

Marion County Election Board Meeting Minutes

January 15th 2009

Members Present: Chairman Mark Sullivan; Vice Chairman Patrick Dietrick; Secretary Elizabeth "Beth" White

Others Present: Andy Mallon, Director of Elections; Tenley Drescher-Rhoades, Counsel to the Election Board; Scott Chinn, Counsel to the Election Board; Myla Eldridge, Deputy Director of Elections; Cindy Mowery, Lawrence Newman, Jamie Rough, David Woo, Adam Kirsch, Terry Burns, Angie Nussmeyer, Drew Carlson, Katrena Coghill, Todd Mullen, Janet Buchanan, Dan Brennan, Dan McGinnis, Jerry Amick, Michael Weiseman, Deputy Director of Elections.

I. Call to Order

- a. Chairman Sullivan calls the meeting to order. Mr. Chairman states that the potential election service providers are in attendance and will have a chance to present their programs in front of the Election Board.

II. Ratification of Meeting Minutes

- a. Chairman Sullivan asks if the last meetings minutes had been reviewed by the board. Clerk White asks if it is appropriate for her to vote on the minutes since she was not in attendance at the December 8th Election Board Meeting. It is agreed by the board that Clerk White may vote on the minutes. Madame Clerk motions to approve the minutes. Vice-Chairman Dietrick seconds the motion. It passes unanimously.

III. Presentations (Potential Election Service Providers)

- a. Chairman Sullivan states the all providers are allowed to present their programs to the Board. Each service provider has 10 minutes to explain their proposal to the Board. After their presentation, the Board will have an opportunity to ask questions.
- b. Mr. Mallon states the purpose for these presentations. It is noted that the previous Election Board selected ES&S to provide election services. ES&S have been provided their services, software and machines since 2003. 2003 was the 1st election year with the use of electronic machines in Marion County. The initial contract for ES&S contains three parts: (1) software maintenance and licensing. This part of the contract will still exist through 2014. (2) Sale of the machines. The machines were purchased through ES&S and were paid off this past year (2008) by the Election Board. (3) The services that are provided, which include encoding elections and providing day to day services. This part of the contract for ES&S expired at the end of the 2008 General Election. The choices are either to renew the contract with ES&S or seek a new service provider. Director Mallon mentions that the request proposals have been sent out to certain election service providers. These proposals discuss ways in how they will provide their services to the Marion County Election Board. Three service providers responded. Director Mallon mentions that several meetings have taken place between the Board and the service providers. Draft contracts of the Election Board terms have been sent out to the three service providers. Mr. Mallon states the service

providers have until noon on Friday, January 23rd to turn in their proposal and terms of contract.

- i. ES&S:** Chairman Sullivan introduces ES&S to the floor. Tom Burt (Senior Vice President of Customer Relations) and Jerry Amick (project manager) present their proposal to the Election Board. Also Rob McGinnis (Regional Sales Manager) and Adam Carbullero (Director of Customer Service) were present at the meeting. Mr. Burt mentions they understand the budget constraints that Marion County has. Mr. Burt states during the 12 year span they have been involved with Marion County, their service charges have had a very minimal price increase. Mr. Burt states he and ES&S recognizes that Marion County depends on premium customer service. Mr. Burt states that his company's main focus is maximizing their customer service. Mr. Burt believes ES&S delivered a very successful election. Director Mallon and Clerk White expressed how ES&S were unable to communicate openly and freely, also their inability to resolve problems in short order. Mr. Burt believes by introducing Jerry Amick as project manager, ES&S will be able to deliver premium customer service. Mr. Amick states he has over 20 years in the elections business. He was the state manager in Ohio, Arkansas, and Massachusetts. Mr. Amick current work was with the city of Cleveland, which he says is comparable to Indianapolis/Marion County. Mr. Amick states they did everything on site which included coding and implementation of the software. Mr. Amick states in order to be successful, there must be a partnership between the county and ES&S. Mr. Burt goes on to discuss that ES&S has staff all over the country to assist Mr. Amick. Mr. Burt discusses security issues and ensures that his company will be able to ensure the elections will go by smoothly. Madame Clerk asks about the coding procedures. Mr. Amick states he will be able to do the coding procedures onsite. Mr. Andy Mallon mentions that in the past, ES&S did not do coding procedures onsite; rather the software had to be mailed and done by the Election Board. Chairman Sullivan asks if Mr. Amick is going to be on site all the time in Marion County. Mr. Amick states that he will be onsite especially during the initial setup.
- ii. Elect Staffing:** Katrina Coghill (owner) and David Woo (project manager) present the proposal for Elect Staffing. They are a locally owned business in Indiana. Other employees include Jamie Rough (project manager) and Greg Mendenhall (hardware maintenance). Mr. Mendenhall has done work with Marion County during the 2006 election and the 2008 special election. Mrs. Coghill states they are going to use a local printing company. Mrs. Coghill mentions they will be using their own staffing company (35-40 people with previous election experience) that specializes in the election process. Mrs. Coghill states they are a small company and you won't have to deal with problems that might occur with a corporate company. Mrs. Coghill agrees that coding needs to be done onsite. Elect Staffing offers two project

managers that can be onsite. Mrs. Coghill discusses she wants a partnership and that Marion County will be their only client. Mrs. Coghill states Elect Staffing have a proven performance record with Marion County. Elect Staffing have done work on the Special, Primary, and General Election. Chairman Sullivan states that the Board appreciates all the work that Elect Staffing has done for Marion County. Mr. Sullivan states his praise for the service that David Woo provided for the county. Mr. Woo discusses that their project managers will be available 24 hours. Madame Clerk states that Jamie Rough was the project manager with ES&S and has worked with Marion County as project manager. Madame Clerk asks Mr. Woo if Mr. Rough's relationship with ES&S has been severed. Mr. Woo states Mr. Rough is no longer with ES&S and is a full-time employee for Elect Staffing now. Vice Chairman Dietrick states the he is also a small business owner and asks Mrs. Coghill if she has the resources to jump into this line of work. Mrs. Coghill discusses that she has been around for 3 elections and has worked closely with Mr. Woo. Mrs. Coghill states she has a large pool of independent contractors to select from to work on maintenance software and coding. Madame Clerk asks about the experience of Mr. Greg Mendenhall. Mr. Woo mentions Mr. Mendenhall has 21 years of experience with working elections.

- iii. **RBM:** Dan Brennan (managing partner) and Todd Mullen (account manger) present their proposal for RBM. Also attending the meeting from RBM are Dan McGinnis (managing partner), Janet Buchanan (project manager), and Keith McGinnis. Mr. Brennan states that all his employees with RBM have at least 20 years of experience dealing with all aspects in elections. Mr. Brennan says his company only wants to deal with 5 states, with Indiana being one of them. Mr. Brennan states that his employees are very familiar with the election laws of Indiana. Mr. Brennan mentions how they want to develop a partnership with Marion County. RBM will have a project manager available to Marion County at all times. Mr. Todd Mullen states RBM wants to continue to help Marion County to have successful elections. Mr. Mullen discusses how important it is to communicate with the Election Board. Mr. Mullen states that it is important that training is provided so you know how the equipment works and to make sure that documentation is given in how the election process is being done. Chairman Sullivan asks what experience that Janet Buchanan has as a project manager. Mrs. Buchanan states she has 21 years of election experience as a project manager in the states of Rhode Island and Maryland. Chairman Sullivan asks Mrs. Buchanan if she feels confident in handling the tasks of Marion County. Mrs. Buchanan states she is confident she can. Chairman Sullivan asks Mr. Mullen what would their first priority to the needs of Marion County would be if they are hired. Mr. Mullen discusses that RBM would sit down with the Election Board and run a mock election. From there, RBM would find out in what processes would work and not work with the Election Board. Mr. Mullen mentions that Mrs. Janet Buchanan will be in

Indianapolis/Marion County at all times. He also states that everyone will be available via phone and if an emergency occur they would be available to travel to Indianapolis/Marion County. It is stated by Mr. Brennan that RBM is a small company. Mr. Brennan mentions that RBM has trained many of the individuals who make up the elections industry. He would be able to staff Marion County with election service staff if necessary.

iv. Final Question

Chairman Sullivan asks the Election Service Providers what they see as Marion County's greatest deficiency. Mr. Mullen (RBM) states that on-site coding and election industry are the greatest problem. Mr. Burt (ES&S) states that on-site coding and lack of communication and partnership as problems. Mr. Woo (Elect Staffing) states on-site coding as a problem.

IV. Adjournment

The Election Board thanked all vendors for their presentations. Mr. Sullivan motions to adjourn the meeting. Madame Clerk seconds the motion. The meeting is adjourned.

Chairman, Mark K. Sullivan

Vice Chairman, Patrick Dietrick

Secretary, Elizabeth L. White