



City of Winston-Salem City Council
Council Agenda Item Summary

Title	Resolution Awarding Contract for Security and Company Police Officer Services
City Council Committee	Finance Committee
Staff Lead (Presenter)	Darren Redfield, Purchasing Manager
Department Head	George Morales, Property and Facilities Management Director and Jeff Fansler, Transportation Director
City Manager/ACM	Sharon Wojda, ACM

Agenda Item Summary

Recommended Council Action	Resolution Approval
Suggested Action/ Motion Options	I move for approval of this resolution awarding a contract for Security and Company Police Services
Strategic Focus Area	Livable Community
Strategic Plan Objective	LC1: Enhancing Residents' Sense of Safety and Reducing Crime
Anticipated Fiscal Impact	Fiscal Impact Anticipated: See Analysis in Summary

Summary of Information

On April 17, 2026 the Purchasing Division, on behalf of the Property and Facilities Management Department and the Winston-Salem Transit Authority, issued a request for proposals to qualified contractors for Security and Company Police Officer Services. The scope of work covers City Hall, Bryce E. Stuart Municipal Building, and Clark Campbell Transit Center facilities for services including but not limited to visitor screening, maintaining order, deterring criminal attacks, cooperation with local law enforcement, and prevention of damage to City property. On May 5, 2026, four proposals were received, as follows:

	<u>City/State</u>	<u>3-Year Total</u>
Allied Universal Security Services	Charlotte, NC	\$3,834,230.97
Universal Security Guard Association, Inc.	Delray Beach, FL	\$3,883,590.00
Hinton Investigations, Inc.	Marshville, NC	\$4,133,926.65
North State Security Group, LLC	Winston-Salem, NC	\$4,245,752.53

Terms of the bid document specified detailed evaluation criteria of Cost, References and Experience, Technical Approach & Scope Understanding, and Risk



Vision: To be a premier city in the region providing world-class amenities while retaining a sense of charm and hospitality
Mission: To provide impactful services that enhance the quality of life for current and future generations
Values: Teamwork * Responsibility * Respect * Integrity * Customer Service

Management/Training. An evaluation panel of staff members from Economic Development, Property and Facility Management, Risk Management, and Transportation reviewed the proposals received. An assistant chief from the Winston-Salem Police Department also participated and offered input. See Exhibit A for the detailed scores. The top two vendors were invited to a virtual interview to earn up to 20 extra points.

Based upon the evaluation panel's assessment, it is recommended that a contract for Security and Company Police Officer Services for the City and WSTA be awarded to Allied Universal Security Services in the estimated three-year amount of \$3,236,475.50 beginning September 1, 2026, which includes \$1,816,742.90 for services at City Hall and Bryce E. Stuart Municipal Building and \$1,419,732.60 for services at the Clark Campbell Transit Center. Note: the final cost for services at the Transit Center was reduced from the original bid amounts in order to meet available funding. See Exhibit A for the cost breakdown.

Terms of the bid also reserve the right to extend the contract for two additional 12-month terms through August 31, 2031, provided that both parties are in agreement and funds are made available for this purpose. Pricing for potential extensions shall be based on the latest available Consumer Price Index for All Urban Consumers at the time of the extension.

M/WBE comment: This opportunity was advertised on the city and state websites and bid documents were sent directly to 157 vendors, including eight businesses from the city's B2Gnow vendor listing and 101 businesses from the North Carolina eVP vendor database. See Exhibit B for a complete list of businesses notified and Exhibit C for the workplace demographics of the top scoring vendor.

Analysis of Fiscal Impact

Funds have been appropriated in the FY2026-27 budget to cover the cost of this contract.

Attachments

- Resolution
- Exhibit A – Final Scoring and Cost Breakdown
- Exhibit B – List of Businesses Notified
- Exhibit C – Workforce Demographics

Committee Action	FC 6/9/2026
For:	Against:
Remarks: Unanimous Approved	