



AVIATION DEPARTMENT - Fort Lauderdale-Hollywood International Airport
320 Terminal Drive, Suite 200 • Fort Lauderdale, Florida 33315 • 954-359-6100

MEMORANDUM

DATE: May 27, 2022

TO: Felicia McRae, Purchasing Agent Senior

FROM: Kirsten Ruus, Enterprise Director of Finance, Aviation **Kirsten Ruus**

SUBJECT: RFP GEN2120413P1 Security Guard Svcs for Fort Lauderdale-Hollywood Int'l & North Perry Airports

Digitally signed by Kirsten
Ruus
Date: 2022.05.27
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This memorandum provides a review of the financial statements for the respondents of the abovementioned RFP.

The RFP specified that each vendor shall submit its most recent two years of financial states for review to be in the form of balance sheets, incomes statements and annual reports, or tax returns or SEC filings. The financial statements are not required to be audited statements. The financial review of these statements is not intended to provide an opinion on the financial statements, but to determine whether the vendor has met the element of responsibilities. The review is intended to disclose to the Selection Committee whether the respondent submitted all of the required financial documents as specified in the RFP and to make the committee aware of any reportable condition and/or apparent issues in the financial statements that would indicate the firm is not capable of performing the services specified in the RFP.

Reportable conditions include negative equity, net loss in its latest fiscal year, and/or current ratios less than 1.0. A resulting ratio of 1.0 or higher generally indicates that a firm can meet its financial obligations in a timely manner. The current ratio is calculated by dividing current assets by current liabilities. A reportable condition is not necessarily indicative of a firm's inability to perform but may be one of many factors the Selection Committee considers in its evaluation.

There were 8 respondents to the RFP: AJ Squared Security Inc., American Guard Services, Inc., ATTACK Protection Group, Inc., Global Security Associates, Inc., Prosecur Services Group, Inc., Security Alliance, LLD, Unique Surveillance, LLC DbA Fast Guard Service, and Universal Protection Service, LLC DBA Allied Universal.

AJ Squared Security did not provide financial statements; therefore no ratios could be calculated.

Unique Surveillance, LLC DbA Fast Guard Service only provided income statements for fiscal years ended December 31, 2020 and December 31, 2021. Both years showed a net profit. However, no balance sheets were provided thus no ratios could be calculated.

Universal Protection Service LLC DBA Allied Universal reported losses for fiscal years ended December 31, 2019 and December 31, 2020. There are no other apparent issues to report.

Attached is a spreadsheet showing selected financial data.

FINANCIAL REVIEW SUMMARY

RFP/RL#:	GEN 2120413P1
Agency:	BCAD
PM:	Possibly Nick Bryant as I believe he is the CGA for the contract
# of Responders:	8



Firm Name: AJ Squared Security		Confidentiality:									
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, XXXX	None	N - Audited	NONE PROVIDED.							N/A	N/A
FY Ending December 31, XXXX	None	N - Audited	NONE PROVIDED.							N/A	N/A

Comments: Have a website, no financial information found on website.

Firm Name: Allied Universal		Confidentiality:									
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2019	Audited Financials	Y-Audited	\$ 7,461,055,000	\$ (382,012,000)	\$ 490,993,000	\$ 1,625,139,000	\$ 1,145,231,000	\$ 6,432,513,000	\$ 5,941,520,000	12.10	1.42
FY Ending December 31, 2020	Audited Financials	Y_Audited	\$ 8,501,054,000	\$ (85,596,000)	\$ 432,299,000	\$ 2,580,228,000	\$ 939,548,000	\$ 7,216,124,000	\$ 6,783,825,000	15.69	2.75

Comments:

Firm Name: American Guard Services Inc.		Confidentiality:									
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2019	Balance Sheet and Income Statement	N - Audited	\$ 98,727,233	\$ 2,661,325	\$ 7,481,882	\$ 27,289,121	\$ 9,705,796	\$ 31,245,324	\$ 23,763,442	3.18	2.81
FY Ending December 31, 2020	Balance Sheet and Income Statement	N - Audited	\$ 102,245,471	\$ 1,070,123	\$ 4,994,644	\$ 16,425,997	\$ 7,681,988	\$ 23,381,251	\$ 18,386,607	3.68	2.14

Comments:

Firm Name: ATACK Protection Group Inc.		Confidentiality:									
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2019	Balance Sheet and Income Statement	N - Audited	\$ 240,788	\$ 30,645	\$ 127,571	\$ 96,855	\$ 29,618	\$ 157,188	\$ 29,618	0.23	3.27
FY Ending December 31, 2020	Balance Sheet and Income Statement	N - Audited	\$ 263,990	\$ 47,548	\$ 174,528	\$ 122,878	\$ 22,818	\$ 197,345	\$ 22,818	0.13	5.39

Comments: Website link provided on BBB website did not work. I could only find a blog type website with customer reviews. No website with company name.

Firm Name: Fast Guard Service		Confidentiality:									
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2020	Income Statement	N - Audited	\$ 10,275,791	\$ 5,036,386	NO BALANCE SHEET PROVIDED					N/A	N/A
FY Ending December 31, 2021	Income Statement	N - Audited	\$ 10,206,762	\$ 974,566	NO BALANCE SHEET PROVIDED					N/A	N/A

FINANCIAL REVIEW SUMMARY

Comments:

Firm Name: Global Security Associates, Inc.											
Confidentiality:											
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2020	Audited Financials	Y_Audited	107,954,000.00	2,416,000.00	17,707,000.00	25,073,000.00	24,430,000.00	59,127,000.00	41,420,000.00	2.34	1.03
FY Ending December 31, 2021	Audited Financials	Y_Audited	107,700,000.00	3,134,000.00	20,800,000.00	26,869,000.00	25,235,000.00	63,363,000.00	42,563,000.00	2.05	1.06

Comments: Financial were provided and are presented in Swedish Kronas. The current would not affect the calculation of the ratios.

Firm Name: Prosecur Services Goup											
Confidentiality:											
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2020	Audited Financials	Y-Audited	3,570,421,000.00	334,875,000.00	695,205,000.00	1,744,931,000.00	1,271,813,000.00	3,913,494,000.00	3,195,377,000.00	4.60	1.37
FY Ending December 31, 2021	Audited Financials	Y_Audited	3,498,064,000.00	43,711,000.00	692,395,000.00	1,464,953,000.00	1,296,607,000.00	3,816,123,000.00	3,105,397,000.00	4.49	1.13

Comments: Financials were provided and are presented here in Euros. The currency would not affect the calculation of the ratios.

Firm Name: Security Alliance											
Confidentiality:											
	Financials Provided	Audited?	Gross Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) ¹	Current Ratio (CA/CL) ²
FY Ending December 31, 2019	Audited Financials	Y-Audited	\$ 26,003,405	\$ 1,271,607	\$ 4,462,650	\$ 6,216,599	\$ 2,534,968	\$ 7,199,862	\$ 2,737,212	0.61	2.45
FY Ending December 31, 2020	Audited Financials	Y_Audited	\$ 22,895,029	\$ 1,769,254	\$ 5,357,287	\$ 6,938,985	\$ 2,347,886	\$ 7,762,948	\$ 245,661	0.05	2.96

Comments:

- (1) Debt to Equity ratio is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity. It indicates what proportion of equity and debt the company is using to finance its assets. A high debt/equity ratio generally means that a company has been aggressive in financing its growth with debt.
- (2) The Current Ratio is a liquidity ratio that measures a company's ability to pay short-term obligations. The higher the current ratio, the more capable the company is of paying its obligations. A ratio under 1.0 suggests that the company would be unable to pay off its obligations if they came due at that point.