



**BOARD OF SUPERVISORS
AGENDA LETTER**

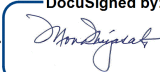
Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Submitted on:
(COB Stamp)

Department Name: County Executive Office
Department No.: 012
Agenda Date: September 23, 2025
Placement: Administrative Agenda
Estimated Time:
Continued Item: No
If yes, date from:
Vote Required: 4/5

TO: Board of Supervisors
FROM: Department Director(s): Mona Miyasato, County Executive Officer
Contact: Wade Horton, Assistant County Executive Officer
SUBJECT: Contract Renewal for Countywide Security Services Provided by Triumph Protection Group

DocuSigned by:

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County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute a service contract with Triumph Protection Group in an amount not to exceed \$2,531,496 for the period of September 23, 2025, through June 30, 2026, with an option to renew thereafter for two additional one-year terms; and
- b) Find, in accordance with Government Code §31000, that the County of Santa Barbara does not have the employee resources to provide the security services being performed by Triumph Protection Group and that the County's economic interests are best served by the attached contract; and
- c) Approve Budget Revision Request BJE-0010815; and
- d) Determine that the proposed actions are exempt from the provisions of the California Environmental Quality Act (CEQA) pursuant to State CEQA Guidelines Section 15301, as they involve the maintenance of existing public structures that will result in no or negligible expansion of existing use and approve the filing of the attached Notice of Exemption on that basis.

Summary Text:

The CEO's Office requests your board approve an agreement for services with Triumph Protection Group in the amount of \$2,531,496 for the period of September 23, 2025, through June 30, 2026, to provide physical security services Countywide.

Discussion:

In June 2025, Countywide security services went out to bid and nine companies participated. Of the nine companies, Triumph Protection Group provided the best value bid.

All contractual requirements have been verified, all insurance is current, and Triumph Protection Group is ready to continue service on the contracted date of September 23, 2025 (CN 12591 was implemented as an emergency contract and was in place through August 31, 2025, See Attachment B).

Security is an element of a long-term strategy as the County pivots from a reactionary mindset to preventing hazards that may affect our employees and customers. The primary functions of the security program are to operate security screening stations, detect and prevent unlawful activity, report suspicious people and suspicious activity, report on environmental and life safety hazards, provide employee safety escorts, respond to employee calls for assistance, and de-escalate potentially hostile situations. Since the County began contracting with Triumph, the following are a few examples of the added security benefits that have been achieved:

- Dispatched to de-escalate hostilities between customers and front-line staff.
- Stopped individuals from lighting fires on County property.
- Observed and interrupted intrusion attempts at County properties.
- Helped prevent facility damage during major weather events and reported facility break/fix related issues.
- Detected and worked with law enforcement to mitigate the use and distribution of illegal narcotics and unlawful activity on County property.
- Supported Elections, Behavioral Wellness, Public Health, Social Services, Administration Services, and the Civil Courts.

The value added from these security services is preemptive strategic risk mitigation. Therefore, approval by the Board of this Triumph Protection Group renewal contract is recommended to ensure a continuous effort to protect County employees and customers.

A review of the financial and organizational impacts of establishing in-house capabilities vs outsourcing physical security services concluded that contract services provide operational scalability, and cost efficiency. It would cost approximately \$4,400,000 in total – or \$1,900,000 more than the proposed contract amount – to provide the same number of work hours (68,000 hours) with in-house services. Thus, outsourcing reduces the County's costs and also transfers to the contractor the administrative burden and risks associated with contractor misconduct and negligence.

Background:

Triumph Protection Group has provided security services to the County since September 1, 2016. In June 2025, General Services went out to bid and once again, the best value bid was submitted by Triumph Protection Group. The Agreement with Triumph Protection Group will provide security services countywide. Oversight and management of these contracted services was transferred to the County Executive Office from General Services as part of the Fiscal Year 2025-26 budget process and the transfer of the Countywide Physical Security Coordinator during Fiscal Year 2024-25. The

budget and overall contract administration of this countywide security contract will remain with General Services.

Behavioral Wellness and Public Health have increased security services to address staff safety, clients' needs and facility protection.

These services address vandalism, vehicle theft and vehicle break-ins at County facilities, unauthorized entry into County facilities, assault, and threats that could be investigated through our workplace violence prevention program.

Because the County has utilized the security services provided by Triumph Protection Group since September 1, 2016, they are familiar with the County environment and expectations. Triumph operates a regional office located in Santa Barbara. They have a proven track record and success under existing bill rates and are responsive to emergencies and special staffing requirements. Triumph maintains a healthy Current Ratio indicating the ability to meet short-term obligations. These factors contribute to the low risk of the contract.

Performance Measure:

Since 2022, Triumph Protection Group has screened 175,000 visitors and seized 6,000 prohibited items.

To date, Triumph Protection Group has performed according to their agreements. County Executive Offices will continue to monitor concerns of responsiveness to requests, adherence to post orders and scope of work, and ability to appropriately address all situations of concern.

Contract Renewals:

This will be a new service contract agreement, with two anticipated amendments for the 2026-27 and the 2027-28 fiscal years, at which point the services will go out for bid.

Fiscal and Facilities Impacts:

Budgeted: Yes

The proposed cost of this contract renewal in fiscal year 2025-26 totals \$2,531,496 and is funded by the County General Fund as well as State and Federal sources. \$1.2M of the funding is budgeted in the CEO's Office, currently as a transfer to the Risk Management Workers' Compensation Self Insurance Fund (fund 1911). During the review of this contract renewal, it was determined that it is inappropriate for this expense to be budgeted in fund 1911 and noted that this contract should remain in the General Fund. Accordingly, a Budget Revision is attached that will move \$1.2M in expenses and General Fund Contribution back to General Services, where it was originally held. This does not result in any new additional costs to the General Fund. A detailed breakdown of the source of funds, including the departments where the funding resides, is outlined below and in Attachment C.

- *General Fund:* Funds budgeted in Community Services (\$64,461), the Sheriff Department (\$359,195), and General Services (\$1.2M after approval of BJE-0010815).
- *State Funds:* Funds budgeted in Social Services (\$124,259), Public Health (\$345,641), and the Superior Court for the Santa Maria Courthouse (\$29,994).
- *Federal Funds:* Funds budgeted in Behavioral Wellness (\$407,946).

Fiscal Analysis:

Funding Source	FY 25-26	Total
General Fund	\$1,623,656	\$1,623,656
State	\$499,894	\$499,894
Federal	\$407,946	\$407,946
Total	\$2,531,496	\$2,531,496

Special Instructions:

Please send one (1) fully executed duplicate original of the Agreement and a Minute Order to Phung Loman, General Services - Procurement.

Attachments:

Attachment A – Triumph Protection Group Board Contract

Attachment B – Triumph Protection Group Bridge Contract CN12591

Attachment C - Triumph Protection Group Fiscal Analysis Chart

Attachment D – Budget Revision Request BJE-0010815

Contact Information:

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