniors in downtown San Diego, and will soon need security services at Presidio Palms Apartments in Hotel Circle and Pacific Village Apartments in the Midway area, which will provide affordable rental housing with access to supportive services for people who experienced homelessness.
- Security services include basic security duties that add to the physical safety of the residents, property, vendors, and site staff.
- Security services are necessary and customary in affordable housing provided to vulnerable populations that also offers supportive services.
- They help maintain a safe, stable environment that supports tenants with behavioral health needs as well as mental health and substance abuse conditions, reducing the risks of crises and ensuring the protection of residents and site staff alike. Security services also promote community integration, thereby promoting housing stability and well-being.
- SDHC issued a Request for Proposals (RFP) on January 31, 2025, seeking well-qualified contractors to provide and meet the security service needs of the properties.
- On February 28, 2025, the RFP closed, and SDHC received 28 proposals. A responsiveness review was conducted on all proposals received, and 24 proposals passed the review.
- On April 14, 2025, the evaluation panel invited the top three scored proposals for a video conferencing online interview. At the conclusion of the interview and tabulation of scores, American Global Security and Good Guard were tied as the top respondent.
- On May 1, 2025, a Best and Final Offer (BAFO) request was sent to American Global and Good Guard with a response due date of May 6, 2025. The evaluation panel members reviewed the BAFO and chose to recommend awarding the contract to American Global Security due to the cost savings and highest final score.
- Fiscal Year (FY) 2026 sources and uses proposed to be approved by this action are included in SDHC's FY 2026 budget.



## REPORT

**DATE ISSUED:** June 12, 2025

**REPORT NO:** HCR25-041

**ATTENTION:** Chair and Members of the San Diego Housing Commission Board of Commissioners  
For the Agenda of June 20, 2025

**SUBJECT:** Approval of the Award of a Contract for Security Services at Hotel Sandford, Presidio  
Palms Apartments and Pacific Village Apartments

**COUNCIL DISTRICT:** 2 and 3

***Advance notice of San Diego Housing Commission (Housing Commission) hearing of the following matter has been provided to the Housing Authority Members pursuant to the provisions of San Diego Municipal Code Section 98.0301(e)(4)(A)-(B).***

### **REQUESTED ACTION**

Approve the award of a contract with American Global Security for security services at the San Diego Housing Commission-owned Hotel Sandford at 1301 Fifth Ave., Presidio Palms Apartments at 2087 Hotel Circle South, and Pacific Village Apartments at 3737-3747 Midway Dr. The total contract cost for a one-year term with four one-year options, if exercised, is \$4,998,913.92, which includes an annual 10 percent contingency.

Contract Term	Base Cost	Contingency	Total
Year 1 (July 1, 2025 – June 30, 2026)	\$873,250.56	\$87,325.06	\$960,575.62
1 <sup>st</sup> Option (July 1, 2026 – June 30, 2027)	\$890,722.56	\$89,072.26	\$979,794.82
2 <sup>nd</sup> Option (July 1, 2027 – June 30, 2028)	\$908,544.00	\$90,854.40	\$999,398.40
3 <sup>rd</sup> Option (July 1, 2028 – June 30, 2029)	\$926,714.88	\$92,671.49	\$1,019,386.37
4 <sup>th</sup> Option (July 1, 2029 – June 30, 2030)	\$945,235.20	\$94,523.52	\$1,039,758.72
Total Contract Cost	\$4,544,467.20	\$454,446.72	\$4,998,913.92

### **STAFF RECOMMENDATION**

That the San Diego Housing Commission (SDHC) Board of Commissioners (Board) take the following actions:

- 1) Authorize the President and Chief Executive Office (President and CEO), or designee, to enter into a contract with American Global Security for security services for an initial term of July 1, 2025, through June 30, 2026, in the amount of \$960,575.62, with four one-year options to renew based on SDHC's needs. The dollar amounts for the first year and each renewal option, if SDHC exercises the option, include an annual 10 percent contingency. The contingency is subject to SDHC's written approval and execution through a contract amendment, if needed. Spending against the contract will not exceed the approved total budget in each fiscal year.

- 2) Authorize the President and CEO, or designee, to substitute the funding sources with other available funding sources, provided the total program/project budget amount after substitution does not exceed the approved total budget, should the operational need arise or should actions benefit SDHC and its mission.
- 3) Authorize the President and CEO, or designee, to execute all documents and instruments that are necessary and/or appropriate to implement these approvals, in a form approved by General Counsel, and take such actions as are necessary and/or appropriate to implement these approvals, provided that a copy of the documents, signed as to form by General Counsel, is submitted to each Housing Commissioner.

### **SUMMARY**

SDHC has a continuing need for security services at Hotel Sandford, an affordable housing, single-room occupancy property for seniors in downtown San Diego, and will soon need security services at Presidio Palms Apartments in Hotel Circle and Pacific Village Apartments in the Midway area, which will provide affordable rental housing with access to supportive services for people who experienced homelessness. Security services include basic security duties that add to the physical safety of the residents, property, vendors, and site staff.

Security services are necessary and customary in affordable housing provided to vulnerable populations that also offers supportive services. They help maintain a safe, stable environment that supports tenants with behavioral health needs as well as mental health and substance abuse conditions, reducing the risks of crises and ensuring the protection of residents and site staff alike. Security services also promote community integration, thereby promoting housing stability and well-being. Based on the size of the properties and the number of units, SDHC anticipates providing security coverage at Presidio Palms with two guards on duty 24 hours per day and 7 days per week and at Pacific Village and Hotel Sandford with one guard on duty 24 hours per day and 7 days per week at each property.

To effectively and efficiently meet this need, SDHC issued a Request for Proposals (RFP) on January 31, 2025, seeking well-qualified contractors to provide and meet the security service needs of the properties. The RFP was posted and made available for download on the PlanetBids website through SDHC's portal, notifying 144 registered security companies. Of those, 64 downloaded the RFP.

On February 28, 2025, the RFP closed, and SDHC received 28 proposals. A responsiveness review was conducted on all proposals received, and 24 proposals passed the review.

An evaluation committee evaluated, scored and ranked the proposals based on the following criteria: Cost, Experience, Technical Approach, Qualifications, and Equity and Inclusion. A copy of the Evaluation Scoring form is included as Attachment 1. Below is a summary of the proposal rankings after the first round of evaluations:

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Award of Contract for Security Services at Hotel Sandford, Presidio Palms Apartments and Pacific Village Apartments

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	Vendor
1	Safe Rock
2	American Global
3	Good Guard
4	Bald Eagle
5	Universal Protection
6	ADF
7	Precision Security Solutions
8	Eagles Point
9	Secur IT
10	AmeriCorp
11	Adventus
12	ASAP
13	Kingdom
14	American Guard
15	Regiment (All State)
16	Instaguard
17	Millennial
18	OnGuard
19	Proforce
20	Elite
21	Sky Power
22	Allite Patrol and Security Services Inc.
23	Cornerstone
24	RBW

On April 14, 2025, the evaluation panel invited the top three scored proposals for a video conferencing online interview. At the conclusion of the interview and tabulation of scores, American Global Security and Good Guard were tied as the top respondent.

On May 1, 2025, a Best and Final Offer (BAFO) request was sent to American Global and Good Guard with a response due date of May 6, 2025. The evaluation panel members reviewed the BAFO and chose to recommend awarding the contract to American Global Security due to the cost savings and highest final score.

After thorough review, the evaluation committee recommends the award of this contract for security services at Hotel Sandford, Presidio Palms, and Pacific Village to American Global Security.

**FISCAL CONSIDERATIONS**

Fiscal Year (FY) 2026 sources and uses proposed to be approved by this action are included in SDHC's proposed FY 2026 budget:

**FY 2026 Sources:**

Local Funds - Rental Income                      \$960,576

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FY 2026 Uses:

Security Services	\$960,576
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Approval of sources and used of funds for the proposed contract for future years will occur in accordance with the SDHC's annual fiscal year budget process.

**SDHS STRATEGIC PLAN**

This item relates to the Core Value "Believe in transparency and being good financial stewards" in SDHC's Strategic Plan for Fiscal Year 2022-2024. SDHC is in the process of creating a new Strategic Plan.

**NONDISCRIMINATION ASSURANCE**

At SDHC, we're about people. We are committed to ensuring a compassionate, person-centered approach to SDHC's programs, policies, projects and activities and to serving our community impartially, fairly and without bias. We are also committed to ensuring compliance with all applicable federal, state and local laws and protections to the extent that they affect this action relative to nondiscrimination.

All contractors are required to submit Equal Opportunity Contracting forms and Workforce Reports with each contract execution or renewal. American Global Security submitted the required forms.

**KEY STAKEHOLDERS and PROJECTED IMPACTS**

Stakeholders include residents at SDHC-owned properties, vendors and site staff.

**ENVIRONMENTAL REVIEW**

California Environmental Quality Act

Security services are categorically exempt from the requirements of the California Environmental Quality Act (CEQA), pursuant to Section 15301 (Existing Facilities), which allows the operation, repair, maintenance permitting, leasing, or minor alteration of existing public or private structures, facilities, mechanical equipment, or topographical features, involving negligible or no expansion of existing or former use.

National Environmental Policy Act

Processing under the National Environmental Policy Act (NEPA) is not required because no federal funds are involved in the proposed activities.

Respectfully submitted,

*Emmanuel Arellano*

Emmanuel Arellano  
Vice President of Asset Management  
Real Estate Division

Approved by,

*Jeff Davis*

Jeff Davis  
Deputy Chief Executive Officer  
San Diego Housing Commission

Attachments: 1) Evaluation Criteria

A printed copy is available for review during business hours at the information desk in the main lobby of SDHC's offices at 1122 Broadway, San Diego, CA 92101. Docket materials are also available in the "Governance & Legislative Affairs" section of SDHC's website at [www.sdhc.org](http://www.sdhc.org).

Attachment 1

<b>PROPOSAL EVALUATION CRITERIA</b>		<b>POINT VALUES</b>
<b>Cost Proposal</b>	As defined in the Cost Proposal Form.	<b>35</b>
<b>Experience</b>	<p>Demonstrate experience in each of the following areas:</p> <ul style="list-style-type: none"> <li>• The provision of Protective Services in a residential environment, for large property management firms;</li> <li>• The provision of Protective Services in a residential environment, for governmental and/or public agencies;</li> <li>• The ability to meet schedules;</li> <li>• The ability to maintain staffing of site with a daily guard rotation and the ability to backfill guards in no less than two hours;</li> <li>• Use of technology;</li> <li>• Security guard personnel retention.</li> </ul>	<b>35</b>
<b>Technical Approach</b>	<p>Describe the plan/methodology to meet the specifications:</p> <ul style="list-style-type: none"> <li>• Detailed information regarding the approach to Protective Services, including draft post orders;</li> <li>• Detailed information regarding managing clients, visitors, and others;</li> <li>• Detailed information regarding managing difficult clients, difficult visitors, and others, which may include unhoused individuals on the premises;</li> <li>• Detailed information regarding the structure of the organization and access to security guards on the site.</li> </ul>	<b>10</b>
<b>Qualifications</b>	<p>As defined in the Statement of Bidders Qualifications. In addition, contractor must provide proof of:</p> <ul style="list-style-type: none"> <li>• Business license allowing entity to provide such services within the City of San Diego.</li> <li>• Private Patrol License through the California Department of Consumer Affairs Bureau of Security and Investigative Service as well as being in full compliance with all California laws and regulations governing private security services.</li> </ul>	<b>10</b>
<b>Equity &amp; Inclusion</b>	<p>Describe the:</p> <ul style="list-style-type: none"> <li>• Experience and commitment to equity and inclusion.</li> <li>• Provide a narrative on how you demonstrate your commitment to diversity equity and inclusion within your organization and how equity and inclusion is incorporated into the services you provide.</li> </ul>	<b>10</b>