

CAPISTRANO BAY DISTRICT
AGENDA REPORT
August 30, 2022

Security

ITEM 6b

Road Striping – 15 MPH Signage

The schedule for restriping all the roadway and 15 mph markings will not get underway until later in September. This is apparently the busy time of the year for pavement work, taking advantage of the sun and heat, and our project has been set back a month.

Portable 15 MPH signs have been placed into service and will be moved around randomly to remind drivers of the speed limit. Additionally, it is the plan to meet with the Dana Point PD and through our previous relationship, be able to share their moving violation cite books which will allow our Police Officer to begin issuing speeding tickets.

ITEM 6c

AUS Contract Discussion

In further discussion with Allied Universal Security, it turns out the three-year proposal submitted by AUS last month actually did have a discount built in. It would've been helpful for a rep from AUS to have been in attendance last month to explain the details. However, they have indicated a representative will be in attendance at this Board meeting to talk through the proposal and the figures that add up to a discount for a three-year commitment.

The following page is an email from Chris Bailey, Regional VP at AUS, attempting to summarize the offer.

Don Russell

From: Bailey, Chris <Chris.Bailey@aus.com>
Sent: Friday, August 26, 2022 9:34 AM
To: Don Russell
Subject: RE: Further Contract Discussion

ITEM NO. 6c

Follow Up Flag: Follow up
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Don,

Myself or Steve Nsaif will definitely be at your Board meeting Tuesday to answer any questions on the budgets.

I just wanted to clarify a couple of items regarding the budgets up front.

Steve had presented a three-year discounted option to you. It appeared as if it were simply one year contracts over three years, but they were actually discounted significantly due to the three-year request being made.

To clarify, the responsible way for us to budget out three years for a client requires us to build in pay increases for the staff each year. In this case we did so, and we offered to hold our mark up flat for the first year and increase it nominally for the second year and hold it again for the third year.

For comparison, one year contracts are normally increased 1.5% in mark up each year. Had we done that for Capo Bay, the three year cost would be \$1,838,389. The proposal Steve gave came to a three year total billing of \$1,810,142. Which is a three year discount of \$28,247.

Since you had asked for a sharpening of the pencil essentially, I have been given approval to do a three year deal where by we will hold the mark up for year one, and increase it an even smaller amount year two and increase that smaller amount year three as well. This option gives a three year total billing of \$1,805,084. This is now a three year discount of \$33,305.

I certainly hope this will be acceptable to the Board. Feel free to give me your thoughts.

Chris

Chris Bailey
Senior Regional Vice President

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From: Don Russell <drussell@capobay.org>
Sent: Thursday, August 25, 2022 12:04 PM
To: Bailey, Chris <Chris.Bailey@aus.com>
Subject: RE: Further Contract Discussion

That's great Chris. My directors are going to want to see a rep from AUS at our meeting to have a proper discussion. Thank you. Don

Donal S. Russell, Manager