



## THE CITY OF KEY WEST

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# EXECUTIVE SUMMARY

**TO:** Key West Bight Management Board

**CC:** Patti McLauchlin, City Manager  
Todd Stoughton, Assistant City Manger

**FROM:** Doug Bradshaw, Director Port & Marine Services

**DATE:** June 29, 2021

**SUBJECT:** Award of RFP #005-21 City of Key West Private Security Services-Key West Bight

### ACTION STATEMENT:

Recommending award to Ralons Security, LLC. for Private Security Services for the Key West Bight.

### BACKGROUND:

The City's current private security firm for the marinas and cruise ships, Florida Keys Security, LLC., gave notice to the City on March 4, 2021 that they wish to terminate their contract early as allowed per their agreement. Florida Keys Security, LLC. did agree to stay on for a longer period then the required 120-days (through July 2, 2021) to allow the City time to hire a new firm but could not guarantee coverage beyond the 120-days. Request for Proposal (RFP) # 005-21 was advertised on April 24, 2021 seeking proposals from firms specializing in private security to provide unarmed security service for Key West Bight, Key West Bight Ferry Terminal, and City Marina at Garrison Bight. At this time private security for cruise ships is not contemplated.

Five (5) responses were received on May 26, 2021 for RFP #005-21 City of Key West Private Security Services.

1. Kemp Group Int. Corp
2. American Guard Services, Inc
3. Ralons Security, LLC
4. Blue Shield Security & Protection
5. St Moritz Security Services

Three (3) City Staff members, Doug Bradshaw, Karen Olson, and Martha Arencibia independently ranked the proposals based on the criteria in the RFP. Complete ranking sheets by each reviewer are attached.

*Key to the Caribbean – Average yearly temperature 77° F.*

EXECUTIVE SUMMARY

The final ranking was as follows:

<b>FIRM</b>	<b>Total Points</b>	<b>Average Score</b>	<b>Rank</b>
Ralons Security, LLC	282	94	1
American Guard Services, Inc	256	85	2
St Moritz Security Services	249	83	3
Kemp Group Int. Corp	227	76	4
Blue Shield Security & Protection	197	66	5

**PURPOSE & JUSTIFICATION:**

The City has chosen to hire private unarmed security officers to patrol the marinas at night and on weekends when security staff is not present.

**FINANCIAL IMPACT:**

The 2020/21 Key West Bight budgeted \$22/hour for private security. Florida Keys Security, LLC was charging the City \$21.26/hour. Ralons Security, LLC. proposed rate is \$23.50. There is adequate budget to cover the hourly rate increase for the remaining budget year at both marinas.

**RECOMMENDATION:**

Based on the ranking it is recommended that the Key West Bight Management Board recommend Ralons Security, LLC. be awarded the security contract for Private Security Services for the Key West Bight.

The contract (see attached) will be is for a term of three (3) years. Thereafter it may be extended upon written consent of both parties for additional two (2) year terms.