



DATE: September 25, 2025
TO: Angela Calvillo, Clerk of the Board
FROM: Lorna Walker, Deputy Director of Office of Contract Administration ("OCA")
SUBJECT: Resolution to approve fourth amendment to Contract 1000028092 (TC86240) with Universal Protection Service, LP, DBA Allied Universal Security Services.

Enclosed please find the proposed Resolution from the Office of Contract Administration ("OCA"), on behalf of the Department of Public Health ("DPH"), requesting that the Board of Supervisors authorize the fourth amendment to Contract 1000028092 with Universal Protection Service, LP, doing business as Allied Universal Security Services, ("Allied") for unarmed security guard services at San Francisco General Hospital ("SFGH"). The proposed amendment will increase the contract amount by Two Million One Hundred Eighty-Nine Thousand dollars (\$2,189,000), for a total not to-exceed ("NTE") amount of Twelve Million One Hundred Eighty-Three dollars (\$12,183,000) and extend the term by five (5) months to June 14, 2026 to allow OCA sufficient time to issue a solicitation for a new security guard contract.

Background

Contract 1000028092 was awarded pursuant to a Request for Proposals ("RFP") issued by OCA on July 22, 2022, under Sourcing Event 0000007010. The RFP evaluated proposals based on the criteria shown in Table 1 below.

Table 1: Sourcing Event 0000007010 Evaluation Criteria

Evaluation Phase	Maximum Points
Minimum Qualifications Documentation	Pass/Fail
Price Proposal	60
Written Proposal	150
Oral Interviews	90
TOTAL	300

In response to Sourcing Event 0000007010, OCA received six (6) proposals for Aggregate 1. Of these, one (1) firm was deemed non-responsive. The five (5) remaining proposals were then evaluated by a panel of three (3) City employees from DPH, the Municipal Transportation Agency, and the Real Estate Division. Of these, only Black Bear Security Services, Inc. ("Black Bear") and Allied qualified for oral interviews by scoring at least 110 points on their written proposals. As such, all other responsive proposers received a score of zero (0) for oral interviews.

On December 16, 2022, OCA issued a Notice of Intent to Award deeming Black Bear as the highest ranked proposer for Aggregate 1. Although OCA and Black Bear entered into a contract on January 1, 2023, both parties mutually agreed to terminate the contract for convenience on January 25, 2023. As a result, OCA proceeded to award this contract to the next highest-ranked proposer, Allied.



A summary of each proposer's ranking for Aggregate 1 is provided in Table 2 below.

Table 2: Sourcing Event 0000007010 Ranking of Responsive Proposers for SFGH contract

Rank	Proposer	Aggregate 1 (SFGH) Total Proposal Score
1	Black Bear Security Services, Inc.	215
2	Allied Universal Security Services	204
3	A1 Protective Services, Inc.	162
4	ABA Protection Inc.	140
5	Treeline Security, Inc.	106

Contract Pricing Structure

The RFP evaluated proposers' pricing based on the lowest percentage markup over the fully loaded Prevailing Wage rate for Security Guards as determined by San Francisco Labor and Employment Code Article 102.11.¹

Allied's percentage markup over the fully loaded Prevailing Wage rate for Contract 1000028092 is provided in Table 3 below.

Table 3: Allied's Percentage Markup over the Fully Loaded Prevailing Wage Rate for Contract 1000028092

Shift	Percentage Markup over the Fully Loaded Prevailing Wage Rate
	Contract 1000028092
Regularly Scheduled Weekdays	73.23%
Regularly Scheduled Weekends	73.23%
Regularly Scheduled Holidays	73.23%
As-Needed Weekdays	73.23%
As-Needed Weekends	73.23%
As-Needed Holidays	73.23%

Contract NTE Amount Calculations for SFGH

A. Original and Amendment 1 NTE Amount Calculations based on Initial 2-Year Term Ending February 14, 2025

Contract 1000028092 was executed on February 15, 2023, with an NTE amount of Two Million Six Hundred Thousand dollars (\$2,600,000) and an original two-year duration ending February 14, 2025, with the option to extend to February 14, 2026.

The original NTE amount for Contract 1000028092 was calculated by multiplying the estimated number of hours for which service would be required over a two-year period (58,240 hours) with Allied's then average

¹ The fully loaded Prevailing Wage rate associated with security guard services is based on the employee's years of service with the employer and the employee's number of dependents. The current Prevailing Wage rates for security guards can be found at <https://www.sf.gov/sites/default/files/2024-04/21C.11%20Security%20Employee%20Chart.pdf>.



hourly rate of \$43.86.² Approximately ten (10) months into the contract, DPH added additional security guard posts to address service gaps resulting from staffing shortages at the San Francisco Sheriff's Office. These staffing shortages have limited the San Francisco Sheriff's Office's ability to consistently provide adequate security coverage at SFGH. As such, the previously estimated need of approximately 29,120 hours per year was increased to approximately 114,244 hours per year. To ensure adequate capacity through the initial two-year term ending February 14, 2025, OCA executed Amendment 1 on March 20, 2024, to increase Contract 1000028092 NTE amount by Three Million Four Hundred Thousand dollars (\$3,400,000), for a total amount of Six Million dollars (\$6,000,000).

B. Amendment 2 NTE Calculations and Amendment 3 Extension of Term

As of September 6, 2024, DPH was encumbering an average of Three Hundred Twenty Thousand Seven Hundred Seventy-Three dollars (\$320,773) per month against Contract 1000028092 since its start date of February 15, 2023. To ensure sufficient funding through January 15, 2026, OCA executed Amendment 2 on September 1, 2024. This amendment increased the Contract's NTE amount by Three Million Nine Hundred Ninety-Four Thousand dollars (\$3,994,000), bringing the total contract amount to Nine Million Nine Hundred Ninety-Four Thousand dollars (\$9,994,000).

On February 15, 2025, OCA executed Amendment 3 to extend the contract end date to January 15, 2026.

C. Amendment 4 NTE Calculations through the Revised Contract End Date of June 14, 2026.

DPH has encumbered an average of Two Hundred Ninety Thousand Nine Hundred Sixty-Five dollars (\$290,965) per month against Contract 1000028092 since its start date of February 15, 2023. Amendment 4 will extend the contract end date to June 14, 2026. Based on average monthly encumbrances to date and the number of remaining months on this contract once extended, OCA estimates that Contract 1000028092's NTE amount must be increased to Twelve Million One Hundred Eighty-Three Thousand dollars (\$12,183,000) to ensure adequate funds through their revised contract end date of June 14, 2026.

Table 4 details the basis of this calculation.

Table 4: Amendment 4 NTE Amount Calculations for Contract 1000028092 as of August 27, 2025

Contract ID	1000028092
Contract Start Date	2/15/2023
Report Run Date	8/27/2025
Total Encumbered Funds as of Report Run Date	\$8,838,000
Avg Monthly Encumbrances Since Services Start Date	\$290,965
Number of Months to Contract End Date	10
Additional Funds Needed	\$2,783,396
Less Available Contract Balance in PS	\$1,151,000

² The hourly rate was based on Allied's markup of 73.23% over the 2023 average hourly fully-loaded Prevailing Wage Rate of \$25.32.



Plus Contingency (20%)	\$556,679
Total Additional Funds Needed through Contract End Date	\$2,189,075
Current Executed Contract NTE	\$9,994,000
Proposed Revised Executed Contract NTE	\$12,183,075
Proposed Revised Executed Contract NTE (Rounded to nearest thousand)	\$12,183,000

Recommendation

Department of Public Health's mission is to deliver essential services that support and protect people, families, and communities in San Francisco. Contract 1000028092 with Allied is critical to DPH's operations and its ability to provide security services to ensure the safety, security, and welfare of patients, visitors, vendors, and staff at SFGH. Security guards assigned to the contract provide access control by screening people entering the facility, conducting designated route patrols of both interior and exterior locations, and responding to incidents involving disturbances, violence and/or other needs to preserve order. A timely approval of this resolution will allow DPH to provide uninterrupted security guard services at SFGH until a new contract can be awarded.

If you have any questions or require additional information, please contact Wil Alderman at (628) 652-1647.

Enclosures:

1. Contract 1000028092 Initial Contract
2. Contract 1000028092 Amendment 1
3. Contract 1000028092 Amendment 2
4. Contract 1000028092 Amendment 3
5. Contract 1000028092 Proposed Amendment 4
6. Contract 1000028092 Amendment 4 Resolution
7. Contract 1000028092 Form 126f4