



The City of  
**San Diego**  
America's Finest City



# QUALCOMM STADIUM SECURITY SERVICES



## ITEM(S)

1. Recommend Council Approve a three (3) year contract with two (2) one (1) Year Options with Elite Show Services for 24X7 Security Services at Qualcomm Stadium
2. Recommend Council Approve Awarding the right to contract with Stadium tenants, Event Promoters, and City of San Diego for Non-Charger Building Events for three (3) years with two (2) one (1) year options to StaffPro Inc at Hourly Rates, subject to potential Living Wage Ordinance increases, at Hourly Rates not exceeding \$16.97 for Security Guards, \$16.97 for ushers, \$16.97 for Ticket Takers, \$18.98 for Event Supervisors and \$23.00 for Operations/Risk Management
3. Recommend to Council the Chief Financial Officer May expend up to \$1,900,000, from Fund #200115, Qualcomm Stadium Fund for Provision of Security Services at Qualcomm Stadium



## ITEM BACKGROUND

- INTERIM CONTRACT WITH ELITE SHOW SERVICES ENTERED INTO MARCH 2010 TO PROVIDE 24x7 AND NON CHARGER EVENT SECURITY DURING RFP PROCESS
  - SUCCESSFUL PROTEST OF THE 2010 AWARD TO ELITE CAUSED REISSUANCE OF A RFP
    - RFP REISSUED MAY 2012 ALLOWED 24X7 SECURITY AND NON CHARGER IN BUILDING EVENT SECURITY TO BE ISSUED TO ONE (1) PROPOSER OR DIVIDE AWARD BETWEEN TWO (2) SEPARATE PROPOSERS



## REQUEST FOR PROPOSAL

- SELECTION COMMITTEE COMPRISED OF REPRESENTATIVES OF OFFICE OF HOMELAND SECURITY, SAN DIEGO POLICE DEPARTMENT AND RISK MANAGEMENT/CITY OF SAN DIEGO
- ELITE SHOW SERVICES IS THE WINNING PROPOSER FOR 24X7 SECURITY SERVICES
- STAFFPRO INC IS THE WINNING PROPOSER FOR NON CHARGER IN BUILDING EVENT SECURITY



## BID SUMMARY 24X7 SECURITY

- RFP FOR 24X7 SECURITY GENERATED 4 QUALIFIED BIDS
- ALL PROPOSERS BID TO 17,520 HOURS/YEAR & 20 HOURS ARMED GUARD SERVICE
- (2 GUARDS/DAY- 48 HOURS 24X7 365 DAYS/YR = 17520 HOURS
- 24X7 BIDS RANGED FROM \$351,000 TO 421,000 PER YEAR
- ELITE SHOW SERVICES OFFERED THE MOST COMPETITIVE PRICING AT \$351,000/YR



## **BID SUMMARY NON CHARGER IN BUILDING EVENT SECURITY**

- RFP FOR NON CHARGER IN BUILDING EVENT SECURITY GENERATED 3 QUALIFIED BIDS
- PROPOSERS BID TO SAME PRICE SHEET WITH ESTIMATED STAFFING LEVELS & TOTAL HOURS
  - NON CHARGER IN BUILDING EVENT BIDS RANGED FROM \$69,500 TO \$105,000
- STAFFPRO OFFERED THE MOST COMPETITIVE PRICING AT \$69,500

# NON CHARGER EVENT PRICE SHEET

JOB TITLE	ESTIMATED STAFF	NUMBER HOURS	NOT-TO EXCEED HOURLY RATE CHARGED BY STAFFPRO
SECURITY GUARDS	265	8	\$16.97
USHER	62	8	\$16.97
TICKETTAKER	54	8	\$16.97
EVENT SUPERVISOR	70	8	\$18.98
SECURITY OPERATIONS/RISK MGT	39	8	\$23.00
COST STAFFPRO \$69,500	COST CSC \$98,200	COST ELITE \$105,000	



## **COST SUMMARY 24X7 SECURITY**

- TOTAL ESTIMATED COST 3 YEARS \$ 1,094,000
- TOTAL ESTIMATED COST IF TWO (2) ONE (1) YEAR OPTIONS EXERCISED BY CITY \$1,900,000
- ASSUMED 4% COLA EVERY 12 MONTHS





## SUMMARY

- PROPOSED 24X7 SECURITY CONTRACT MAINTAINS REDUCED COST OF \$165,600K/YEAR
- COSTS SAVINGS REALIZED BY REDUCING HOURLY RATE FROM \$29.25/HOUR TO \$19.97/HOUR (RESOLUTION # 307564)
- ELITE and STAFFPRO HAVE SIGNED THE LIVING WAGE ORDINANCE CERTIFICATE
- PROPOSED SECURITY SERVICES DELIVERS COMPETITIVE SECURITY COSTS TO THE STADIUM, TENANTS & PROMOTERS



## **ACTION(S) REQUESTED**

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