



Agenda Item No. (7)

To: Finance-Auditing Committee/Committee of the Whole  
Meeting of May 19, 2022

From: Jennifer Mennucci, Director of Budget and Electronic Revenue  
Joseph M. Wire, Auditor-Controller  
Denis J. Mulligan, General Manager

Subject: **AUTHORIZE EXECUTION OF A FIFTH AMENDMENT TO CONTRACT  
NO. 2011-MD-1, ARMORED CARRIER COLLECTION SERVICES, WITH  
BRINK'S INC.**

### **Recommendation**

The Finance-Auditing Committee recommends that the Board of Directors authorize the General Manager to execute the Fifth Amendment to Contract No. 2011-MD-01, *Armored Carrier Collection Service with Brink's Inc.*, of Coppel, TX, in the amount not-to-exceed \$250,000, to extend the agreement for one year, with up to 12 additional one-month option terms, to modify the Rate and Service Schedule, and to add cash processing services for ticket vending machines (TVM). Funds for armored car collection services are available in the FY 21/22 Bridge, Bus and Ferry Divisions' Operating Budget and future years will be budgeted accordingly.

This matter will be presented to the Board of Directors at its May 20, 2022 meeting for appropriate action.

### **Summary**

On July 9, 2010, the Board of Directors (Board) approved the award of a contract to Brink's Inc. to collect and transport Bus and Ferry transit revenues, transport deposits to Wells Fargo Bank, and provide transit revenue processing services. The original contract term expired on July 31, 2015. On March 27, 2015, the Board authorized extending the contract term for a one-year term, with four additional one-year option terms. The Golden Gate Bridge, Highway and Transportation District (District) further extended the term of the agreement for one year with twelve additional one-month options. The current term expires on July 31, 2022.

The District planned on transitioning transit revenue processing services to the District's ticket vending machine operator. However, during contract negotiations, it became clear that the vendor would be unable to take this service on for the District due to their inability to find an adequate subcontractor that could meet the District's needs.

As a result, the District continues to require extension of the Brink's contract while the District issues a new solicitation for Armored Carrier Collection Services. Extending the contract will also

allow District staff to evaluate revenue service and cash collection pickup needs for an upcoming request for proposal. The proposed amendment reflects Brink’s current price structure for services, further modifies the service schedule, and allows greater flexibility to continue modifying the service schedule based on actual District needs as staff continues to monitor and respond to decreased Bus and Ferry ridership resulting from the COVID-19 pandemic.

These services are required for continued revenue operations to collect and deposit cash collected from District-provided transit and parking services. The value of the contract is based on actual services provided each month and staff anticipates total costs not to exceed \$200,000 for the one-year extended term and twelve month-to-month options. In addition, a contingency of 10% or \$20,000 is needed to cover anticipated additional on-call services during peak passenger ridership periods. Finally, an additional amount of \$30,000 is needed to cover one-time implementation costs of the transition to the new ticket vending machines installed in 2021, including the cost of purchased coin required to be installed on each of the machines’ change cassettes. The cost for this coin shows as an expense but will be offset as revenue.

***Contract History***

<b>CONTRACT INITIAL AWARD OF AMENDMENTS TO- DATE</b>			
<b>Type</b>	<b>Date Approved</b>	<b>Description</b>	<b>Amount</b>
Contract Award	July 2010	Initial Award	\$385,256
First Amendment	October 2011	Addition of services to Ticket Value Machines at Ferry Terminal.	N/A – Estimated contract price sufficient.
Second Amendment	April 2013	Increase service for Add Value Machines at Transit Center, reduce collection services at Toll Plaza, and add service of new parking meters at Toll Plaza.	N/A – Estimated contract price sufficient.
Third Amendment	March 2015	Extend contract by an additional one-year base term with four one-year option terms.	\$460,387
Fourth Amendment	July 2020	Extend contract by an additional one-year base term with 12 month-to-month option terms.	\$100,506
Fifth Amendment	Pending	Extend contract by an additional one-year base term with 12 month-to-month option terms. Add cash processing services for TVMs.	\$250,000

**Fiscal Impact**

The recommended expense with Brinks for contracted cash collections services, contingency funds and implementation work is set at a not to exceed amount of \$250,000 over a two-year period. Funds for this armored car collection service are available in the FY 21/22 Bridge, Bus, and Ferry Divisions’ operating budgets and will be budgeted accordingly in the future fiscal years.