

**CAMCO Nevada:**      <https://camconevada.com/>

Company/clients:      25+ years in business; 300+ clients; professional corporation; proactive, responsive, supportive culture. “unwavering commitment to clients” team members and community.

Monthly Fee:            \$6,703/month

Initial Set Up Fee:      None. They believe it is the “cost of doing business.”

Agreement term:        1 year standard; 60 days notice to terminate.

Resale Pkg fees:        \$185/165 & \$350 (new). @250 sales/year= \$175,000 retained by firm.

Relationship w/ Board:      “The board does not work for us, we work for the board. That is something we never forget. We will always provide the most current and accurate information to the board to make the best decisions for your community.” See attached responses to supplemental questions.

Firm Uniqueness:        Proposal states they are “uniquely qualified” because “we have a developer division” and have been working with homebuilders in Nevada for 20 years. We have decades experience with Declarant turnover. “

Communications:        [TownSq](#) community engagement tool. They use the app as “effective ways to communicate” with homeowners and entire community. Proposal states, “communication is key to engaging homeowners.”

Affiliate Businesses:      Nevada Assoc Services, Hampton & Hampton Collections, Angius and Terry Collections, United Assessment Recovery

Staff identified for SOA:      Division Director Cyndi Koester, 40 years in community mgmt  
VP of Assoc Services: Christine Greengrass, PCAM  
  
Will provide a CAM they train and hire. Open to hiring current employees. Plan to keep current level of staffing; evaluate staffing needs after a reasonable time assessing operations.

Staffing costs:            Pass through to SOA wages & benefits, plus mark-up fee of 8%.

Training:                 Retain Legal Counsel to provide staff training

Accounting system:        Utilize [Village Management Systems](#) and Team Soft Solutions.  
“[StrongRoom](#)” for accounts payable. Board has access to all invoices.

Reserve Studies:         Utilize their vendor database.

Project Mgmt:            Management team have experience in PM, conduct periodic and scheduled site visits to projects, contract review and cost analysis to ensure expectations are in alignment with service provided.

RFP processes:            They will develop an RFP and will obtain bids from vendors who are qualified, licensed and have the proper insurance. They complete the vetting process for vendors to ensure proper licensing and insurance. They select vendors who have a strong track record of excellence. Board reviews their recommendations.

AGC & Enforcement:      Recognize importance of enforcing AGC guidelines; manager’s role to monitor applications and communicate with departments.

Facility Maintenance:      CamCO creates atmosphere of “pride in the community” through being intimately family with community; CAM will coordinate with Assoc’s vendors to ensure look and feel of community is maintained.