

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



**ITEM: 3.48
(ID # 28399)**

MEETING DATE:
Tuesday, July 29, 2025

FROM : PURCHASING AND FLEET SERVICES

SUBJECT: PURCHASING & FLEET SERVICES: Approve Amendment No. 1 to the Agreement for Uniforms with Related Products and Services between County of Riverside and Galls, LLC, increasing the Total Agreement Annual Amount from \$100,000 to \$1,376,800 per Fiscal Year through March 25, 2031; All Districts. [Total Cost \$8,260,800, up to \$137,680 per Fiscal Year in additional compensation, 100% Department Budgets]

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve Amendment No. 1 to the Agreement for Uniforms with Related Products and Services between County of Riverside and Galls, LLC to increase the agreement amount from \$100,000 to \$1,376,800 per fiscal year through the period of performance, and authorize the Chair of the Board to sign the Amendment on behalf of the County;
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on the availability of fiscal funding, subject to approval as to form by County Counsel to: (a) sign amendments that exercise the options of the Agreement, including modifications of the scope of services that stay within the intent of the Agreement; and, (b) sign amendments to the compensation provisions that do not exceed the fiscal year contingency amount of \$137,680 of additional compensation per year through March 25, 2031; and
3. Direct the Purchasing Agent to issue Purchase Orders for payment of uniforms and related services performed under the Agreement by Galls, LLC within the Board-approved compensation amounts.

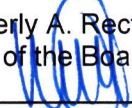
ACTION:Policy


Meghan Hahn, Director of Procurement 7/15/2025

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Gutierrez, seconded by Supervisor Medina and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Medina, Spiegel, Washington, Perez and Gutierrez
Nays: None
Absent: None
Date: July 29, 2025
xc: Purchasing

Kimberly A. Rector
Clerk of the Board
By: 
Deputy

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FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost
COST	\$ 1,376,800	\$ 1,376,800	\$ 8,260,800	\$ 0
NET COUNTY COST	\$ 0	\$ 0	\$	\$ 0
SOURCE OF FUNDS: 100% Department/District Budgets			Budget Adjustment: No	
			For Fiscal Year: 25/26 – 30/31	

C.E.O. RECOMMENDATION: Approve

BACKGROUND:

Summary

The County has utilized Galls, LLC via various competitive solicitation and contract methods for uniforms and related products and services since July 1, 2006. Through these contracts, County departments and various districts are able to obtain a wide range of uniform items and support services.

Galls, LLC is a trusted provider of uniforms, tactical gear, and essential equipment for public safety personnel. The company offers in-house customization services, tailoring uniforms to meet the varying specific needs of County departments. Products covered in this contract include Class A, B and C uniforms; tactical and honor guard attire; polos, trousers, outerwear, cold-weather gear, footwear, headwear, and stationwear. These uniforms serve a broad range of roles, including, but not limited to, transportation, fleet, maintenance, parks, healthcare and food service workers. Primary and highest utilizing departments of this contract include Sheriff's, Emergency Management, and Probation, which depend on these uniforms to maintain a professional appearance and ensure operational readiness in key public safety functions.

Impact on Residents and Businesses

Galls, LLC provides County of Riverside departments with real-time management of uniforms and gear orders, including customization, and cost-saving options. Their streamlined online platform is especially beneficial, reducing lead times and minimizing staff time and administrative costs. These uniforms and related services offered by Galls, LLC help ensure timely fulfillment, particularly during periods of high demand, supporting uninterrupted service delivery across the County.

Additional Fiscal Information

Departments listed below have historically utilized the Countywide contract for uniforms and related services, such as logo embroidery. The amounts shown represent the annual average based on three (3) years of historical spending under previous contracts:

Department	Fiscal Year (FY) Average Spend
Animal Services	\$77,500
District Attorney	\$28,000
Dept. of Public Social Services	\$12,000
Environmental Health	\$13,000
Emergency Management Department	\$115,000
Fire Department	\$22,000
RUHS - Public Health	\$3,300

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Parks and Open Spaces District	\$22,000
Probation	\$535,000
Sheriff's Department	\$500,000
Transportation and Land Management	\$41,000
Waste Resources	\$8,000
Total FY Compensation:	\$1,376,800
Annual Contingency (if needed):	\$137,680

Contract History and Price Reasonableness

The previous uniform contract with Galls, LLC (RIVCO-20085-001-02/25) was awarded through a competitive bid process (RFP #PUARC-1659) as Countywide. However, in a departure from standard procedure, departments were given the option to create and manage their own PeopleSoft contracts instead of linking their purchase orders to the master RIVCO countywide contract. This decentralized approach made it difficult to track Countywide spending and complicated efforts to determine an appropriate compensation amount for the current uniform contract. The current contract was initially awarded a compensation amount of \$100,000 with intent to cover immediate needs through the end of the 2024/2025 fiscal year, and to allow additional time to identify and consolidate total usage across all departments. The amendment now proposed reflects a more accurate total based on actual Countywide usage. To prevent future delays, a more comprehensive approach to multi-agency contracts is being implemented.

Galls, LLC was awarded the current uniform contract via a competitive solicitation process conducted by Sourcwell, a cooperative purchasing program operated by the State of Minnesota and available for use by local government agencies. This approach leverages national buying power while still utilizing local dealers such as Galls, keeping taxpayer dollars in the community. Compared to other suppliers, Galls offers equal or lower prices, especially on house-brand items. Under the Sourcwell contract, the County receives a 15% discount off list prices. Galls entered into Sourcwell Contract #011124-GAL in March 2024, for Uniforms with Related Products and Services, with an initial term through March 25, 2028 and renewal options through March 2031. The County entered into a corresponding agreement with Galls, LLC on March 17, 2025 to ensure continuity of service following the expiration of the prior contract in February. The initial compensation of \$100,000 was intended to cover immediate needs through the end of the fiscal year. This amendment increases that amount to reflect actual projected usage across all participating departments, based on a three-year average spend. The additional compensation accounts for new hires, uniform replacements, changes in uniform requirements, and other department needs.

ATTACHMENTS

First Amendment to the Galls LLC Agreement RIVCO-20085-001-03/31


Stacy Orton, Assistant Director of Purchasing 7/15/2025


Aaron Gettis, Chief of Deputy County Counsel 7/15/2025

AMENDMENT NO. 1 TO THE AGREEMENT FOR UNIFORMS WITH RELATED PRODUCTS AND SERVICES BETWEEN COUNTY OF RIVERSIDE AND GALLS, LLC

Period of Performance:	March 17, 2025 through March 25, 2031
Effective Date of Amendment No. 1:	Upon Signature of Both Parties
Original Annual Maximum Contract Amount:	\$100,000.00
Amended Annual Maximum Contract Amount:	\$1,376,800.00
Contract ID:	RIVCO-20085-001-03/31

This AMENDMENT NO. 1 TO THE AGREEMENT FOR UNIFORMS WITH RELATED PRODUCTS AND SERVICES BETWEEN COUNTY OF RIVERSIDE AND GALLS, LLC (herein referred to as "Amendment No. 1") is made and entered into by and between GALLS, LLC, a Delaware limited liability company, (herein referred to as "CONTRACTOR") and the COUNTY OF RIVERSIDE, a political subdivision of the State of California, (herein referred to as "COUNTY").

RECITALS

WHEREAS, COUNTY and CONTRACTOR entered into that certain Agreement for Uniforms with Related Products and Services, executed March 17, 2025, (herein referred to as "Agreement"); and

WHEREAS, COUNTY and CONTRACTOR now desire to amend the Agreement to increase the annual maximum contract amount;

NOW THEREFORE, the parties agree as follows:

1. **Recitals.** The above recitals are true and correct and are incorporated herein by reference.
2. **Compensation.** The second sentence of Subsection 3.1 of Section 3. Compensation of the Agreement is hereby amended to increase the annual maximum contract amount by \$1,276,800 from \$100,000.00 annually to \$1,376,800.00 annually, as follows:

"Maximum payments by COUNTY to CONTRACTOR shall not exceed one million three hundred seventy-six thousand eight hundred dollars (\$1,376,800) per fiscal year, including all expenses."

3. Exhibit B, Payment Provision is hereby updated to include the following link to access current contracted pricing: <https://www.sourcewell-mn.gov/cooperative-purchasing/011124-gal>

4. Attachment 1 Sourcewell Contract #011124-GAL is amended to delete the line-item pricing starting on page 57 through page 110 of the document. The above referenced link will be used as the current contracted payment provisions.

5. **Miscellaneous.** All other terms and conditions of the Agreement not modified herein shall remain unchanged and in full force and effect.

6. **Effective Date.** This Amendment No. 1 shall be effective upon signature of this Amendment No. 1 by both parties.

AMENDMENT NO. 1 TO THE AGREEMENT FOR UNIFORMS WITH RELATED PRODUCTS AND SERVICES BETWEEN COUNTY OF RIVERSIDE AND GALLS, LLC

7. **Counterparts; Electronic Signatures.** This Amendment No. 1 may be executed in any number of counterparts, each of which will be an original, but all of which together will constitute one instrument. Each party to this Amendment No. 1 agrees to the use of electronic signatures, such as digital signatures that meet the requirements of the California Uniform Electronic Transactions Act (“CUETA”) Cal. Civ. Code §§ 1633.1 to 1633.17), for executing this Amendment No. 1. The parties further agree that the electronic signatures of the parties included in this Amendment No. 1 are intended to authenticate this writing and to have the same force and effect as manual signatures. Electronic signature means an electronic sound, symbol, or process attached to or logically associated with an electronic record and executed or adopted by a person with the intent to sign the electronic record pursuant to the CUETA as amended from time to time. The CUETA authorizes use of an electronic signature for transactions and contracts among parties in California, including a government agency. Digital signature means an electronic identifier, created by computer, intended by the party using it to have the same force and effect as the use of a manual signature, and shall be reasonably relied upon by the parties. For purposes of this section, a digital signature is a type of "electronic signature" as defined in subdivision (i) of Section 1633.2 of the Civil Code.

IN WITNESS WHEREOF, the parties hereto have caused their duly authorized representatives to execute this Amendment No. 1.

COUNTY OF RIVERSIDE, a political subdivision of the State of California

By: 
V. Manuel Perez, Chair
Board of Supervisors

Dated: JUL 29 2025

GALLS, LLC, a Delaware limited liability company

By: 
Dustin McDulin (Jul 10, 2025 14:00 EDT)
Dustin McDulin
Chief Financial Officer and Treasurer

Dated: Jul 10, 2025

ATTEST:
Kimberly A. Rector
Clerk of the Board

By: 
Deputy

APPROVED AS TO FORM:
Minh C. Tran
County Counsel

By: 
Deputy County Counsel










Galls LLC Amendment No. 1

Final Audit Report

2025-07-10

Created:	2025-07-10
By:	Cynthia Murcio (cmurcio@rivco.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAJ62XUIQUVKWYvQUfgF0Eke3JSKrTf3Bq

"Galls LLC Amendment No. 1" History

-  Document created by Cynthia Murcio (cmurcio@rivco.org)
2025-07-10 - 3:03:06 PM GMT
-  Document emailed to Dustin McDulins (mcdulin-dustin@galls.com) for signature
2025-07-10 - 3:03:10 PM GMT
-  Email viewed by Dustin McDulins (mcdulin-dustin@galls.com)
2025-07-10 - 6:00:01 PM GMT
-  Signer Dustin McDulins (mcdulin-dustin@galls.com) entered name at signing as Dustin McDulin
2025-07-10 - 6:00:53 PM GMT
-  Document e-signed by Dustin McDulin (mcdulin-dustin@galls.com)
Signature Date: 2025-07-10 - 6:00:55 PM GMT - Time Source: server
-  Document emailed to Amrit Dhillon (adhillon@rivco.org) for signature
2025-07-10 - 6:00:56 PM GMT
-  Email viewed by Amrit Dhillon (adhillon@rivco.org)
2025-07-10 - 6:13:39 PM GMT
-  Document e-signed by Amrit Dhillon (adhillon@rivco.org)
Signature Date: 2025-07-10 - 6:17:09 PM GMT - Time Source: server
-  Agreement completed.
2025-07-10 - 6:17:09 PM GMT