



Caring for Our Coast



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March 31, 2026

**ADDENDUM TWO
REQUEST FOR PROPOSALS FOR
ARMED AND UNARMED EVENT STAFF SECURITY GUARD SERVICES
RFP # DBH87**

The Department of Beaches and Harbors hereby issues Addendum Two to the Armed and Unarmed Event Staff Security Guard Services Request for Proposals (RFP) DBH87, which was released on March 09, 2026.

As indicated in RFP Section 5.4, County Right to Amend Request for Proposals, the County reserves the right to amend the RFP by written addendum. Part One of this Addendum contains portions of the RFP that have been revised. Part Two of the Addendum contains the answers to the questions that were submitted by the deadline of March 19, 2026.

The information contained in this Addendum Two supersedes any related information previously provided.

Thank you for your interest in our RFP for the Armed and Unarmed Event Staff Security Guard Services. Proposals must be emailed to Contracts@bh.lacounty.gov and must be received no later than 5:00 p.m. Pacific Standard Time, on April 02, 2026.

We look forward to receiving your proposals.

Very truly yours,

GARY JONES, DIRECTOR

Jean Dao, Contracts Administrator

PART ONE

The information below, specific to the sections discussed, supersedes any information previously provided as to those sections.

1. Appendix B, Required Forms, Exhibit 10 (Required Pricing Schedule), is deleted from the RFP in its entirety and replaced with the amended Exhibit 10-1, attached to this Addendum Two. All references to Exhibit 10 in the RFP will hereafter be replaced with Exhibit 10-1 (Pricing Schedule).

PART TWO

QUESTIONS AND ANSWERS

The information below, specific to the sections discussed, supersedes any information previously provided as to those sections.

- 1. Our company has been in operation for about three years, and our owner has over seven years of experience working as a security guard. Would we still be eligible to go through the process to obtain this account?**

Answer 1: Please refer to RFP, Section 4.0, Minimum Mandatory Requirements, Paragraph 4.1, Proposer's firm must have a minimum of seven (7) years' experience providing armed and unarmed event staff security services equivalent or similar to the size and scope of the services being requested.

- 2. Are there any significant modifications from the previous contract to the new one? For instance, an increase in hours, a change in guard position, or a need for additional resources?**

Answer 2: Additional Service Areas have been added to the current contract, along with other requirements. Please refer to Exhibit A, Statement of Work.

- 3. Could the County provide a fillable version of Appendix B – Required Forms, specifically for the Pricing Schedule, Staffing and Work Plan, Community Business Enterprise (CBE) Information, and Living Wage Program Staffing Plan?**

Answer 3: Appendix B – Required Forms must be submitted in PDF format only. The Department is not providing any other version of these forms.

- 4. Please clarify whether the annual total hours listed for Armed Security Guards in Required Forms – Exhibit 10 (Pricing Schedule) should be 35,844 hours instead of 35,576 hours.**

Answer 4: Please see revised language in Part One of this Addendum noting the amended Exhibit 10-1 Pricing Schedule, which is attached to this Addendum Two.

- 5. For Required Forms – Exhibit 10 (Pricing Schedule), please clarify whether proposers should submit a single-year rate or multi-year pricing covering the potential contract term.**

Answer 5: Proposers should submit one (1) amended Exhibit 10-1, Price Schedule (attached to this Addendum Two) for the total contract term, including optional

extension years. The County will allow an annual Cost of Living Adjustment after the first three years of the Contract. It is the responsibility of the Proposer in calculating the proposal price to take into consideration the possible escalation of wages, materials, and other costs during the Contract term.

- 6. Could you please advise where the addenda will be posted? Will they be available on a specific website, or will they be distributed via email?**

Answer 6: The addenda will be posted on our Department's website: <https://beaches.lacounty.gov/request-for-proposals/> and Los Angeles County Solicitations: <https://camisvr.co.la.ca.us/LACoBids/BidLookUp/OpenBidList>

- 7. Where can we download or get a copy of the current contract for review?**

Answer 7: The Board-approved contract can be found at the following link below: [1080180_4B_HBLContractUnarmedEventStaffandArmedSecurityGuards_101320C_HAIREOfinal.pdf](#)

- 8. What are the top types of incident reports submitted for these service areas day-to-day?**

Answer 8: The incident types vary by service area. Common examples of top incidents in our reports include but are not limited to, overnight cars left in parking lots, encampments, unsecure surroundings, and unlocked building doors.

- 9. Are meal breaks paid and billed for the events?**

Answer 9: No, it is the responsibility of the Proposer in calculating the proposal price to take into consideration the possible escalation of wages, materials, and other costs during the Contract term. Please refer to RFP subparagraph 8.6.4.10, Exhibit 10-1 – Pricing Schedule.

- 10. For the communication systems, are they provided, or should the contractors solely supply them?**

Answer 10: Contractors must supply all materials/equipment to provide the needed services. Please refer to Exhibit A, Paragraph 11.0 – Armed Guards, subparagraph 11.2, and Paragraph 12.0 – Unarmed Event Staff Guards, subparagraph 12.2 – Equipment Furnished by Contractor.

11. What are the key performance metrics used by the county to evaluate contractors?

Answer 11: Proposal evaluation and criteria is broken into the following five categories: the proposal pricing schedule; the Proposer's Approach to Contract Requirements; Proposer's Experience and Organizational Resources; Proposer's Quality Control Plan; and Living Wage Compliance. Please refer to RFP Paragraph 8.7, Proposal Evaluation and Criteria for more detailed information.

12. Do we have a direct line of communication with the Police Department? Will any armed officers be present on site? What is the average response time when it comes to that?

Answer 12: We request that you contact the Marina del Rey Sheriff's Department for incidents in Marina del Rey. In emergencies, dial 911. The average after-hours response time is approximately 10 – 15 mins.

13. Do we have an option to review why your bid was not accepted or awarded after the period?

Answer 13: Non-selected Proposers may request for a Debriefing. Please refer to RFP, Paragraph 10.3, Department's Proposed Contractor Selection Review for more detailed information.

14. Individual needs some assistance with or have certain other questions related to the proposal?

Answer 14: Questions regarding the RFP and/or the proposals will not be answered after the March 19, 2026 deadline.

15. How many vendors do you currently use, and how many are you planning to have for this contract?

Answer 15: We currently use one vendor and plan to use one vendor for this contract.

16. Will a link to this recording be sent out after the meeting to all attendees?

Answer 16: A recording will not be sent out after the meeting. All questions during the meeting will be addressed in this Addendum.

17. Are there any significant modifications from the previous contract to the new one? For instance, an increase in hours, a change in guard type (e.g., armed vs unarmed), or a need for additional resources?

Answer 17: Additional hours and service areas have been added. Please refer to Exhibit A, Statement of Work.

18. What is the current contractor billing rate?

Answer 18: The billing rate for armed security guards that the current contractor included as their Proposed Price was \$20 per hour. The billing rate for unarmed event staff was \$16.80. For other rates, please refer to the current contract, which is linked in the answer for Question 7.

19. What has been the most common breakdown with vendors during event coverage, whether it's staffing, communication or coordination?

Answer 19: Coverages for staffing, communication, and coordination are stated in Exhibit A, Statement of Work, Paragraph 11.0 and Paragraph 12.0.

20. What about the walk-in metal detectors? Is that something that will be needed for a crowd up to 15,000 or so?

Answer 20: Currently, the contract does not require this; we only request the equipment stated in Exhibit A, Statement of Work, Paragraph 11.0, and Paragraph 12.0.

21. The current security service vendor, are they using any subcontractors?

Answer 21: The current vendor does not use subcontractors. There will be no subcontracting of the contract services without the advance approval of the County and will only be allowed in accordance with Appendix A, Paragraph 8.39, Subcontracting.

22. How is the chain of command normally structured between county staff and organizers and security teams in real-time decisions to be made?

Answer 22: Please refer to Appendix A, Paragraph 6.0 – Administration of Contract County and Paragraph 7.0, Administration of Contract Contractor.

23. Is your average shift normally 12 hours when you guys are having events?

Answer 23: Shift lengths vary based on Department needs. Please refer to Exhibit A, Paragraph 12.3.3, Department Special Events.

24. Can the County provide a list of currently scheduled events in addition to those identified in Section 11.3.5?

Answer 24: The list of scheduled events can be found in Exhibit A - Statement of Work. Please refer to subparagraph 11.3.5, for the list of scheduled events for armed security services, and subparagraph 12.3.3 for unarmed event staff security guard services.

25. Can the County clarify expectations for meal and rest break coverage across all service areas?

Answer 25: This is left up to the discretion of the contractor. The contractor should ensure that all employees are given breaks in accordance with the State Division of Labor Standards Enforcement requirements.

26. If coverage during meal and rest breaks is required, please confirm whether relief personnel may be billed separately to the County. (Exhibit 13, page 233, Paragraph E)

Answer 26: Please refer to the answer given for Question 9.

27. Are there any required vehicle specifications for this contract, including branding, vehicle type, or model requirements?

Answer 27: A specific vehicle type is not required; however, two vehicles are required for patrolling. Golf carts are not permitted. Please refer to Appendix A, Statement of Work, Subparagraph 11.2.6 Patrol Vehicles, for more detailed information regarding vehicle requirements.

28. Is there an expected patrol frequency or annual mileage assumption for vehicle-based services?

Answer 28: Unfortunately, we do not have exact mileage per vehicle/site. Service Area 1 – Dockweiler, is approximately 2.4 miles, and Service Area 5 – Marina del Rey, is approximately 5 miles. Patrol frequency for Service Area 1 is every 30 minutes and Service Area 5 is every 60 minutes. Please refer to Exhibit A, Statement of Work and Exhibit C, Service Area Maps for more information.

29. For vehicle patrols, can the County please provide historical annual mileage utilization per vehicle? (Section 11.2.6, page 122)

Answer 29: Please refer to Answer 28.

30. Will the County provide incumbent staffing details, including wage rates, tenure, and benefit structures?

Answer 30: Please refer to Answer 7.

31. Are there any union agreements applicable to this contract?

Answer 31: Collective bargaining agreements may apply.

32. The bid sheet appears to request straight-time bill rates only. If a holiday is worked, may the Contractor bill a premium rate for those hours? (Exhibit 10)

Answer 32: As stated in the RFP, Paragraph 3.2.3 Days of Operation, armed security guard services are to be provided seven days a week, including County-recognized holidays; unarmed event staff security services are required as stated in Statement of Work, Paragraph 12.3.3, which includes County holidays. There is no holiday rate or overtime. Proposer's proposed price per hour must provide full compensation to the Contractor, including any benefits, direct and indirect costs, overhead, profit, and support staff costs.

33. Section 3.2.2 states that rates will remain firm and fixed for the initial three-year term and may be increased annually thereafter during the option years at the sole discretion of the Director of the Department. Can the County confirm whether unforeseen cost increases, such as regulatory changes or significant labor market shifts, may be addressed through amendment during the initial term? (Page 7, Section 3.2.2)

Answer 33: It is the responsibility of the Proposer in calculating the proposal price to take into consideration the possible escalation of wages, materials, and other costs during the Contract term, including any option year. Please refer to RFP subparagraph, Exhibit 10 – Pricing Schedule.

34. What are the County's payment terms, in number of days from receipt of invoice?

Answer 34: Please refer to Appendix A, Paragraph 5.10 Invoices and Payment for more detailed information.

35. Clarification Request – SOW Paragraph 8.6.2 (Page 15):

Paragraph 8.6.2 on page 15 indicates that the County retains approval rights over defense counsel. Where we are responsible for funding the defense, please confirm whether we may retain the right to select and manage defense counsel.

Retaining control over counsel selection allows us to manage the defense efficiently, ensure continuity, and control costs, while still fully meeting our obligation to provide a competent and appropriate defense. We are comfortable providing notice of counsel selection and ongoing status updates, provided selection authority remains with us when we are paying for the defense.

Answer 35: Proposers may submit exceptions to the County's terms by submitting Exhibit 17 (RFP Exception Form) of Appendix B as stated in RFP Paragraph 8.6.6. The County reserves the right to determine if a Proposer's exceptions are material enough to deem the proposal non-responsive and not subject to further evaluation.

36. Clarification Request – SOW Paragraph 8.16.1 (Page 21):

With respect to Paragraph 8.16.1 on page 21, please clarify how responsibility for alleged damage to County facilities will be determined, including whether the Contractor's obligation is limited to damage caused by the Contractor's negligent acts or omissions. Additionally, please confirm whether the Contractor will have an opportunity to inspect the damage prior to repair and whether the thirty (30) day repair period runs from notice of the damage rather than the date of occurrence.

Answer 36: The County contract administrators will determine if the damage to any County facilities, buildings, or grounds is caused by the Contractor or employees or agents of the Contractor based on evidence. The Contractor will have an opportunity to inspect the damage prior to repair. However, in accordance with RFP Paragraph 8.16.1, the repairs must be made no later than thirty (30) days after the occurrence.

37. Clarification Request – SOW Section 8.25 (Pages 27–28):

Section 8.25 on pages 27–29 describes the Required Insurance using “not less than” and refers to the stated limits as “minimum” requirements. To ensure clarity and avoid open-ended insurance obligations, would the County consider removing the “not less than” and “minimum” language and confirming that the listed limits constitute the fixed insurance requirements for compliance?

We are prepared to meet the stated insurance limits as specified and would also be open to discussing higher limits, if desired, provided the requirements are defined as fixed rather than open-ended.

Answer 37: Proposers may submit exceptions to the County's terms by submitting Exhibit 17 (RFP Exception Form) of Appendix B as stated in RFP Paragraph 8.6.6. The County reserves the right to determine if a Proposer's exceptions are material enough to deem the proposal non-responsive and not subject to further evaluation.

38. Where Clarification Request – Section 8.24.3 (Page 25):

With respect to Section **8.24.3 on page 25**, please clarify whether Additional Insured coverage may be limited to **the extent of the Contractor's indemnification obligations and capped at the Required Insurance amounts.**

As written, the requirement for access to a contractor's full policy limits may result in the County receiving substantially greater insurance benefits from larger bidders than from smaller bidders, despite identical Required Insurance specifications. We respectfully request clarification to ensure the insurance requirements are applied uniformly and are not contingent on a bidder's overall insurance program.

Answer 38: Proposers may submit exceptions to the County's terms by submitting Exhibit 17 (RFP Exception Form) of Appendix B as stated in RFP Paragraph 8.6.6. The County reserves the right to determine if a Proposer's exceptions are material enough to deem the proposal non-responsive and not subject to further evaluation.

REQUIRED FORMS – EXHIBIT 10 -1

PRICING SCHEDULE

Fill in all of the unshaded boxes. This chart will be used for a variety of purposes as follows:

- The first twelve rows (relating to “Standard Staffing Hours”) should reflect the annual Security Guards staffing hours required by the Contract as detailed in the Statement of Work and the hours of service rendered by Other Personnel, such as Supervisors and the Contractor Representative.
- No minimum hourly requirement is given for the positions of Supervisors or Contractor Representative; however, the quoted numbers will be used by the County to assist in the evaluation of the adequacy of the Proposer’s Staffing/Work Plan (Exhibit 12/15). The cost for providing these hours should be factored into the contractor’s overhead costs.
- Armed Security Guards staffing hours indicated in the Statement of Work, 11.0 are: (ALL SHIFTS ARE SEVEN DAYS PER WEEK.)
 - Service Area 1 – One Armed Security Guard – 8pm – 8am (12 Hours)
 - Service Area 2 – One Armed Security Guard – 8pm – 8am (12 Hours)
 - Service Area 3 – One Armed Security Guard – 7pm – 7am (12 Hours) – RV Park is closed most of the month of January (Standard staffing hours will not exceed five days);
 - Service Area 4 – One Armed Security Guard – 7pm – 7am (12 Hours)
 - Service Area 5 – One Armed Security Guard – 8pm – 8am (12 Hours)
 - Service Area 6 – One Armed Security Guard – 7pm – 7am (12 Hours)
 - Service Area 7 – One Armed Security Guard – 7pm – 7am (12 Hours)
 - Service Area 8 – One Armed Security Guard – April 1st through October 31st, 8p.m.-1a.m. (5 Hours) / November 1st through March 31st, 6p.m. – 11p.m. (5 hours).
- “Special Events” staffing hours: Armed Security Guards Hours are indicated in Appendix B, Paragraph 11.0 and Exhibit I. Unarmed Event Staff Guard staffing hours are indicated in Appendix B, Paragraph 12.0.
- The “Hourly Wage” column should reflect actual hourly wages paid, which County will use to determine Proposer’s compliance with County’s Living Wage Program (RFP, Paragraph 6.12).
- The (“Contractor’s Annual Cost”) column should accurately reflect all cost items, as well as profit, that are included in the Annual County Cost.
- The “Proposed Price per Hour” column will be used to pay for actual scheduled hours worked, as well as for any additional hours in the instance when unscheduled or emergency work has been authorized by the Director. The “Proposed Price per Hour” should reflect the hourly wages for Armed and Event Staff Guards and Supervisors inclusive of all contractor ongoing and one-time costs, including salaries, wages, benefits, supplies, equipment, and other direct costs, as well as proportional amounts of overhead, profit, and support staff costs. The hourly rate must equal the Annual Cost to County divided by 35,576.
- The “Annual County Cost” column will be used for Proposal Price evaluation purposes. The total should equal the Proposer’s expected compensation for providing the security services as detailed in the Statement of Work. In addition, it must equal the “Standard Staffing Hours - Annual Total” (sixth column) for Armed Security Officers multiplied by the “Proposed Price per Hour” column for that category of employees.

REQUIRED FORMS – EXHIBIT 10 -1

PRICING SCHEDULE

		ARMED SECURITY GUARD HOURS	ARMED SECURITY FIELD SUPERVISOR HOURS	UNARMED EVENT STAFF GUARD HOURS	UNARMED EVENT STAFF FIELD SUPERVISOR HOURS	UNARMED EVENT STAFF MANAGER HOURS	CONTRACTOR REPRESENTATIVE	EMPLOYEE BENEFITS	SUPPLIES	OTHER EXPENSES & OVERHEAD	PROFIT	TOTAL (ANNUAL COST TO COUNTY)
STANDARD STAFFING HOURS	SERVICE AREA 1 – DOCKWEILER ENTRANCE	4368										
	SERVICE AREA 2 – DOCKWEILER VEHICLE	4368										
	SERVICE AREA 3 – DOCKWEILER RV PARK	4056										
	SERVICE AREA 4 – DOCKWEILER YOUTH CENTER	4368										
	SERVICE AREA 5 MARINA DEL REY VEHICLE	4368										
	SERVICE AREA 6 – BURTON CHACE PARK	4368										
	SERVICE AREA 7 – BOAT FACILITIES	4368										
	SERVICE AREA 8 – WHITE POINT/ ROYAL PALMS	1820										
	SPECIAL EVENTS	3,448		5,067	537	143						
	ANNUAL TOTAL HOURS	35,576		5,067	537	143						
	HOURLY WAGE (1)	\$	\$	\$	\$		\$					
	CONTRACTOR'S ANNUAL COST	\$	\$	\$	\$		\$	\$	\$	\$	\$	\$
PROPOSED PRICE PER HOUR	\$		\$	\$								
ANNUAL COUNTY COST	\$		\$	\$							\$	

(1) Hourly wages for Armed Security Officers must comply with the current Living Wage rate and the Total Annual Cost to the County should account for possible future Living Wage rate increases.

Proposer understands and acknowledges that the Living Wage hourly wage rate will adjust annually every January 1 based on the U.S. Department of Labor, Bureau of Labor Statistics' Consumer Price Index (CPI) for the Los Angeles-Riverside-Orange County Area for the 12-month period preceding July 1; and thus, Proposer must ensure that it is paying its employees the adjusted Living Wage rate of each year of the contract term and any optional contract term, if exercised.

By submission of this Proposal, Proposer certifies that the prices quoted herein have been arrived independently without consultation, communication, or agreement with any other Proposer or competitor for the purpose of restricting competition.