

# PROPOSAL FOR SECURITY SERVICES



**L. LANCE**  
**Security Service, LLC**

Prepared for Grand Panama Beach  
Resort Condominium Association, INC

July 16, 2025

## **Contractor Summary**

L. Lance Security Service, LLC  
P.O. Box 9985  
Panama City Beach, FL. 32417  
Office Phone: (850) 960-5437  
[LLance7695@aol.com](mailto:LLance7695@aol.com)  
License Number: B 2900197

L. Lance Security Service, LLC was founded in 2009 by Charles Lance Sr. and Linda Evans. These Panama City Beach natives noticed a gap in the market of security companies who provide professional, reliable security officers to the Panama City Beach area. L. Lance Security Service, LLC is the only locally owned and operated State of Florida “B” licensed security company whose owners live and work in Bay County. They have over 75 years combined law enforcement, corrections, and security experience. They are highly trained and experienced in executing security details and managing issues relating to protecting the public and property.

Currently, we are partnered with over 15 job sites. These include Condominium Associations, neighborhood communities, apartment complexes and Bay County Sheriff Dept. jail division. Due to our extensive expertise in the security industry, we have been involved in these partnerships for many years. Along with our full-time partnerships, we provide crowd control/security for special events, such as weddings, bonfires, concerts, and festivals.

L. Lance Security Service, LLC currently has 70 employees. 80% of these employees have been employed with the company for 5 or more years. As a result, we are able to provide well trained and experienced officers to all of our clients. All L. Lance Security Service, LLC officers possess a current state of Florida class “D” security license. All armed L. Lance Security Service, LLC officers have previous law enforcement experience and/or previous corrections experience and a State of Florida class “G” firearms license. Since L. Lance Security Service, LLC is locally owned and operated we do not utilize contract or temporary labor.

Chief Executive Officer – Linda Evans- Authorized to sign contracts  
Chief Operations Officer – Jared Abel-Lance- Authorized to sign contracts  
Managing Member – Charles Lance Sr.- Authorized to sign contracts  
Director of Field Operations – Charles Lance Jr.

## **Capabilities, Methodology and Expected Results**

L. Lance Security Service, LLC specializes in gulf front condominium high rises that have a mixture of full-time residents, vacationers and short-term guests. These properties present

unique requirements, as they will have multiple entry points, multiple pools, lobby/owners lounge, multiple beach accesses and other amenities that must be patrolled. Along with patrolling the amenities, gulf front high rises typically have a major project that occurs once or twice a year. These projects could be as simple as replacing tile in a lobby, to as complicated as renovating the parking garage. For the duration of these projects, special security plans need to be implemented to minimize the inconvenience to guest/owners.

The main points of entry for Grand Panama are the unsecured entrances attached to Front Beach Road from the north and south side of the road. To secure these points of entry, we recommend utilizing physical security presence to check all persons entering the property are approved and have the necessary documentation allowing entry. This includes verifying vendors via parking passes, ensuring all pedestrians have the required armbands, and reviewing rental/check-in paperwork. Once the person has been verified, they will be granted access to the property. L. Lance Security Service, LLC keeps detailed logs on vendors and visitors that have been granted access to the association's property. These logs are stored on the condominium's property by month and year and can be easily accessed by the CAM or security manager. In the event a vendor, guest, or unauthorized guest is found parked in an incorrect manner, we will issue a parking boot preventing them from leaving until they pay the necessary fine and agree to abide by the rules and regulations in the future.

The other points of entry onto the property are the gates behind the north parking lot (to Grand Panama Flats), the east and west property boundary, and the beach access on the south side of the pool deck. All five of these access points cannot be locked due to egress, prior agreements with third parties, or financial feasibility. In the event an unauthorized person has gained access to the property, our security officers are well trained to swiftly escort the unauthorized individual off property. In the event an unauthorized individual attempts to gain access to the condominium's property multiple times, we will contact the Panama City Beach Police Department to issue a formal trespass warning.

The vertical build of high-rises poses many unique issues. Some of the issues are water leaks damaging multiple units when they occur, tracking security guard's movements on property, condominium unit fires being able to spread to other units, and main electrical breakers being in a centralized location. L. Lance Security Service, LLC does not solely focus on securing the property from unauthorized visitors and enforce property rules. We also do everything in our power to prevent further damage to the building when issues do arise. Since L. Lance Security Service, LLC is on site 24/7/365, we are able to find water leaks when they occur and call the party responsible for the leak. We reset breakers for owners/authorized vendors, and we also go into units on fire to ensure all guest have vacated and work to control and extinguish the fire prior to the fire department arriving. This not only stops further damage to the association's property, it also saves the association valuable resources.

We have found through extensive trial and error, tracking security officers' location on a high rise is best done through a deggy system. GPS tracking is not beneficial due to the property being built vertical rather than horizontal. The deggy system works by touching a wand to a button, in a specified location, to record the guards' movements throughout the property. This system is the most reliable during natural disasters, cell tower outages, and prolonged power/internet outages.

## **Executives, Staffing and Management**

Linda Lance Evans – Chief Executive Officer

Linda Lance Evans graduated from Brenau University with a degree in Public Administration and Criminal Justice. She worked for the Georgia Department of Corrections for 14 years. She was a member of the executive management team and a P.O.S.T. certified training instructor. She worked within the Care and Custody division developing programs used at each prison to manage and move the inmates in the most secure manner. She developed policies and procedures regarding security of inmates and staff. She currently holds a Florida class "D" security license and Florida Private Investigator license. She is a founding member of the company.

Charles Lance Sr. – Manager

Charles Lance Sr. graduated from the University of Georgia with a degree in Criminal Justice/Political Science. He has worked in Law Enforcement for 30 years. He began his career as patrol officer for the Athens-Clarke County Police Department. He was also a member of the SWAT team. He was hired by the Georgia Department of Corrections as Director of Special Operations. This included the statewide K-9 program and the SWAT and CERT teams. The last assignment was a special task force assigned to the 1996 Olympic games held in Atlanta. He is a P.O.S.T. certified LEO and P.O.S.T. certified correctional officer. He is a licensed Private Investigator and Security Officer in the State of Florida. He also has a Florida Statewide Firearms "G" license. He is a founding member of the company.

Jared Abel-Lance – Chief Operations Officer

Jared Abel-Lance graduated from the University of Central Florida with a degree in Business Management. Upon graduation, he moved back to his home town of Panama City Beach, FL and assumed the role of Chief Operations Officer. He has worked in the security industry for 9 years, starting as a security officer. Since his time in security, he has revamped how schedules are made, supervised 70+ employees, worked as a site supervisor at multiple sites, and trained employees at newly acquired sites. He has been with the company since 2015.

Charles Lance, Jr. – Director of Field Operations

Charles Lance, Jr. graduated from the Gulf Coast Criminal Justice Academy and obtained his State of Florida Certified Peace Officer Certification in 2013. He was employed with the

Panama City Beach Police Department as a law enforcement officer for 7 years. During his time with the Beach PD, he worked patrol, protecting our local beach area and enforcing laws and ordinances. He was also a Field Training Officer, Certified Standard Field Sobriety Testing Officer and obtained experience working with the investigation's unit. He currently works as our Director of Field Operations, managing multiple job sites. He works closely with the CAM managers, to ensure that our employees, as well as guests, adhere to the rules and operations run seamlessly.

L. Lance Security Service, LLC currently employs 70 licensed security officers. To meet the requirements of Grand Panama, there will be a minimum of 1 officer on duty 24 hours a day 7 days a week. In season, the number of officers will fluctuate depending on the needs of the property - never going below 1 officer. L. Lance Security Service, LLC strives for consistency with the individuals assigned to their properties. Supervisors will work closely with the manager to curate a staff to fill the required number of hours. Once the officers have been assigned to Grand Panama, it will become their primary assigned property. Along with the assigned guards, L. Lance Security Service, LLC will have a team of trained fill-in guards. The fill-in guards will be prepared to cover any emergency shift added by the board or property manager or any un-scheduled time-off request such as illness.

L. Lance Security Service, LLC is the only locally owned and operated security company in Panama City Beach; we have deep rooted connections in this market we can call upon to obtain new security officers. Many of our current security officers have been stationed at their assigned property for many years. In the event an officer departs from our company, we are easily able to have them replaced.

The security officers will be supervised by a designated full time Site Supervisor. The Site Supervisor will be closely monitored by our Chief Operations Officer and Director of Field Operations. Below are our current Chief Operations Officer and Director of Field Operations.

- Chief Operations Officer: Jared Abel-Lance – (850) 960-0146
- Director of Field Operations: Charles Lance Jr. - (850) 381-9353

Every security officer employed with L. Lance Security Service, LLC possesses a Class “D” license. To obtain this license, individuals are required to attend and pass a 42-hour class taught by state of Florida licensed “K” instructors and pass an extensive background check performed by the State of Florida. One third of our staff possess a Class “G” license. This license allows the security officers to carry duty issued weapons while on duty, if it is ever deemed necessary by the property. Along with Class “D” and Class “G” license, the Chief Operations Officer closely monitors their eligibility to continue being a licensed security officer by performing background checks and license checks throughout their employment. The supervisors at L. Lance Security Service, LLC are continuously improving protocols. Once protocols have been added or improved, every officer is trained on the

new protocol through demonstrations. At L. Lance Security Service, LLC training never stops.

Scheduling of the required security personnel is done weekly. This allows L. Lance Security Service, LLC to be flexible enough to add security officers above the required amount on a moment's notice. A copy of the security schedule is available to the security guards once drafted and the property manager upon request.

Due to L. Lance Security Service, LLC having over 75 years combined law enforcement and security service experience, we are able to tailor an emergency and holiday plan specific to your needs. We will provide additional officers for every major holiday week, as well as having reserve officers available to add in the event of a security emergency or natural disaster.

## **Communication**

The owners of L. Lance Security Service, LLC can be reached 24/7/365. We achieve this by giving our direct numbers to any board members that request it, as well as the property manager. You will never call a number provided by our company and reach a call center; you will always reach an owner of the company. Along with always being accessible by phone, the owners of L. Lance Security Service, LLC live within a 6.5-mile radius of Grand Panama. This allows them to be able to respond to events/issues in person, at moment's notice.

The site supervisor will meet with the CAM manager every Monday to address any events that have occurred over the weekend, as well as review the previous week's deggy wand information. Throughout the week, the security officers update the CAM about the property as needed.

The key to having a successful security plan implemented is to get a clear and concise message to everyone. This is done through site wide memos. Along with the memos, the site supervisor will go over the message with all guards.

L. Lance Security Service, LLC's managers plan to be in a group message with the CAM manager, site phone, and maintenance supervisor to be able to get a consistent message to all parties.

## **Expense Breakdown**

	Standard Staff	Site Supervisor
Hourly Rate	\$ 25.00	\$ 27.00
Holiday Hourly Rate	\$ 37.50	\$ 40.50

L. Lance Security Service, LLC charges one set fee priced per hour worked. This one fee includes all administrative costs required to execute the contract. This includes Worker Compensation insurance, general liability insurance, uniforms, administration and payroll cost. L. Lance Security Service, LLC does not charge the client for overtime cost. If officers incur overtime, we assume that cost. We do charge a time and a half rate of \$37.50 for the following holidays: New Year's Day, Memorial Day, Fourth of July, Labor Day, Thanksgiving Day and Christmas Day. L. Lance Security Service, LLC understands that there are times that an extra shift or extra security hours need to be added by the association that were not anticipated. If L. Lance Security Service, LLC has the ability to accommodate these requests, we do not increase the rate when these things happen, due to the nature of the industry.

## **Terms Of Agreement**

The proposed contract length would be 36 months with a 90-day termination clause by either party with or without cause. The annual agreement price is subject to adjustment only on each anniversary of the commencement date to reflect increases/decreases in labor or other cost. The annual price adjustment will be provided to Grand Panama during their budgeting process. The proposed contract will automatically renew 90 days before the expiration date, unless written notice is provided by either Client or Contractor.

## **Licensing and Bonding**

See Appendix A for copies of the license and certificates of insurance.

## **Uniforms**

L. Lance Security Service, LLC currently has four authorized shirts.

1. Classic Class A shirt
2. Lightweight Class A shirt
3. Support staff shirt
4. Black polos

L. Lance Security Service, LLC has 4 authorized bottoms

1. Black long pants
2. Black shorts
3. Khaki long pants
4. Khaki shorts

L. Lance Security Service, LLC has 2 authorized outer layer jackets

1. Lightweight company jacket
2. Heavyweight company jacket

As required by the department of Agriculture, we have embroidered all uniforms to be in compliance with their regulations.

## **Unique Requirements**

Every security officer employed with L. Lance Security Service, LLC possesses a Class “D” license. To obtain this license, individuals are required to attend and pass a 42-hour class taught by state of Florida licensed “K” instructors and pass an extensive background check performed by the State of Florida. One third of our staff possess a Class “G” license. This license allows the security officers to carry duty issued weapons while on duty, if it is ever deemed necessary by the property. Along with Class “D” and Class “G” license, the Chief Operations Officer closely monitors their eligibility to continue being a licensed security officer by performing background checks and license checks throughout their employment.

L. Lance Security Service, LLC partners with Gulf Coast State College to perform our Class “D” and Class “G” classes. This partnership allows us to utilize all of our resources on the condominium properties.

L. Lance Security Service, LLC has a plethora of protocols ready to implement in the event there is a natural disaster or uptick in crime. One third of L. Lance Security Service, LLC is class "G" certified. This means we can carry duty issued weapons while on duty. This service is necessary to deter looters after a devastating natural disaster, or if there is an uptick in crime. This service is performed at the request of the property. Along with the class "G" licenses, our company "rides out" hurricanes on site. We have never abandoned a property in the event a hurricane threatens Panama City Beach. The owners of L. Lance Security Service, LLC were on site before during and after Hurricane Michael, the most recent hurricane that devastated this town.

Due to L. Lance Security Service, LLC being the only locally owned and operated security company in Panama City Beach, we are able to deploy a backup staff to assist the main guards in the event an emergency arises. This is beneficial to the property because we can perform Firewatch within a 24 hour notice, crowd control in the event there is unruly guest, and assist the CAM/maintenance with emergencies.

## **Insurance**

L. Lance Security Service, LLC is an independent contractor in the legal sense of that term. The Contractor shall obtain and maintain all workers compensation, unemployment insurance, public liability insurance, company vehicle insurance, and any other insurance required by law, including general liability insurance coverage of not less than \$1,000,000.00 per occurrence. We will provide the association with written copies of all insurance policies yearly.

## **References**

See Appendix B for our references.

# APPENDIX A

**FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES**

**WILTON SIMPSON  
COMMISSIONER**

**DIVISION OF LICENSING**

**08/14/24**  
DATE ISSUED

**09/30/27**  
DATE OF EXPIRATION

**B 2900197**  
LICENSE NUMBER

**L. LANCE SECURITY SERVICE, LLC**

7113 LAGOON DR

PANAMA CITY BEACH, FL 32408

LANCE, CHARLES R., OTHER  
EVANS, LINDA G., OTHER

THE *SECURITY AGENCY* NAMED ABOVE IS LICENSED AND REGULATED UNDER THE PROVISIONS OF  
CHAPTER 493, FLORIDA STATUTES.



**WILTON SIMPSON  
COMMISSIONER**

**FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES**

**NICOLE "NIKKI" FRIED  
COMMISSIONER  
DIVISION OF LICENSING**

**08/01/22**  
DATE ISSUED

**08/01/25**  
DATE OF EXPIRATION

**A 2400009**  
LICENSE NUMBER

**L. LANCE & ASSOCIATES, LLC**

7113 LAGOON DR  
PANAMA CITY BCH, FL 32408

EVANS, LINDA G., PRESIDENT  
LANCE, JARED W, OTHER

THE *PRIVATE INVESTIGATIVE AGENCY* NAMED ABOVE IS LICENSED AND REGULATED UNDER THE PROVISIONS OF CHAPTER 493, FLORIDA STATUTES.



*nicole fried*

**NICOLE "NIKKI" FRIED  
COMMISSIONER**



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

## Detail by Entity Name

Florida Limited Liability Company  
L. LANCE SECURITY SERVICE, LLC

### Filing Information

<b>Document Number</b>	L11000103302
<b>FEI/EIN Number</b>	45-3219545
<b>Date Filed</b>	09/09/2011
<b>Effective Date</b>	09/04/2011
<b>State</b>	FL
<b>Status</b>	ACTIVE

### Principal Address

7113 LAGOON DR  
PANAMA CITY BEACH, FL 32408

Changed: 06/08/2020

### Mailing Address

P.O. BOX 9985  
PANAMA CITY BEACH, FL 32417

### Registered Agent Name & Address

EVANS, LINDA G  
7113 LAGOON DR  
PANAMA CITY BEACH, FL 32408

Name Changed: 01/24/2017

Address Changed: 06/08/2020

### Authorized Person(s) Detail

#### **Name & Address**

Title CEO

EVANS, LINDA G  
7113 LAGOON DR  
PANAMA CITY BEACH, FL 32408

Title COO

LANCE, JARED W  
 2415 PELICAN BAY CT  
 PANAMA CITY BEACH, FL 32408

Title DIRECTOR OF FIELD OPERATIONS

LANCE JR, CHARLES R  
 6409 PINE DR  
 Panama City BEACH, FL 32408

### **Annual Reports**

<b>Report Year</b>	<b>Filed Date</b>
2023	03/20/2023
2024	02/01/2024
2025	03/06/2025

### **Document Images**

<a href="#">03/06/2025 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">02/01/2024 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/20/2023 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/03/2022 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/23/2021 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">06/08/2020 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">06/17/2019 -- AMENDED ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/13/2019 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/26/2018 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/24/2017 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/26/2016 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/28/2015 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/28/2014 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/29/2013 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/25/2012 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">09/09/2011 -- Florida Limited Liability</a>	<a href="#">View image in PDF format</a>





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

2/7/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> El Dorado Insurance Agency, Inc. El Dorado Sec Svcs Ins Agy 3673 Westcenter Drive Houston TX 77042	<b>CONTACT NAME:</b> Certificate Department <b>PHONE (A/C, No, Ext):</b> (713) 521-9251 <b>FAX (A/C, No):</b> (713) 521-0125 <b>E-MAIL ADDRESS:</b> certificates@eldoradoinsurance.com	
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> L Lance Security Service, LLC PO Box 9985 Panama City Beach FL 32417	<b>INSURER A:</b> Champlain Specialty Insurance Co <b>NAIC #</b> 16834	
	<b>INSURER B:</b>	
	<b>INSURER C:</b>	
	<b>INSURER D:</b>	
	<b>INSURER E:</b>	
	<b>INSURER F:</b>	

**COVERAGES**

CERTIFICATE NUMBER: CERTIFICATE (1/25)

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY			CSSE-CGL-0003925-01	1/28/2025	1/28/2026	EACH OCCURRENCE \$ 1,000,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000
	<input checked="" type="checkbox"/> Errors & Omissions						MED EXP (Any one person) \$ 10,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY \$ 1,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						GENERAL AGGREGATE \$ 2,000,000
	OTHER:						PRODUCTS - COMP/OP AGG \$ 2,000,000
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS					BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS					PROPERTY DAMAGE (Per accident) \$
							\$
	UMBRELLA LIAB						EACH OCCURRENCE \$
	EXCESS LIAB						AGGREGATE \$
	DED						\$
	RETENTION \$						\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						PER STATUTE
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y/N	<input type="checkbox"/> N/A				OTHER
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. EACH ACCIDENT \$
							E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

<b>Boardwalk Beach Resort Condominiums</b> 9450 S Thomas Dr. Panama City Beach, FL 32408	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE R.L. Ring, Jr./ASHLEY 

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## APPENDIX B

# CARILLON BEACH



12/10/24

Re: L Lance Security

Greetings,

This letter should serve as an endorsement for L Lance Security, as one of our valued vendor partnerships in our community.

I have been on staff as GM in Carillon Beach since 2018 and the relationship with L Lance Security goes back before that time. Over my years in the community, this partnership has been one of the most valuable.

Working with Chase and the management team has always been easy, accommodating, very proactive and reactive for our unique community needs. The on-site team feels like family, and while there are people who come and go for temporary shifts, we have always had consistent team leads that are like "Staff with in-depth history and mastery of the property.

Feel free to reach out if you want to discuss L Lance Security as an organization and our partnership.

Sincerely,

Rob Braniff, LCAM

General Manger

Carillon Beach Association

850-234-7819 x2

[rob@carillonbeach.com](mailto:rob@carillonbeach.com)

September, 2024

To Whom It May Concern:

This communication serves as a letter of recommendation for L. Lance Security Services.

I have been in the community management industry for 30 years, in several states, and know how difficult it is to find a good security provider. L. Lance Services exceeds the industry standards, in professionalism, aptitude, training, efficiency and more than anything, the Team mentality to do whatever it takes to secure the community and accommodate management's goals and requests.

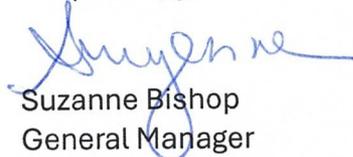
Venture Out is a land condominium with 735 homes with a constant stream of owners, family members, guests, renters, contractors and service providers. L. Lance Services has been instrumental in helping us to execute a new registration and entry system successfully.

The Community has narrow streets, and a new parking, towing and emergency access system has recently been implemented. L. Lance Services has been diligent, cooperative, proactive and excellent in execution and oversight. Even to the point that they provide weekly reports on all tickets, violations and fines.

Another proactive action has been L. Lance Services upgrading the appearance of their uniforms and designing metrics and a training course for new hires. All you need to do is discuss the initiative and intended goal and L. Lance Services will offer input and ideas to achieve this.

We are very pleased with the security service we receive, and I would be happy to answer any questions you may have.

Respectfully,



Suzanne Bishop  
General Manager

Venture Out at Panama City Beach, Inc.  
4345 Thomas Drive, Panama City Beach, FL 32408  
[Suzanne.bishop@ventureoutatpcb.com](mailto:Suzanne.bishop@ventureoutatpcb.com)

1, October 2024

To Whom It May Concern,

I am writing to provide a reference for L. Lance Security Service, LLC, a company that has provided security services to Gulf Crest Condominiums for several years.

Throughout our professional relationship, we have been consistently pleased with the high level of service, professionalism, and reliability demonstrated by their staff and management team. While no service is without occasional issues, L. Lance Security has always responded promptly and effectively to any concerns or requests we have raised.

Their management team is readily accessible and ensures that any problems are swiftly resolved to our satisfaction. This dedication to customer service has been a key factor in our continued satisfaction with their work.

L. Lance Security Service has consistently provided proper security coverage during all agreed-upon hours, ensuring that our property and guests are well-protected. Their staff is professional, courteous, and vigilant, contributing significantly to the safety and security of our condominium.

Based on our experience, I can confidently recommend L. Lance Security Service, LLC, for any security needs. Their commitment to providing quality service and addressing concerns makes them a dependable choice for security services.



Courtney V. Harris  
Gulf Crest Condominium Association, Inc.  
Licensed Community Association Manager  
courtney@gulfcrestcondominiums.com  
(850) 233.9369, option 1

Melissa Edwards, General Manager/CAM  
Watercrest Owners Association  
6201 Thomas Dr  
Panama City Beach, FL 32408

January 31, 2025

To Whom It May Concern,

It is my pleasure to recommend Lance Security for their outstanding professional services. Over the past 8 months (they have been here longer, but this is how long I have been in my position at Watercrest), our company, Watercrest Owners Association, has utilized their security services, and we have been consistently impressed with their level of expertise, commitment, and reliability.

Lance Security provides highly trained security personnel who are vigilant, well-prepared, and dedicated to ensuring the safety and security of our premises. Their team has demonstrated excellent problem-solving skills and a proactive approach, whether managing routine patrols or responding to unexpected situations. We have noticed a marked improvement in overall security since we partnered with them.

Their attention to detail, professionalism, and willingness to adapt to our specific needs have been invaluable. Lance Security consistently exceeds expectations in terms of reliability, punctuality, and effective communication, which has provided us with peace of mind, knowing that our staff and property are in good hands.

I highly recommend Lance Security to any organization seeking a trustworthy and capable security provider. Their commitment to excellence in security management is exemplary, and I am confident they will continue to deliver exceptional service to all their clients.

One of Lance Security's greatest strengths is its low turnover rate, setting it apart from the competition. The guards at my site are top-notch, consistently providing reliable service. They remain the same each week, ensuring continuity and eliminating any uncertainty about who is on site at any given time.

If you require any further information regarding our experience with Lance Security, please feel free to contact me at [generalmanager@watercrestpcb.com](mailto:generalmanager@watercrestpcb.com) or 850-238-1128.

Sincerely,



Melissa Edwards



OF  
PANAMA CITY BEACH OWNERS' ASSOCIATION, INC.

December 11, 2024

L. Lance Security Service, LLC  
Attn: Jared Able-Lance  
Post Office Box 9985  
Panama City Beach, FL 32417-0365

To Whom It May Concern:

I am writing to recommend L. Lance Security Service, LLC as your provider of security services. Lance has provided security service for the Sunbird of Panama City Beach for over 3 years. I have nothing but praise for Jared and his security guards.

L. Lance Security Service is not considered to be our security company, they are part of our Sunbird team. L. Lance Security's management and the security guards always go the extra mile for our owners, guests, and assisting other staff. The security guards are polite, professional, and dependable.

When L. Lance started as our security service, the Sunbird did not have a written security manual. Jared worked with our Board of Directors to customize a complete written security plan and implement the procedures. But L. Lance Security Services provides far more than simply basic security services.

On the occasion when our elevators have been out of service, I have personally witnessed the L. Lance security guards helping guests or owners up the stairs and carrying items for them. If we have a maintenance emergency during the night, security has usually contacted our maintenance staff almost before any Board Members are aware of the issue.

During Spring Break, L. Lance Security provides extra guards to manage the crowds. When the crowds surge or become unruly, L. Lance is able to quickly move guards from other properties to manage the problem.

My personal experience with Jared Abel-Lance is that he is available 24/7/365 to tackle any problem that has occurred. Jared and L. Lance Security Service are a valued partner. Without hesitation, I can recommend L. Lance Security Service, LLC. If you have any questions or concerns, please feel free to contact me at 770-310-5142.

Best regards,  
*Denise Burks*  
Denise Burks, Secretary  
Sunbird Board of Directors

9850 S Thomas Drive  
Panama City Beach, FL 32408