



DC Ranch Association – Board of Directors Meeting Minutes

Date/Time: Monday, September 17, 2018 at 6 p.m.
Location: Desert Camp Community Center
Purpose: Special Board Meeting
Chaired By: Susan Grace
Minutes Rec: Darren Shaw
Status: **Draft of Minutes – Revised by Phil Geiger 10-8-18**

Directors Present: Vince Durocher, Mike Esparza, Susan Grace, Fred Green and Philip Geiger

Directors Absent: Elizabeth Kepuraitis and Stephen Koven

Also Present: Executive Director Darren Shaw, Executive Assistant Ashley Dernovsek and Security Services Liaison Mike Wells

1. Call to Order

1.1 Roll Call/Establish Quorum

Mr. Shaw conducted the roll call. Five directors were present, which satisfied the quorum requirement. The meeting was called to order at 6:05 p.m. by President Susan Grace.

1.2 Member Comment Period/Open Forum (None)

1.3 New Business

1.3.1 The purpose for this meeting was to hear presentations from four security services providers who submitted bids for DC Ranch Association’s security contract. They were: Allied Universal Security, Anderson Security, Covey Security and Trident Security. The presentations were organized by alphabetical order. Following each presentation, directors asked questions, as did audience members.

Allied Universal: The presenters were Steve Clayton, President Southwest Region, Tammy Nixon, Vice President Southwest Region and Mike Beck, Branch Manager. They highlighted accomplishments since coming on board in 2016, the recent community survey data, new services they would provide at no additional cost if awarded a new contract. Those new services included snake removal, more involvement from upper management and better communication vehicles between Allied, the Association and our residents. Employee retention was discussed, but no real plan to improve it was readily available.

Anderson: The presenters were Dan Saban, Chief Operations Officer, Scott Carter, Director of Staffing and Client Services and Sheri Carter, Director of Corporate Services. They spoke about their high employee and client retention rate (20 percent of its employees have been there more than five years), the benefits of being locally owned, new services they would provide, such as snake removal and first responder service (EMR). According to the company, their training program is one of the best in the industry.

Covey: The presenters were Tucker Quayle, Chief Executive Officer, Michael Quattrocchi, Chief Security Officer and Lisa Miller, Business Development Manager. They highlighted their employee and client retention rate, their focus on non-discriminatory practices, being locally owned, the types of clients with whom they currently contract. Discussion did take place regarding their lack of experience with large-scale communities, like DC Ranch.

Trident: The presenters were Dominic Boragina, Principal Partner/Owner, Robert Pennel, Principal Partner/Owner and Kelly Pinebird, Executive Vice President/Associate Partner. They spoke about their high volume of large-scale community type accounts, their excellent service to DC Ranch during their time here prior to Allied Universal, being locally owned, their high employee and client retention rate and excellent training program. They also said that interference by a former DC Ranch employee might have been part of the reason that they were not renewed because they felt this person hampered their ability to manage.

5. Committee Reports (None)

5.1 Adjournment

The audience was advised that the board of directors was scheduled to vote on the contract award at an open meeting on Thursday, September 20, at 6 p.m. at Desert Camp Community Center.

Ms. Grace adjourned the meeting at 8:20 p.m.