

**Lakecliff**  
**ON LAKE TRAVIS**

# Lakecliff on Lake Travis

POA Board Special Meeting

May 27, 2022

# Agenda

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- Call to Order – Mike Lange
- Certification of Quorum – Mike Lange
- Security Proposal Update and Vote – Dan Wittner and Kent Graham
- Open Board Positions – Recommendations and Vote to Approve – Mike Lange
- Adjourn

# Call to Order, Certificate of Quorum

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Security



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# Security – Solution Comparisons

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Comparison of Solutions	AUS	Access Controls	Stealth Monitoring
New Entry Technology - All Box	X		
Updated Doorking		X	
New Working gates under canopy	X	X	
Commercial Grade Security Cameras	X	Partial Based on Pricing	Partial Based on Pricing
Resident App for ease pf managing their guests	X		
Easy to change portal for managing guests	X		
Portal to manage Doorking		X	X
Use existing "Sqiggly" entry bar codes	X	X	
Remote monitoring of cameras only	X		X
Remote monitoring of cameras and live Guard Action	X		
Remote guards on Demand	X		
New All Boxes at both Entry Gates	X		
LPR Cameras that read and attach to file upon entry	X		
LPR Opening based on info in system	X		
Golf Club Tablets to support entry of their guests into the community and Golf Club	X		
First Responder Horn opener	X		
Cloud based storage of all images and information	X		X
Back-up on site for outage	X		Partial
Customer Support Team	X		
Full Service warrantee over 5 years	X		
1 Year Warrantee		X	X

# Security – Solution Cost Comparison

<b>Allied Universal - All New Technology and Remote Guard Access</b>				
<b>Proposal</b>	<b>Hardware</b>	<b>Recurring Monthly Costs</b>	<b>Financing Costs for Hardware</b>	<b>Total Monthly Costs</b>
Core - All Technology at Gate	\$ 139,619	\$ 2,734	\$ 2,968	\$ 5,702
Additional Camera at Lot 1	\$ 47,339	\$ 466	\$ 1,016	\$ 1,482
<b>Totals</b>	<b>\$ 186,958</b>	<b>\$ 3,200</b>	<b>\$ 3,984</b>	<b>\$ 7,183</b>
<b>Access Control - Front Gate</b>				
<b>Proposal</b>	<b>Hardware</b>	<b>Recurring</b>		
Make Non-operating Gate functional	\$ 13,995			
New Security Cameras and NVF in Guard House	\$ 6,675			
New Doorking Entry System	\$ 6,595			
Replace Doorking Display	\$ 1,395			
Monthly Management Fee for Keeping Doorking updated		\$ 1,000		
<b>Totals</b>	<b>\$ 28,660</b>			
<b>Stealth Monitoring - New Cameras and Remote Monitoring</b>				
New Cameras for Gate area	\$ 40,000			
Remote Monitoring fee per month per camera (\$100x15)		\$ 1,500		
<b>Totals</b>	<b>\$ 68,660</b>	<b>\$ 2,500</b>		

# Revised Proposal Allied Universal and Access Controls



<b>Allied Universal Revised Proposal</b>	Original Proposal	Non-Operating Gate Costs	Joint New Proposal
Core Solution at Gate Less non-operating Gate	\$ 139,619.00	\$ (21,000.00)	\$ 118,619.00
<b>Access Control Porposal</b>			
Non-operating Gate made operational	\$ -	\$ 14,000.00	\$ 14,000.00
<b>Total Costs</b>	\$ 139,619.00	\$ (7,000.00)	\$ 132,619.00

# Security – Financial Structure

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- Total cost of project will be ~\$133,000. This is achieved by contracting with Access Controls to do the gate work necessary for the current inbound manual gate that is not in use. This reduces the cost of the work Allied Universal will do to ~\$119,000. The cost for the work Access Controls will do is \$14,000.
- Options to fund cost for project:
  - Pay for out of cash reserves
  - Assess POA members for the cost
  - Finance cost of project
  - Any combination of the above
- If we finance the entire cost of the project
  - Arrowhead Bank will loan us the amount needed to fund the project if we establish a CD in the same amount that will serve as collateral for the loan
  - The finance rate will be 3 points in excess of the rate the CD will earn
  - We can choose any time period over which to amortize the loan
  - Regardless of term, net finance rate will be 3%



# Security – Financial Structure

How Does POA Pay For Project	Total Cost	Cost Difference	Pros	Cons
Cash	\$133,000	\$0	Saves cost of financing	Depletes our cash reserves
Finance entire amount over 60 months	\$143,390	\$10,390	<p>Provides flexibility in managing our cash reserves</p> <p>Attractive financing rate of 3% in an environment of rising interest rates</p> <p>Additional cost per month is small (~\$174)</p> <p>We can manage our cash by selecting lower payment amounts if necessary</p>	Adds some administrative effort to manage periodic loan refinancing
Assess POA members	\$0	\$133,000	Doesn't impact POA economics	Due to approval % required, unlikely to be approved

# Open Board Positions



# Director

## Nancy McCormick – Bio

Hello! I am a native Texan and was born and raised in Amarillo. In my early 20s, I moved to San Diego, CA and spent 22 years there raising my kids. I returned to Texas as soon as I could after my son went off to college.

Professionally, I am a trained nurse practitioner that specializes in heart failure and arrhythmias. I started working in the medical device industry in 2005 and currently manage a team that responds to cardiac emergencies for Central Texas.

Prior to moving back to Texas, I served on the Board of Directors for EP Save A Life Foundation. It is an organization that is dedicated to saving lives of young adults by providing free medical screening to prevent sudden cardiac arrest.

I have always had the goal of building my forever home in a golf community. I purchased my lot during the snowstorm of 2021 – sight unseen. I could not feel more blessed to have found this amazing community and I look forward to being an actively involved contributing member.

Above all, I am most proud of being the mother of two amazing grown kids – Bailey and Miles. Bailey is a graduate of University of California Santa Cruz and works in the wine industry. Miles just completed his Junior year at St. Mary's College of California. He is ranked as one of the best rugby players in the nation and is spending his summer in South Africa training courtesy of the US Rugby Foundation.



Adjourn



# Appendix



# Security

Modern Security solution that is easy to use and provides the highest level of security for the community allowing tracking visitors, residential access control, LPR, builder management and reporting on usage...this solution can provide the best security solution for our community.





# About Allied Universal®

- Since 1957, Allied Universal® has forged its organization under a single purpose: to keep people, businesses, and communities safe so we can all thrive together.
- As the leading security and facility services provider in North America, it delivers proactive services, cutting-edge technology, and tailored solutions to allow clients to focus on their core business
- Providing security integration and video monitoring services
- Meeting the needs daily of a loyal, long-tenured client base highly diversified by region, vertical and client size
- An unrelenting focus on clients' success creating partnerships rooted in quality and value



# Strong Global Presence

North America

**327,000**  
Employees

Europe  
Middle East

**103,000**  
Employees

**800k**

Employees serving local  
communities around the world

**192,000**  
Employees

Asia Pacific

**110,000**  
Employees

**68,000**  
Employees

Latin America/  
South America

**\$18bn**  
Revenue

Africa

**85**

countries



# Remote Services – Managed Services

End-to-end  
“closed loop”  
service model



Delivering Efficiency With Improved Reliability and Response

01.

System Monitoring,  
Interaction and  
Dispatch

02.

System Management,  
Administration and  
Optimization

03.

Operational  
Assistance and  
Automation

04.

Business Analytics  
and Information  
Delivery

05.

Infrastructure Monitoring  
and Optimization

# AUTS

## Operations Team

### *Installation Department*

- Operations Manager
- Robust Engineering Department
- Experienced Project Managers
- Field Site Supervisors
- Certified Network Specialist
- Programmers & Trainers
- CAD Operators
- Certified and Trained Installation Techs

### *Service Department*

- Regional Service Manager
- Engineering
- Certified and Trained Technical Team
- Warranty
- Support & Service Programs
- Emergency Services
- Remote & Advance Diagnostics

# Overview

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## System Overview

- Single, multi-post per site, multi-site system
- Cloud Based with EDGE+
- PC or tablet at customer site to access data
- Duplicates made of every record on a separate server
- Web Based Portal
  - Allows for remote administrators to connect to add/modify/delete information and to run reports
  - Officer connects via internet on PC or mobile device
  - Global access with no limit on data storage
  - Activation of new site requires no local software download



### Software

Use TEKWave's large **touchscreen interface** for automatic easy entry using a pin code, driver's license, or smart phone, call a resident/employee, or direct dial a remote operator.

- Fully integratable to access control system
- Two way audio and video manages communication from any device to the touchscreen intercom
- Camera enables remote view and verification
- Access Codes give remote entry to employees or residents without access credentials



### Verticals

**Community** - place in a rock column or at a pedestal at a gate for automatic access for visitor overflow.

- Blended manpower for low entry times or fully remote gate

**Logistics** - utilize integrated verifications of BOL, seal number, etc. for automated access and capture

- Remote access for non verification or by button press.

**Commercial** - install by a door or in a lobby for guest reception and tracking.

- QR Code scanning and arrival notifications



### Integration

Fully integrated with **Immix SureView** for remote monitoring and visitor management from an operator.

- Video and audio connection and recording
- Audit trail push for all actions performed in TEKWave
- One-click device entry for TEKWave interface
- Automatic picture taking upon visitor entry
- Remote open any gate, door, or arm.

# Solution



# Resident Self Visitor Registration

## Visitor Pre-Registration

### Pre Register Visitors

- Web Scheduling
- Voicemail Scheduling – Integrated Voicemail for Officers
- Deny Visitors

### Manage Permanent Guest List

- Add, edit, or delete visitors on your permanent list
- Block a guest
- Temporary allow no guests

Visitor QR codes can be sent from Resident

Scan Drivers License

Post: Main Gate

Visitor First Name: John

Visitor Last Name: Adams

Visitor ID Number: 059874475

Visitor Expiration: 02/10/2019

Visitor DOB: 08/16/1984

Visitor Address: 1234 Main Street

Visitor State: Connecticut

Visitor Destination: Club House

Additional Information:

Type: One-Week Visitor

Status: Admitted

# Apps



## Resident Mobile App

Residents can download an application to their personal phones to:

- Manipulate Profile Information:
  - Vehicles and Tenants
  - Vacation or Out of Town Schedule
  - Medical Records
  - Permanent Guest List
  - Banned Guests
- Pre-register guests
- View community board and messages
- View if your guests are on-site
- View fines and citations

# Entry Passes

## Vehicle Pass & Visitor Badge Printing

- Passes & Badges printed on high speed thermal and thermal transfer printers
  - Will not fade!
- Prints in 4-5 seconds
- Passes Include:
  - Directions
  - Visitor Name
  - Host name
  - Expiration date
  - Optional bar code for egress tracking
- Badges Include:
  - Visitor Name & Photo (if scanning driver's licenses)
  - Host name
  - Expiration date
  - Optional bar code for egress tracking



# Entry System

## Telephone Entry System

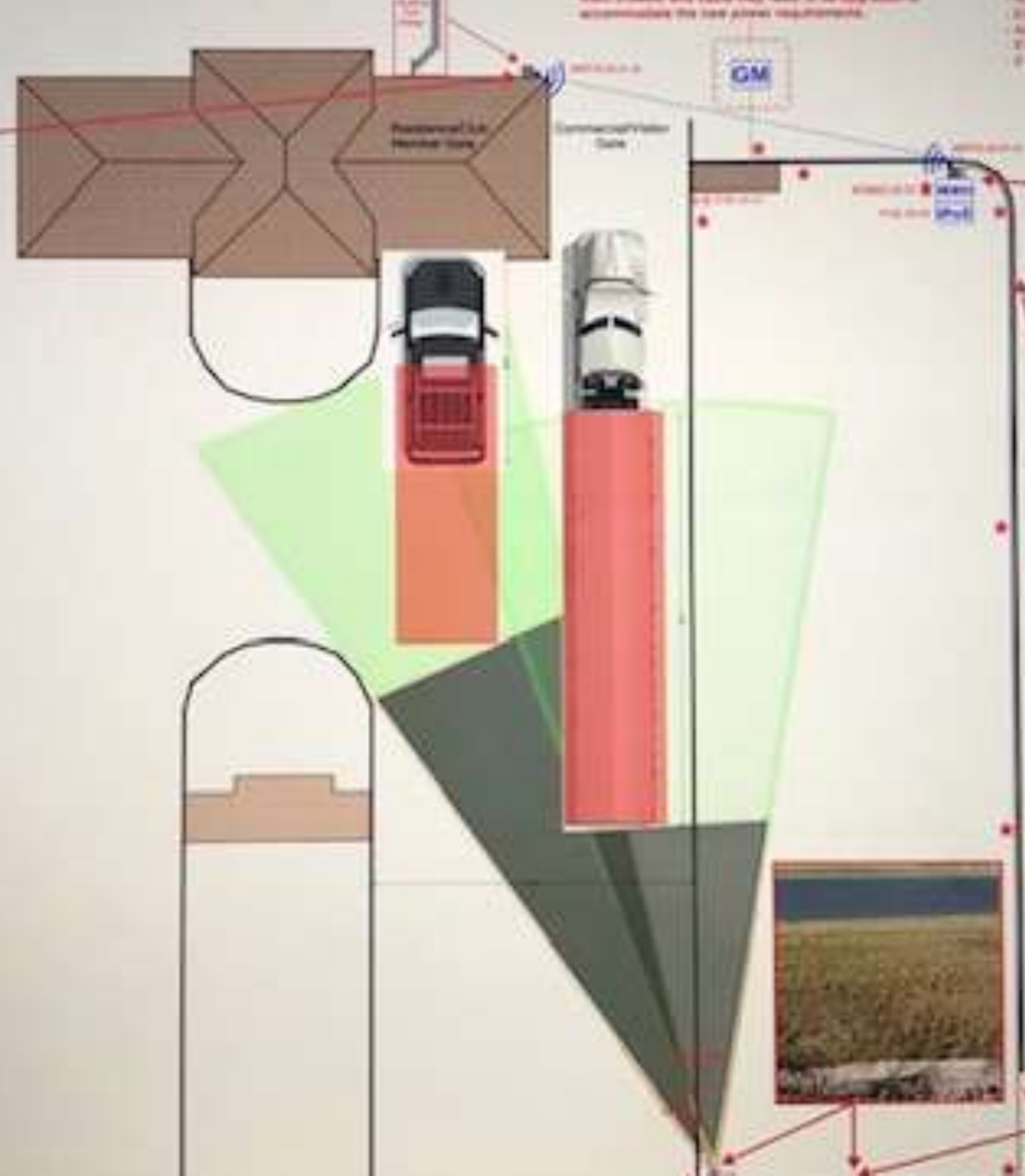
- Fully automated touch screen device with vandal resistant and weather-proof casing
- Intuitive interface for visitors to communicate with residents, building management, a concierge, or even to off-site locations
- Designed to operate as a standalone unit, or as part of a complete integrated TEKWave solution
- VoIP and video capability, enables you to view live video from multiple sources and utilize two-way voice communication
- Interact with the TEKWave System Controller to allow control of devices such as gates, doors, and elevators
- Use for simple visitor self-service use or integrate with existing guard post or visitor center for easy and accurate access and security.











1. Review with a project manager to define all issues.  
 2. Address all 100% items in your report.  
 3. All items, notes, and photos.  
 4. Complete your report and submit to Project Manager.

ALLIED  
**UNIVERSAL**  
 COMMERCIAL SERVICES

Location: Life Storage  
 1000 S. ...  
 Equipment: ...

Location: ...  
 Equipment: ...

# Monthly Costs

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## Lakecliff Security Solutions - Allied Universal Proposal 4.16.2022

<b>Proposals</b>	<b>Hardware</b>	<b>Recurring Monthly Costs</b>	<b>Financing Costs for Harware</b>	<b>Total</b>
Core - All technology at the Gate	\$ 139,619.17	\$ 2,733.87	\$ 2,967.79	\$ 5,701.66
Additional Cameras at Lot 1	\$ 47,338.51	\$ 465.71	\$ 1,016.01	\$ 1,481.72
Totals	\$ 186,957.68	\$ 3,199.58	\$ 3,983.80	\$ 7,183.38