

**MINUTES OF MEETING
VIERA EAST
COMMUNITY DEVELOPMENT DISTRICT**

The regular meeting of the Board of Supervisors of the Viera East Community Development District was held on Thursday, February 25, 2021 at 7:00 p.m. at Faith Lutheran Church in the Multi-Purpose Room, 5550 Faith Drive, Viera, Florida.

Present and constituting a quorum were:

Rob Dale	Chairman
Pete Carnesale	Vice Chairman
Steve Colasinski	Treasurer
Paul McCarthy	Assistant Secretary
David Bedwell	Assistant Secretary

Also present were:

Jason Showe	District Manager
Tim Melloh	General Manager
Residents	

FIRST ORDER OF BUSINESS

Roll Call

Mr. Dale called the meeting to order at 7:00 p.m. All Supervisors were present.

SECOND ORDER OF BUSINESS

Pledge of Allegiance

The Pledge of Allegiance was recited.

THIRD ORDER OF BUSINESS

Public Comment Period – Items on Agenda

Mr. Showe: This is the public comment period for items on the agenda. The only speaker form that I received is from Ms. Diane Schnellhammer regarding the golf GPS units. You have three minutes. Please state your name and address for the record.

Resident (Diane Schnellhammer, Braywick): I heard that you are going to cancel the lease for the GPS on the golf carts. I'm concerned because a lot of us purchased GPS units for our personal golf carts. What is going to happen to us for the money we invested in those? We were told they would be accessible at all times.

Mr. Melloh: Yes, that is true. You can use yours.

Resident (Diane Schnellhammer, Braywick): How do we get access to the features?

Mr. Melloh: They will still be there. Nothing will change.

Resident (Diane Schnellhammer, Braywick): You are not going to downgrade the features so we only see from where we are to the green, not knowing how far it is to the water.

Mr. Melloh: You will see all of that.

Resident (Diane Schnellhammer, Braywick): Good. Thank you.

Mr. Melloh: There are different types of units. The ones that you purchased and CDD residents purchased for their carts, are non-trackable units, which means you can't be tracked. With our GPS', we have an air traffic control screen inside of the pro shop and know where all of our golf carts are. I don't know where you are because it's a non-trackable unit.

Mr. Dale: It's in stealth mode.

Mr. Melloh: You don't want us to know where you are because it can track you right to your house. I'm just kidding, but anyway, we verified that two days ago with the owner of IBAR, the GPS company, that all non-trackable units will still work.

Resident (Diane Schnellhammer, Braywick): How much is the lease for those for all of the golf carts, per year?

Mr. Carnesale: Roughly about \$11,000 a year.

Mr. Melloh: It was \$11,000, but our lease ran out and we went to month-to-month, so it's \$702 per month, which totals \$8,400.

Resident (Diane Schnellhammer, Braywick): We have a lot of friends who golf at different golf courses. When they come to visit, we take them out on the Viera East Golf Course (VEGC). One of the main reasons they love the VEGC is because it has GPS'. A lot of them said they didn't golf and I am going to assume that Steve and Peter don't golf either. Is that correct?

Mr. Carnesale: I haven't golfed in many years because I have an injured ankle, but when I did golf, it wasn't here.

Mr. Colasinski: That is incorrect. I was a member of another golf club.

Mr. Carnesale: Steve golfs a lot.

Resident (Diane Schnellhammer, Braywick): Do you like the GPS? Have you ever golfed at Viera East?

Mr. Colasinski: Yes, I have.

Resident (Diane Schnellhammer, Braywick): What is your opinion concerning Viera East?

Mr. Colasinski: I don't use the GPS.

Resident (Diane Schnellhammer, Braywick): Do you have your own GPS?

Mr. Colasinski: No, I prefer to use range finders.

Resident (Diane Schnellhammer, Braywick): Okay. I also wanted to know about Survey Monkey. I signed up for it, but haven't received any surveys.

Mr. Dale: We haven't done any surveys yet.

Resident (Diane Schnellhammer, Braywick): On your Facebook page, there is a closed group. Why?

Mr. Dale: There is only one Facebook page.

Resident (Diane Schnellhammer, Braywick): I can show it to you because I just looked at it.

Mr. Dale: There is only one official CDD page. Just because somebody else has something in the name of the Viera East doesn't make it a CDD page.

Resident (Diane Schnellhammer, Braywick): I will look it up on my phone. Could you post the minutes or are you already doing that?

Mr. Showe: The website has a link to the official Facebook group and has all of the minutes. The website is VieraEastCDD.com.

Resident (Diane Schnellhammer, Braywick): So, what is your Facebook page called?

Mr. Dale: Facebook.com/VieraEastCDD. You'll know you are on the right page because you will see a scrub jay in the profile picture.

Resident (Diane Schnellhammer, Braywick): Alright. That's it for me. Thank you.

Mr. Showe: Does anyone else want to speak on an agenda item?

Resident (Andrew Mammay, Brantford): I live right behind the #1 green. We recently moved to this area. We lived in Melbourne for 10 years and were planning to visit the golf course. When we first arrived, you could not get a tee time because the golf course was in good shape and was fun to play. Gradually, the town cut the budget for the golf course, didn't put any fertilizer on it and started providing the manpower to mow the lawn with people who don't know what they are doing. The golf course is deteriorating. I was President of the Men's League for three years and there were approximately 165 members. Their attitude was that they could care

less. We are bringing them a lot of money because everyone had to pay the green's fee. Even though I had a membership, it was still costing me \$20 to \$30 to play. I went to the Manager of the VEGC on behalf of the Men's League and said, *"Hey, how about doing something for us occasionally since we are bringing you in all of this money."* Guess what their response was? They said, *"We are giving you reserved tee times."* One of the reasons I moved here, was because of the golf course conditions and the people running the golf course, except for one manager we had, let the golf course go in the wrong condition. I have been talking with 100 different people at the golf course throughout the year and every one of them loves the GPS. I have a GPS on my cart and Ms. Schnellhammer has one on hers. I'm not sure if Jim has one on his. With the GPS and range finders, you would look for the 150-yard marker and a drain with a number on it. That all takes time and time is money. If you take longer to play the golf course, you will have 50 people in here. So, I'm asking you to really think hard before you cut this out. Thank you.

Mr. Showe: Are there any other comments on items on the agenda this evening?

Resident (John Sabella, Parkstone): I have some comments and then a question, probably directed to Tim. My first comment is the golf course itself is there and the community was built around the golf course. I hope everyone remembers that the community was built around the golf course. My next question is for Tim. Did anyone figure out exactly what that program actually costs the golf course?

Mr. Melloh: I think we estimated \$6.03.

Resident (John Sabella, Parkstone): Does \$6.03 sound right?

Resident (Diane Schnellhammer, Braywick): No. It was 16 cents.

Resident (John Sabella, Parkstone): How many rounds did you have? 50,000?

Mr. Melloh: 53,000 rounds. I'm just going off something we did a year-and-a-half ago.

Resident (John Sabella, Parkstone): You answered my question. It is 16 cents per round. So, we are spending a lot of money, obviously. The other portion that deals with this GPS is that there is a tremendous value to it. Now, a gentleman on the Board says he doesn't need it. That's great, but I can give you 101 people that tells you they need it, they use it, and it helps with their play. For 16 cents per round, I don't think you want to give that up. I don't think that makes any sense. That is a valuable part of the VEGC for the members that don't have GPS' on their carts. For people that come in, whether they are residents or non-residents of Viera East, it doesn't

make a difference. It is a value to the golf course. I don't know about the other golf courses in the area that don't have GPS', but this is the first time I ever heard a golf course wanted to take a valuable tool away from golfers for what appears to be 16 cents per round. If someone wants to challenge that, please do. That is the key for this portion of the golf course. The other item is more of a commentary, but I think it is important, since I've been here for 23 years and have seen that golf course go through many stages. There was never an agreement with the prior Board spending what ultimately would be \$14 million to \$15 million with interest that they presented to everybody for the golf course. Are there different levels of championship golf courses or are they all at the exact same level?

Mr. Melloh: No. A championship golf course is typically a golf course around 6,400 yards or greater that has a par 70 up to a par 72 compared with an executive golf course, which is typically a par 60. Those are the two classifications that you follow.

Resident (John Sabella, Parkstone): Maybe I'm not expressing myself properly. There are championship golf courses like Pebble Beach, Riviera and then one in Port St. Lucie. That is not a problem. We want to look at the different levels. That's where I was going. Just because it's 7,200 yards or 6,400 yards, doesn't necessarily mean the expenses are going to be the same. It takes a lot more money to run Pebble Beach than VEGC. So, if we are looking at a community golf course, not municipal golf course, because this is a community golf course, are they different levels of community golf courses?

Mr. Melloh: No.

Resident (John Sabella, Parkstone): Everyone is entitled to their piece of the pie sort of speak. My concern is when you make decisions about this golf course, there is a value to this golf course and it brings revenue to this entire area, in addition to, not only the people that live on the golf course, but the people that live in the area. That's all I have to say.

Mr. Melloh: Like you said, people generally know if it is a municipal golf course, executive golf course or a championship golf course, so you know what to expect. Mallards Landing is a championship golf course. There is no way to sit there and say, "*Well Mallards Landing is a four rated golf course and Viera East is a nine rated golf course.*" That is why later on we will discuss GolfNow. It is important to read the comments to know what kind of golf course you are playing at. The same way they choose a restaurant. They don't want to go to a three-star restaurant when they want to go to a four-and-a-half-star restaurant. I'm just saying

there is nothing official out there to say that they are rated in different categories. The difficulty of the golf course is rated by the United States Golf Association (USGA) FSGA based on the slope rating, but as far as the condition of the golf course, there's no way to rate that.

Resident (John Sabella, Parkstone): So, what you are saying is that it's subjective.

Mr. Melloh: Yes.

Resident (John Sabella, Parkstone): All I'm asking for is objectivity when we have to make subjective decisions regarding the golf course or any part of this community, because it's not just the golf course. You guys were elected to cover all of the communities and cover them fairly and equally. That's all I really have to say at this point. Thank you.

Mr. Showe: Are there any other resident comments for items on the agenda? If the Board is amenable, Mr. Concemi would like to speak on noise abatement. Does the Board want to take his comments now?

Mr. Dale: We can take them now, but limit him to three or four minutes. If there is anything additional that we need to get into, we will do it at the end of the meeting. We have a lot to get through tonight and this is going to be another three-hour meeting, I think.

Resident (Sam Concemi, Worthington): I've done more homework. Mr. Colasinski, I owe you an apology and a thank you. You said to me last month when I was here, "*It is always good to have a wall in your backyard.*" I said to myself, "*Where is this guy coming from?*" What does that have to do with the petition? On Monday, I took a ride down Six Mile Creek, all the way to the end. What did I discover? The Berlin Wall. All of those poles along the highway are ugly.

Mr. Colasinski: I have not gone down Six Mile Creek.

Resident (Sam Concemi, Worthington): I went all the way down.

Mr. Colasinski: In the right areas you get a lot of nice graffiti.

Resident (Sam Concemi, Worthington): The people that live there have a choice whether to have a highway or the Berlin Wall in their backyard. Obviously, if you want to live there, you can't live with the noise so they will have to live with the wall. I thank you for that. However, I was standing 50 to 100 feet from that wall for five minutes listening to the traffic go by and all I could hear was a buzz. Then I went to my car, drove about 1,000 feet and all I could hear was a whisper. So, I said, "*That wall works.*" You were talking about the parabolic effect. It seemed to do its job. It cut out most of the noise that was objectionable. You had the choice of an ugly wall

or unlivable noise conditions. What does that have to do about tonight? I've been asked by my friends and neighbors, some of whom are in this room, "*Sam, what is happening?*" You know that I'm involved in this. I wasn't looking for notoriety. I said, "*I can't tell you what's happening because I need the Board to tell me what their position is before I go out and take the next step.*" So, all I'm doing is asking you to give me a decision. I'm willing to wait here for the three hours it is going to take if we can have some discussion on it. I'm willing to do that, but I just want to bring to your attention that I would like to get the ball rolling. I noticed that Rob spoke to the County Commissioner. He basically said, "*Call the Feds.*"

Mr. Showe: That's three minutes.

Resident (Sam Concemi, Worthington): I'm prepared to call the Feds if necessary. I am prepared to speak to our congressman, senators and our Governor.

Mr. Dale: Sam, please indulge me.

Resident (Sam Concemi, Worthington): I want to.

Mr. Dale: Otherwise, we are going to have to push this to the end of the meeting and I don't want to keep you waiting around for the entire meeting. This Board is not a grass roots organization. We don't mobilize and we don't have people go out and get signatures. I know we went back and forth when I made the comment that no one even knows what a CDD is, but people know what an HOA is. It is more effective utilizing the HOA in that scenario and circumstance.

Resident (Sam Concemi, Worthington): Do you want me to answer that?

Mr. Dale: No, bear with me a little bit. If what you are looking for is putting out notices, getting signatures and all of that, we can't do that. We are a legislative body. On a side note, Mr. Carnesale offered to work with you in an unofficial capacity. We can't form an official committee or anything like that because we run afoul of the Sunshine Laws. I hate to put it this way, but I feel for you. I understand the noise issue, which is why I made the phone calls that I did and why I also threw out the alternative. I know what the speed of Government is like. The alternative, which I think is going to be, at least on an interim basis, the best possible solution we are going to have, is if somehow, we were able to erect some sort of bamboo barricade because it is fast growing and it's dense.

Resident (Sam Concemi, Worthington): I'm 100% for that. I can get you 100 volunteers to plant the tree.

Mr. Dale: Right, right, right. The HOA would probably have to contribute a little bit on something like that and we would work out the dotting of the "I's" and "T's," but in terms of being able to build a wall, I had the conversation with the county. The way that they look at it is that community has been there for 25 to 30 years and no wall is going up there because there wasn't enough density for the homes. I've been here a long time, even before the golf course and where we ran into an issue 20 years ago was the density was in Hammock Lakes and Hammock Trace. They had the home density, but the golf course didn't. The irony of it was the people that were lobbying at that time were golfers and they didn't get the wall.

Resident (Sam Concemi, Worthington): I did approach the HOA. They basically said, "*You are throwing sand against the tide.*" If that was the case, I'm prepared to get 600 signatures if necessary and make sure somebody is going to listen to me.

Mr. Dale: That is what it is going to take.

Resident (Sam Concemi, Worthington): If Mr. Carnesale, who I like, wants to help paddle the canoe, that's fine. He doesn't have to as a member of this Board.

Mr. Dale: Right.

Resident (Sam Concemi, Worthington): He can do it on his own.

Mr. Dale: But he also has connections.

Resident (Sam Concemi, Worthington): Believe me, I need the connections that you have because I don't have them.

Mr. Dale: Right.

Resident (Sam Concemi, Worthington): I'm prepared starting tomorrow to get those signatures and I will do it. I will address, not only to this Board, but the county, State and Feds if necessary.

Mr. Dale: You need to be the squeaky wheel.

Resident (Sam Concemi, Worthington): I'm retired now and have nothing else to do.

Mr. Dale: There you go.

Resident (Sam Concemi, Worthington): By the way, I've been a member of the Massachusetts Bar since I started practicing law in 1967.

Mr. Dale: I understand.

Resident (Sam Concemi, Worthington): I mean that sincerely and I thank you for that. I know where you guys are coming from and I truly appreciate it.

Mr. Dale: You're welcome. I'm trying to be upfront with you and not string you along or give you a politician answer or anything like that.

Resident (Sam Concemi, Worthington): You have given me the answer that I want. You basically said, "*Sam, do your thing. We are not going to stand in your way.*" That's all I wanted to say.

Mr. Dale: That's exactly right.

Mr. Carnesale: Basically, we would be looking at you to be the coordinator of a focus group.

Resident (Sam Concemi, Worthington): Excellent. Thank you. I have at least one member of my focus group.

Mr. Carnesale: I'm just saying you want to create a focus group that covers as much area as you can. Basically, we have a focus group now for the stormwater education project, which I am on. That's why we are talking about creating a focus group. A focus group is a group of residents, which may have politicians or representatives from Government that attend and are representatives of it, but they don't act on behalf of the organization they are a part of. They are just there as a member.

Resident (Sam Concemi, Worthington): I am prepared to be the point man on this.

Mr. Carnesale: Okay.

Mr. Dale: Sam, behind the scenes if there are things here or there that I can help out with, I'm more than happy to do that.

Resident (Sam Concemi, Worthington): You can be sure that I will take you up on that.

Mr. Dale: Yes, I know you will. I'm sincere in that offer.

Resident (Sam Concemi, Worthington): I appreciate what you are doing and I understand where you are coming from. You clarified this. You have given me my marching orders. That's all I want. Thank you. I appreciate everything.

Mr. Showe: Seeing as we have no other public comments, we can proceed with the meeting.

FOURTH ORDER OF BUSINESS

Approval of Minutes of the January 28, 2021 Meeting

Mr. Showe: The minutes were included in your agenda package. We can take any other changes or corrections at this time.

Mr. Colasinski: There was a lot to review, but I'm okay with them.

On MOTION by Mr. Colasinski seconded by Mr. McCarthy with all in favor the Minutes of the January 28, 2021 were approved as presented.

FIFTH ORDER OF BUSINESS

New Business

A. Consideration of Quit Claim Deed with The Viera Company

Mr. Showe: In November, we were contacted by Brevard County who discovered that their lift station was on CDD property. A portion of that lift station was on CDD property. Actually, the same agreement went to the Viera Community Association (VECA), the HOA because a strip of the access to that. It is just one of these items when they developed the property, it is a cleanup item essentially.

Mr. Dale: Right.

Mr. Showe: I think there's no downside for the District. We definitely don't have any ownership in that lift station. We have no responsibility, but the county wanted to get it cleaned up.

Mr. Colasinski: So, what are they asking?

Mr. Dale: That we quit claim it over to them.

Mr. Showe: We are quit claiming just that lift station.

Mr. Colasinski: If they give us a sign at the entrance and put up a wall, then we will talk.

Mr. Showe: Correct.

Mr. Dale: I like the way this man thinks.

Mr. Carnesale: It's leverage.

Mr. Colasinski: Much of the nonsense that we are dealing with, things that we wish to pursue to improve the District, are blocked at the county level.

Mr. Showe: Yes.

Mr. Colasinski: I see no reason to just flat out give it to them. At least we should have that discussion. We may not get anything, but I think it's worth at least having that discussion.

Mr. Dale: These are completely different departments.

Mr. Colasinski: We have a county commissioner.

Mr. Showe: The county put pressure on The Duda Company, which is where all of this originated from. So, The Duda Company prepared all of these, both for the homeowners and the

CDD. If the Board wants to, delegate a Board Member to have those conversations with the county to lay out that arrangement.

Mr. Carnesale: It can't just keep coming one way all the time.

Mr. Dale: We do want that sign.

Mr. Colasinski: Do you want to pump out a lift station?

Mr. Dale: That's what I'm weighing it against. I think we are going to get our sign regardless.

Mr. Bedwell: Which community is this in?

Mr. Dale: In the golf course community, near the traffic circle. Correct?

Mr. Showe: Correct.

Mr. Bedwell: Are we quit claiming this deed to Brevard County?

Mr. Showe: Correct.

Mr. Bedwell: Who is going to mow that area?

Mr. Showe: All we are giving them is the portion that the lift station sits on. So, they actually prepared a legal description to carve that out.

Mr. Bedwell: It must be the red line.

Mr. Showe: The red line is actually HOA property. To the left of that red line is the golf course property/CDD property. So that little portion where the lift station actually sits on is CDD property.

Mr. Carnesale: My problem is should we say no, they will just tell us to take care of the lift station. There is always that possibility.

Mr. Dale: Well, we don't have the entire lift station, though.

Mr. Carnesale: No, but we own a piece of the property.

Mr. Dale: You can't throw that at us if we don't own all of it.

Mr. Carnesale: They can proportion the cost. If you want to apply pressure on them, they are a bigger entity and can apply a lot more pressure on us.

Mr. Dale: I'm not worried about the pressure. I'm worried about things like liability.

Mr. Showe: There is definitely some of that.

Mr. Colasinski: If you want to put it to a vote, we can do that. Is that what you are looking to do?

Mr. Showe: Yes. We would just need a motion to approve the Quit Claim Deed.

Mr. Dale: Who is antsy to get rid of this right now?

Mr. Showe: We should because it's something on our property that we don't own or maintain so there is some inherent liability,

Mr. Dale: That's my concern, the liability.

Mr. Showe: I don't think we would ever restrict the county from accessing it, but ultimately you don't want things on your property that you are responsible for.

Mr. Colasinski: Let's take a vote.

Mr. Dale: We need a motion.

On MOTION by Mr. Bedwell seconded by Mr. McCarthy with all in favor the Quit Claim Deed with The Viera Company was approved.

B. Consideration of Resolution 2021-02 Providing for the Removal and Appointment of Assistant Treasurer

Mr. Showe: Currently, Mr. Ariel Lovera in our office was listed as your Assistant Treasurer. He is no longer going to be involved in the day-to-day operations with GMS, so we prepared this resolution to switch him with me. Obviously, Steve would be the primary in signing those. I would just serve as backup in case he's unavailable.

Mr. Dale: So, we need a motion.

Mr. Showe: A motion to approve the resolution.

On MOTION by Mr. Colasinski seconded by Mr. McCarthy with all in favor Resolution 2021-02 Providing for the Removal and Appointment of Assistant Treasurer was approved.

C. Consideration of EmployU MOU

Mr. Showe: We presented a Memorandum of Understanding from EmployU. We immediately turned that over to our insurance provider. He has some specific concerns with it from a legal perspective. We immediately got those to EmployU. They are still reviewing their items so there may be some changes to this agreement. It's really up to the Board on which way you want to proceed. You can delegate authority to the Chair or another Board Member to execute when those things have been resolved, but EmployU has not had a chance to go through

all of those items yet or you can hold it for the workshop and see what the revised one might look like. It's really up to the Board.

Mr. Colasinski: We can wait until the workshop and see what they come back with.

Mr. Dale: So, we will just table it?

Mr. Showe: Yes. I followed up with them today and they said they had not been able to get to it. Just for your information, it loosely lays out some terms, which may be fine for a private entity, but with a public entity, they don't really describe how they do background checks. They mentioned Vocational Rehabilitation, but this is EmployU so there is not a clear delineation between service providers and some other liability issues.

D. Discussion of GolfNow Agreement – Backup ADDED

Mr. Showe: We provided the proposal via email. Tim can go through that with you.

Mr. Melloh: We had their presentation. I think everyone was positive about it. They offered to include the premium plus the website with a two-year agreement and extra marketing on the brand on their website. That would give us more exposure to the millions of clients that they have.

Mr. Dale: What about the \$400 charge?

Mr. Colasinski: Both options have that removed.

Mr. Dale: What about the server equipment?

Mr. Carnesale: All hardware and upgrades would be incorporated.

Mr. Showe: In the two-year version.

Mr. Carnesale: In the one-year version, you don't have that or the upgrade.

Mr. Showe: They are throwing you a bonus if you do the two-year contract.

Mr. Colasinski: Right, but some of the things on the first page of the content it says under, "*Summary of New Proposal and Terms*," that we would receive the following services. Not all of those 10 items track into the following text. For example, I see EZ TeeOff, but I don't see it in the following documentation.

Mr. Melloh: It is in the proposal that if we were to vote on it, we would have to give them the actual contract.

Mr. Colasinski: I just want to make sure that I understand what we are getting.

Mr. Melloh: Right.

Mr. Colasinski: There are a couple of them, EZSuite for example. There is an EZSuite Pro, but is that the same? I don't know.

Mr. Dale: Are they available. Can we call them?

Mr. Showe: We can.

Mr. Colasinski: I just want to make sure those items that are on this list pertain to something directly in the text so we can truly understand what we are getting.

Mr. Carnesale: Since this isn't just the proposal, why can't we make minor changes that we feel are necessary to give back to them for their approval?

Mr. Dale: Or make it contingent.

Mr. Showe: You can certainly approve this proposal in substantial form provided that the final agreement lists these things out in more detail.

Mr. Dale: Right.

Mr. Carnesale: I'm not truly opposed to it. I just want to make sure that I understand what we are getting. Then it comes down to whether we choose Option 1 or Option 2, the two-year agreement or one year agreement. The two-year option offers many more services. You can go with the one-year option and if we like it, we may want to consider the two-year option next year. So, there are different ways of pursuing this.

Mr. Dale: At this stage of the game, the way I look at this is it costs \$90,000 according to the balance sheet.

Mr. Carnesale: Are you deriving that from the three tee times per day?

Mr. Dale: Yes, the three times per day. So that's \$90,000. We will get a website, a call center and marketing. All of that added up in my mind is roughly \$20,000 in benefit that we would have to pay. The one that really sticks in my head is the person calling the call center, at Midnight to get an actual human, to cancel a 7:00 a.m. tee time, versus that person sleeping in and not showing up and then we have nobody going out. So right off the bat, that lowers us down to \$70,000 in terms of what it is costing us. Then you go with the fact that a good chunk of those tee times wind up not being playable. So, you have to figure at least a third of that \$90,000.

Mr. Carnesale: Where are you going with this?

Mr. Dale: In essence, it actually costs us about \$30,000 to \$35,000 to have the GolfNow system.

Mr. Carnesale: Okay.

Mr. Dale: That is the way I look at it. To me, I sat and listened to them. I agreed with them that they are the big dog in the business. They own the lion share of market share. I heard what Dave said when he went somewhere in Florida and got on GolfNow.

Mr. Bedwell: The only game in town.

Mr. Dale: I say we go with it and if we are getting additional marketing out of it, then so be it. I don't foresee in the near future getting rid of it right away. I would rather get the additional marketing out of them.

Mr. Bedwell: Didn't we hire someone to do the marketing?

Mr. Dale: We did hire someone to handle the website and the other things that go along with that.

Mr. Carnesale: It sounds like you are leaning towards the two-year option.

Mr. Dale: I am leaning towards the two-year option, just so everyone knows where I am at.

Mr. Bedwell: Rob, I have a question. Michelle, I asked you to speak with the woman we deal with at GolfNow. How do you feel about working with her? Does it look like something that is going to be conducive for a good relationship?

Ms. Webb: I called and spoke to some guy. He said he was going to see what they had to offer. He is not the actual marketing person. She is our contact person.

Mr. Bedwell: Michelle, do you feel comfortable with the organization?

Ms. Webb: Yes. I think they would be very helpful.

Mr. Bedwell: Thank you.

Mr. Dale: Especially as we look to events like we are talking about in June with the International Women's Day, we are trying to market ourselves as the only golf course in the county and in the area that is paying any attention to that. That is a way to get us on the map. Dave, what do you think?

Mr. Bedwell: Two years because I'm just looking at what you get from one year to two years and you get the upgraded marketing service and upgraded golf course website, which includes reviews, which people read. That is what I read. All hardware will be covered for upgrade whenever necessary. That isn't in the one-year agreement. If you think this cost \$30,000, we can't replace it for \$30,000.

Mr. Dale: Exactly.

Mr. Bedwell MOVED to approve the GolfNow Agreement for two years and Mr. Carnesale seconded the motion.

Mr. Showe: The motion would be to approve in concept, the two-year agreement and delegate authority to the Chair to execute when it was in agreement form that subsequently addresses the terms and the items we are receiving.

Mr. Dale: Do you have other concerns?

Mr. Carnesale: No. That's it. I think based upon the description here, everything on here is part of Option 1, the two-year agreement. I don't know that we need that clarification. It was really whether or not, we were going to go with Option 1 or Option 2. Everything on here is part of Option 1 based on the description. The other piece that we wanted to mention, which was a big one, was the \$350 payment. The checks you have been signing go away.

On VOICE VOTE with all in favor approving the GolfNow Agreement for two years in concept and delegating authority to the Chair to execute the agreement was approved.

E. Discussion of Golf Cart GPS Units

Mr. Showe: We will open this item to the Board for discussion.

Mr. Dale: We had a lively discussion two weeks ago.

Mr. Bedwell: As I understand it and correct me if I'm wrong, Tim, this GPS now costs \$700 per month and is a month-to-month lease.

Mr. Melloh: We had a four-year lease that was \$11,000 per year. When our lease was up, they came to us and said, "*We will put you on a month-to-month and drop the price to \$702.*" So that's where we have been for approximately a year now.

Mr. Bedwell: Is there a cost to remove all of these GPS systems?

Mr. Melloh: Just minor labor other than we have on the cart path. No sophisticated labor needs to be done. We can do that in-house for sure.

Mr. Bedwell: Where I'm coming from is I stand down there in the morning and ask people who I know, "*Why did you come here.*" They usually say it's a great layout. The greens are fabulous. They enjoy the GPS. I never had anyone say no. I didn't ask if they used it. The key for me is a risk you are taking because with 20 individual tee times per month at \$35, you are not

going to save \$700. You are not going to get more players because you removed the GPS. I personally think you are going to lose some players who live close to Duran. It only takes 20 individual tee times a month at \$35 to wipe out the \$700. Let me give you an example of another way it could be done. Right now, VEMA on Thursday is fairly slow because it is overgrown. If we take out the GPS, I predict the time it takes for them to clear so Chris can open it up and start selling tee times, could be half an hour.

Mr. Melloh: We got it down to a science. We already sold tee times.

Mr. Bedwell: So, we could lose tee times. I can't tell you how many because I can't compare this month to the previous year. I couldn't approve what I'm saying, but it speeds up play. I just think that we are taking a heck of a risk. You are not going to save \$700. I'm convinced of that. Enough people that decide to come here still go to Duran three times a month and come here maybe once because there is GPS and we could lose them. So, I'm convinced that you are not going to save \$700.

Mr. Carnesale: Last year, when we had our election, one of the things that we were aiming to do was to make the golf course self-sustained. There was not an overall community support for the bond, but the people who voted for us, want to get the golf course to be self-sustaining. Self-sustaining requires an increase in revenue, some of which we are seeing this year, but there also has to be some sort of expense cuts as well to partner with them. I proposed price cutting the GPA because it does not impact the quality of the golf course. Our experience outside of here is that we have golfers from other courses that use a GPS watch through an App on their phone or a range finder. I also indicated at the last meeting, if we don't cut this, what else would be cut? I haven't heard anything about that. So, I don't think a lot of people here tonight indicated that they want to keep the GPS, but that is not representative of the entire community.

Mr. Bedwell: You are not going to save \$700.

Mr. Carnesale: We will cut expenses of \$8,400 per year.

Mr. Bedwell: But you may lose revenue of \$8,400 per year.

Mr. Carnesale: I don't believe that is true.

Mr. Bedwell: You are going to lose some revenue.

Resident (Diane Schnellhammer, Braywick): I just want to say something.

Mr. Dale: The public comment period is over.

Mr. Carnesale: I was listening to what you were saying. You indicated that based on your questioning, everybody that gave you reasons for coming here, but the only time that they said any comments about the GPS, is when you asked them specifically that question. We don't have a bunch of people that said, *"I come here because."*

Mr. Bedwell: I know.

Mr. Carnesale: I'm just trying to clarify what you said. If they are coming here because of the greens and other reasons relating to the golf course, that seems to be a back burner issue. Yes, they may like it. I'm not saying they don't, but it's not the reason they were coming.

Mr. Bedwell: I think you are going to save \$8,400. The question is how much revenue you are going to lose. If neither of us can prove either side, I think you are going to lose revenue.

Mr. Dale: Paul, do you want to add anything?

Mr. McCarthy: Yes. When I was walking my dog, I walked through the parking lot to see how many cars were from out of state; Illinois, Indiana, Louisiana, Missouri, Massachusetts, Maryland, Michigan, Montana, Minnesota, Nevada, North Carolina, South Carolina, New Hampshire, New York, New Jersey, Ohio, Pennsylvania and Tennessee. On Tuesday, Wednesday and Thursday, we had 50 cars from out of state. So, if someone is coming from out of state, having a GPS is an important thing. I've been there with my dog and someone would come by and I would say, *"Hey, did you enjoy the golf course."* They said, *"Yes, I loved the GPS."* Many times, that happened. They talk about that. In terms of what Tim has done appropriately in his marketing, the two things that I think that really sell Viera East are Tiff Eagle Greens and a GPS. Thank you.

Mr. Dale: Thank you, Paul. I am going to add my two cents. Some of this we have all heard before. This golf course does not make money. This golf course loses us money every year. I didn't open this for debate. I'm simply sharing it with the Board. It does lose money. Those who say it doesn't lose money needs to look at the number that Tim threw out, the \$18,000 we made last year. To say that \$18,000 made us money, is equivalent to saying, *"Well I can afford my house. I pay that mortgage payment, but when the roof goes and I need a new paint job, a new refrigerator or air conditioner, I am not going to have the money for that."* That's where we are at with the golf course. We don't have the money for the capital items, which is why from the very beginning, we talked about our goal for the first year, which was to try to get at least \$100,000 of additional profit. Not revenue. I don't care about the revenue.

Revenue means nothing. You can jack revenue up 100%, but if your expenses go up correspondingly, it means nothing. We all agree that we are not willing to make the golf course look less presentable. We are not going to take away from grass seed or fertilizer. That affects the beauty of the golf course and is not something we are willing to go after. What that leaves us with is we have a handful of things like this that are a want. That is what the GPS is. It is a want, not a need. You don't need a GPS to play. You want a GPS, but I can take my phone out on the golf course and get a beautiful range finder just off of an App or our Social Media Coordinator can put directions on every cart on how to download that App onto the smartphone. Where I'm at is if we eliminate the GPS and save some money on the insurance and \$350 per month or \$5,000 per year for the Turf Consultant, all of a sudden, those \$2,500 and \$8,400 expenditures start adding up into real money. In my estimate, if we were to be able to get rid of the GPS', we are at \$40,000 in savings now all of a sudden for the year. That is contingent on the insurance. Then we have other items on the agenda where I think we can get revenue increased significantly. I also think that on the insurance side in less than a year, because of some of the nuances there, I think there is going to be considerable savings for insurance. So you start throwing all of that together and it starts getting us to that \$250,000 several year goal, which we are going to need because we have used up our bond money and nobody is going to want a tax increase or a special assessment in seven years when we need to redo the greens or when there is an issue with the bulkheads or we have something happen with the sprinklers in 10 years and we need to get another pump station, which was \$70,000.

Mr. Melloh: It was \$158,000.

Mr. Dale: It's sort of like I'm a financial planner. One of the things that any good financial planner is going to tell you is you need roughly six months of liquid in case of an emergency. Not only do we not have that, we can't even afford the house that we are living in. I'm sorry that I'm on my soapbox, but when it comes to the want issues like the GPS, as a community, we were elected to get the golf course self-sustaining and profitable. I don't want to affect the beauty of the golf course, so that leaves us with very few options. That is where we are with the GPS. At this point, is there any further discussion? If not, we need a motion to remove the GPS from the golf carts.

On MOTION by Mr. Colasinski seconded by Mr. Carnesale with Mr. Dale, Mr. Colasinski and Mr. Carnesale in favor and Mr. McCarthy and Mr. Bedwell dissenting, removing the GPS from all golf carts was approved. (Motion Passed 3-2).

F. Discussion of Cart Path Extensions – Requested by Supervisor Dale - ADDED

Mr. Dale: This is an issue that I asked Jason to add onto the agenda today. We had an issue a couple of weeks ago. I am not going to get into the issue.

Mr. Colasinski: What is the goal?

Mr. Dale: The way that I look at the issue is it was a blessing in disguise, because it got me to crunch numbers as to the lost revenue we are experiencing on an annual basis. I'm just talking about a five-month period from April until August. What I am coming up with is that we are losing roughly about 90 days during that timeframe to weather. Is that the ballpark?

Mr. Melloh: Some of those days are partials.

Mr. Dale: I get that you are not going to get some of those days back because of hurricane conditions or you get the Florida monsoons. Regardless, there are about 90 days in total that we are giving up on inclement weather. What we have to weigh that against is what that translates into dollars. Let's say there is no way we would get 50 of those days, if we only get 40 of those days and were able to play the golf course because of cart path extensions. The reason that I'm hearing, based on our issues, is because we will tear the golf course up if we get out and play. I understand that and I agree. We don't want to tear up the golf course, but if we had the cart path extensions and we can get 40 of those days back, not only would we get the course, we would have the restaurant open making more money. From those 40 days, my estimate is if we were able to get half of those days at a \$30 rate and then we only take a portion of that, we are losing roughly about \$60,000 a year in revenue to inclement weather. The Property Appraiser's website has an incredibly new feature. I didn't realize it had this feature. Our playground consultant mentioned it to me. It has a measurement tool that I can use to measure the cart paths. I know that we have 8-foot sidewalks for the cart path because of that tool. I was able to do this on the back nine. I imagine the front nine is going to be comparable. I measured the back nine and came up with roughly 5,300 feet that we would have to lay sidewalk or pat down. It's probably comparable on the front nine. If we were to do an 8-foot sidewalk at a 4-inch depth, we are looking somewhere at \$250,000 to \$300,000. Where I got the numbers from is from what we

are doing in Woodside Park. If we were to do a 6-foot sidewalk, we are probably looking at between \$200,000 to \$250,000 to do extensions. Of course, we would want to get a bid on this and see what kind of numbers we are actually talking about, but here is where I'm at. It would cost \$250,000 to generate \$60,000 a year in revenue. That is almost a no brainer to me. We are buying a car and in five years the car is paid off. Then we have a mode of transportation that is nothing but pure profit in five years. The reason why I added this to the agenda now is we are talking about doing the irrigation. I don't know how that conflicts with irrigation. I don't want to put the cart before the horse. That's why I say this may have been a blessing in disguise. If we were going to proceed with cart path extensions, we should do that probably before installing the irrigation system.

Mr. Melloh: No probably later because you don't want to cut into the new cart path extensions. They have to run the main line in a certain way. So, we are better off to do the irrigation system first and then we would just be laying the cart path on top of it. I will send you and Steve this email, but when we came up with the bond projects, if you notice, the cart path extensions were \$175,000. I did every single hole, tee and green based on what you said how you use that same tool you are talking about just about every single day. It is a measuring tool. It also gives you the area. If we want to know how many yards of dirt, we need for a sand trap, we can figure that out from there. So, I came up with \$175,000, but did the same thing. We just recently did #2. We did 200 feet back in September and #2 was our worst area because these cart paths must have a flair to them. Our golf course wasn't designed for multiple cart paths, so we have to get them to a certain area where they could hit a ridge and be on the high area to not tear up the golf course.

Mr. Dale: Right.

Mr. Melloh: You are right. If we did spend that \$175,000, it may be a little bit more now because I did that close to two years ago. We would definitely earn more money. There are days where it was just too wet to send people out in certain areas. The golf course was built in two different stages. The back nine was built first. It had much larger greens. The front nine had much smaller greens and narrower fairways. They never put sub-surface drainage on the golf course, where there is a drain here and there and then they grade everything to drain into that sub-surface drainage. It was way out into the rough. Now everything is silted over and the water won't drain or you go to places like Duran and Baytree. The way our golf course is designed,

fairways are crowned like the crown of a road and everything is meant to drain way off into the deep rough where it silts over. So, when it is wet out there, we try to tell people to please stay in the high areas of the fairways, not the roughs because that is where they would do the most damage. What we want to do is to take it out so far and then flair it. That will get us past certain wet areas like #5, #6 and #8 down the front nine. If we can get them into the cart path, we can then play those holes. Your assessment is right. There are just certain times, we haven't had any revenue yet this year, because it rains all day or in the summertime when we had a lot of problems. We have a Thoraguard Lighting System. When it goes off, it goes off automatically.

Mr. Dale: It is a safety issue.

Mr. Melloh: Right.

Mr. Showe: That was required by our insurance.

Mr. Melloh: Right, but sometimes it is four or five hours before it goes off.

Mr. Dale: That's why I said we are not going to get all of those days back, but we will get a portion of them back.

Mr. Melloh: Absolutely. I think if we have better cart paths, we will definitely see a return on our investment, which is what you indicated early on that you want to see

Mr. Bedwell: You are not talking about a tee to green cart path?

Mr. Melloh: No. Our golf course is not designed for that. As an example, on #2 you can't go to the right side of the bunkers so the only place to run a cart path from the tee to the green would be to go right down the right side of the fairway. Nobody wants to stand on a tee box and see a cart path where you can hit it and bounce it in the bunker or bounce it out of bounds. To be honest with you, it would be a waste of money to have a wall-to-wall cart path, only because we still have a lot of high and dry areas. We just have to do the extensions to get people to those high and dry areas.

Mr. Dale: I don't want to start this fight yet, but we talked about bunkers in the past, taking out irrelevant bunkers to be able to continue a cart path extension, if that makes sense.

Mr. Colasinski: What Tim is saying is that there are some high areas.

Mr. Dale: I understand.

Mr. Colasinski: Taking out that bunker may not do what we are looking to accomplish because it may be down below the high ridge.

Mr. Dale: I understand.

Mr. Melloh: Exactly Steve. Using #2 as an example, we have two large bunkers that is the design feature of our golf course cart path and two on the left-hand side. They are up in the air and have a great visual from the tee, but the second or third part of that whole thing is it protects the houses from people who were slicing. If we were to take the bunker out, then we are exposing those people to those houses that are in the landing area that ordinarily would've landed in the bunker.

Mr. Dale: I understand. It's all part of the consideration.

Mr. Melloh: If we decide that we want to eliminate some bunkers, I suggest that we employ a golf course architect that is familiar with situations like this.

Mr. Dale: Knowing the golf course the way you know it without going wall to wall, if we were to talk extensions, is that going to be enough to be able to keep that golf course in place on some of these days where we get a shower in the morning?

Mr. Colasinski: I had some absurd idea and you may still think it's absurd. Getting people, a place and then trying to guide them along that high spot, for example, a lot of golf courses have posts for yardage of 200, 150, 100. It's usually for people mowing the grass and fairways; however, at those marks, if you have two posts out there not right next to each other, but a ways apart, you can actually guide people to stay between the posts and the area in between the posts to represent the high area of the fairway in which we want them to drive.

Mr. Melloh: It's something to consider for sure.

Mr. Colasinski: It's not a solution. It would improve our chances.

Mr. Melloh: The footages that I came up with, which I will send to you, there is obviously some need of an adjustment. At the time, we had done some cart paths and I used that price per square foot, but that was two years ago.

Mr. Dale: I'm sure that we would get some sort of a bulk discount for what we are getting for Woodside.

Mr. Showe: Obviously we don't have anything for the Board to approve tonight, but it sounds like there is a lot of consensus to look at this. It is a bond funded project. It is clearly in your bonds.

Mr. Dale: Right.

Mr. Showe: I think the best bet would be to have Tim get a proposal.

Mr. Dale: Let's give Dave a call.

Mr. Showe: The reason for that is if it exceeds a certain dollar amount, we may have to do a public bidding process where we just put together a public bid if it is over approximately \$200,000, but I don't think we know that.

Mr. Dale: Right.

Mr. Showe: So, I think it's best if he just gets a bid. We can look at it and then we can decide the process you want to go through from that point. I think it's important to at least have a ballpark.

Mr. Dale: That's where I was going with it.

Mr. Melloh: I think that the scope of the work would be that we would want to have a couple of bids on this.

Mr. Dale: Right.

Mr. Melloh: When you are talking about #3, #4, #5 and #6, especially the tee box areas, there is no road there. They would have to drive a Georgia Buggy three quarters of a mile to get to the green on #5. Again, it's a long way. They would have to employ probably two or three Georgia Buggies to get that accomplished and would have to figure out where to park the concrete trucks.

Mr. Dale: Should we be talking about the front nine instead of the back nine?

Mr. Melloh: If we are going to do this, we need to do both sides.

Mr. Colasinski: Let's start with that and go from there.

Mr. Melloh: Yes.

Mr. Dale: Let's start with it and see where we are at.

Mr. Showe: My only comment with just getting an initial bid is the dollar amount of that initial bid will drive which process we need to go through.

Mr. Dale: You're right.

Mr. Showe: Vendors are squirrely about things and if we say, "*Hey give us a bid. Now I need you to fill out this other thing to get a bid,*" we can figure out what the process is. I would definitely never recommend a project of this size without multiple bids regardless of the process. I just don't want to waste a lot of vendor's time.

Mr. Dale: That was one of our campaign pledges.

Mr. Showe: We don't want to get them aggravated.

Mr. Carnesale: One of the things that I like that Tim just talked about was that does not interfere with our fixing the drainage and fixing the watering system. Because he said that should be done after. That doesn't postpone the major fixing.

Mr. Colasinski: Our costs are cheaper. You don't have to burrow under them.

Mr. Melloh: Or saw through them and things like that. There is going to be a little bit of that, but that's going to be part of the bid package. To go in there and throw more cart path in there, they are going to have to bore under or things like that. So, I think after that's done, then we go in and do the cart paths.

Mr. Bedwell: You won't get involved in something like cart paths only because they won't do that. In other words, they have to walk into the fairway.

Mr. Melloh: Luckily, we don't have to do that. There are a lot of golf courses that don't have cart paths. Wall to wall, they still do what's called a 90-degree thing where you have to drive out and do 90 or they will tell you to keep it in the rough and you have to walk out to the fairway.

Mr. Dale: But we would be talking about doing that on inclement weather days.

Mr. Colasinski: We could get them to the ridges.

Mr. Melloh: If we can get them to the ridges, we are better off. That's why I'm saying that we are better off because our fairways are like the crown of a road. So, we can get them to that ridge. As an example, #2 is down here and you are heading to a fairway that's crowned and up here. Down in this area here is like a swamp, all silted over and mucky. We could never get carts through there when it rained a lot. We did the 200-foot extension. Now we can get by people past that area to the ridge on the fairway. That has helped out tremendously.

Mr. McCarthy: If you have a cart path that is 150 yards on a par four and a person only hits it 110 yards and they miss the shot, you don't want them to take their cart into that muddy area.

Mr. Melloh: Right.

Mr. McCarthy: The golf carts need to stay on the cart paths.

Mr. Melloh: Right.

Mr. Dale: Just on inclement days.

Mr. Carnesale: When the golf course is that wet, it would be harmful to the golf course.

Mr. Dale: Right.

Mr. Melloh: Looking at the rounds of golf, in a four-to-five-day period of time, we had close to eight inches of rain.

Mr. Dale: That's a lot of rain.

Mr. Melloh: It's a lot of rain. We had to close the golf course for two days. Like I said, we don't needlessly shut the golf course down.

Mr. Dale: It turned out to be a godsend because it got this conversation going.

Mr. Melloh: I will talk a little about Duran and Baytree with their cart paths wall to wall. That is not always the godsend that it always is because people don't want to go, like Paul said, hit their ball down the left side of the fairway like in the left rough and the cart path is going down the right side of the hole. Now they have to walk 50 yards all the way over there, get their ball and walk 50 yards back with their golf cart. So, a lot of times people call up and say, "*Are you guys cart path only?*" If they say yes, they are not playing.

Mr. Bedwell: People will avoid that.

Mr. Melloh: They will avoid it. A lot of people don't. A lot of people say, "*Man, I don't care if it's a blizzard outside, I want to play golf, especially this time of year.*"

Mr. Carnesale: But they have a choice.

Mr. McCarthy: It's good to have a choice.

Mr. Melloh: The one day we closed, I did go by Baytree. Duran was closed, but Baytree was open. They had about 40 cars in their parking lot, which means they were doing some business. Do they have private carts on that course?

Mr. Colasinski: Yes, they do actually.

Mr. Melloh: I didn't know. You don't see the real fancy ones.

Mr. Dale: On days like that, we don't get enough business from the range?

Mr. Melloh: The range is the worst. It will sometimes be closed down two days after we opened back up because of all of the silt and muck. Golf balls are 50 cents each or \$43 for a bucket of range balls that someone is just going to bury in the muck so we have to be careful with that. We tried to open it up. Maintenance staff does a great job with all of that. It dries up fairly well. It dries up better in the summertime believe it or not, only because the grass is growing and it's absorbing the water. Now it's not growing. It acts like it is on vacation and it is not absorbing. That why we fertilize because the grass is going to take up nutrients.

Mr. Dale: So, when are you going to get with a contractor to do an initial walk through and ballpark quote?

Mr. Melloh: I will contact our guy who has done a couple of cart paths for us, not only on the golf course, but in the District down by the scrub jay habitat. I will get a hold of guys like Mr. Dave Bell. The strictly concrete guys are a tough breed. They have so many projects going on. This project was a bigger one, but it took us a month and a half to get him to do that 200-foot section. He was waiting for a two-to-three-day period of time between two of his bigger jobs.

Mr. Showe: This might actually bring them out, but when you are trying to do projects under \$50,000, it is a nightmare to get somebody.

Mr. Melloh: It was a \$9,000 cart path. He's not dropping a \$60,000 to \$70,000 job to come and do a \$9,000 cart path.

Mr. Dale: I understand.

Mr. Melloh: I will contact him and say, *"Do you want to talk more about a bigger project?"*

Mr. Dale: Let's get the ball rolling.

Mr. Melloh: I will contact the Dondo people too because they do good work. I thought he was more of a construction guy.

Mr. Dale: He is kind of a jack of all trades, but more concrete. Let's talk to them and get the ball rolling because we are getting into that wet season and time is money.

Mr. McCarthy: Tim, on the 15th hole as you approach the green on the right-hand side, you have certain material down there. What is that?

Mr. Melloh: That is shell hatch. We chose that four or five years ago, because when we were doing all of those paths, this area was an ugly mess. It showed the golf course poorly for people coming down Murrell Road. We would have to go out there and get people unstuck from that area. It is right by the green. We had done that in a lot of our landscaping beds in different areas and a few cart paths. We wanted something that was white. I'm a firm believer in bright white sand, bright white landscaping material and emerald green grass. There is nothing better than white and emerald green. I'm not a fan of coquina, which has an orange tinge to it. I don't think it shows as well. It comes from a mine in Clewiston. Unfortunately, it is an expensive product because you have to pay \$250 in shipping charges for them to bring it over here. So that's what that is. We haven't done any of that recently because if we are going to try to trim

things down, that is probably one of the things we can probably not eliminate or maybe not do as much as we were doing previously.

Mr. Colasinski: What is the life cycle with that?

Mr. Melloh: There are a lot of beds out there that are breaking down right now where we did them four or five years ago, but it has a good lifecycle. There are little white shells.

Mr. Colasinski: I just wanted to understand what that was because in areas where a cart path may not truly be adequate, I was wondering if we could use that to supplement those areas?

Mr. Melloh: Yes. Like #8, we did that temporarily. We may leave #15 alone because that seems to work really well there.

Mr. Colasinski: It does. I was just curious about that. Thanks.

Mr. Dale: I was going to hold off on the Supervisor's Request portion, but we have people in the audience that I think this directly affects. So, the issue going on that I heard about last week was about the muddy swamp area. Would you please, for the sake of the audience, clarify that because some people here may live in that general area?

Mr. Melloh: Yes. We removed a lot of Palmettos and Palm trees to increase the air circulation and help dry that area up. The root cause of that is when the golf course was originally built, there were no homes on the left side of the hole. The drainage was meant to drain off into the deep rough and hit some of these sub-surface drains. There were not many of them. They continue to drain out through where the houses are. So then when they built their homes along the left side of #6, they had a four-and-a-half-foot long path and they created a valley, so all of the runoff from the roofs of these homes ended up in that area. There is no fault in any of these drains or anything like that. So, it was our plan to help because everything was so shaded. There was no air circulation. Now we have some air circulation. So, we created a retention pond and are trying to get everything sloped so it goes into the retention pond. Then they have to run a 6-inch pipe to one of the existing sub-surface drains in the hopes that it will take some of that water away. That goes all the way down to the sand trap, but part is by the green.

Mr. Colasinski: It is kind of a French drain.

Mr. Melloh: It is not a French drain when we run a 6-inch pipe. Hopefully that will drain some of the water off. The problem with that area too is from I-95 where the tennis courts are, it all drains into that area too. Steve and I were out there today looking at that site. It's a nightmare.

The ultimate solution to that problem is we need to bring in an engineer to figure out how to put in sub-surface to drain the water back to the pond on #5. What that would entail is putting in the sub-surface drainage and then bringing in yards and yards of silt so you are creating some mounding so when the water does come, it sheet flows down the hill right into the surface drain. Right now, it is flat as a board.

Mr. Colasinski: That's a couple of hundred yards, isn't it?

Mr. Melloh: Oh yeah, especially from the greens, it is probably 300 yards.

Mr. Dale: A drain would be required.

Mr. Melloh: Yeah. Like I said, we have some drains, but it just doesn't seem to work.

Mr. Dale: So, the way I'm understanding the stop gap interim measure, is that it fixes it for the residents. Like I shared with you, they were pretty hot on Nextdoor. I understand. I wouldn't want to look at that in my backyard also. Also, when the conditions are like that, you can't bring in heavy machinery because of all the ruts. So, we are kind of in a catch 22 situation. It sounds to me like that the stop gap measure is to create a retention pond or some sort of residual pool.

Mr. Melloh: We've done that. It's all gone now. We have a nice berm around the retention pond and there's more to be done. We are going to have to sod some areas and put some Fakahatchee grass in there, which will soak up a lot of water. We will continue to try to grade it so it all goes towards that area. Hopefully we will have some success with the pipe in the ground to go to the existing 6-inch pipe that we have.

Mr. Dale: Will you do me a favor? This isn't an emergency, but do you remember Ms. Cook who talked to you?

Mr. Melloh: Yes.

Mr. Dale: She was the lady that seemed the most affected by this. If sometime during the week or the next couple of weeks or so, we can give her a call and just let her know what is going on, so there is a communication flow. Because I don't like when residents are left out in the cold on something like that.

Mr. Melloh: I understand.

Mr. Dale: Nextdoor isn't the proper procedure to make staff aware of problems in the District. Actually, Jan and I tried to help out with that.

Mr. Showe: A common problem that we have in a lot of our communities is they think even us as managers are on the Board.

Mr. Dale: Once Jan found out, she was very gracious about it. She got upset because no one was listening, but nobody was on to hear her.

Mr. Colasinski: I think that area looks a lot cleaner.

Mr. Melloh: It does. One of the things that I wanted to note is one resident had no vision of the 6th green at all because of the Palm trees and now she has a beautiful vision of the green, the emerald grass and white sand. She has a much better view. Once we are done with that, she will have an even better view and I think she will be very happy. That is what I explained to her when I spoke with her. We just need time to accomplish what our plan is. I know she was upset and I told her that I fully understand. We are working on it as hard as we can. We just have other projects on the golf course and one of the issues was Scott, our Assistant Superintendent. When we lost Scott, he had to take on the duties of the crew, so it left him with very little time to spend in there. Our new Superintendent starts on Monday. Like I said, Wes has spent some extra time over there.

Mr. Dale: I appreciate you addressing that while we still have people here.

Mr. Melloh: Absolutely.

Mr. Dale: That was a good discussion.

G. Discussion of Irrigation RFP Document

Mr. Showe: Based on the workshop, we removed all of the other items from that project, which was the irrigation. I know it was a large document that we sent out. We can take some discussion from the Board. I don't know that we necessarily need any direction from the Board tonight. You might want to take some more time to digest it and ask questions. I received some questions from the Board earlier today. We are happy to open it up for discussion. Obviously, we can proceed in any manner the Board would like to at this point.

Mr. Dale: I kept my response below 200 pages.

Mr. Colasinski: I had some comments and maybe I'll just email the comments to you and you can spread them to everyone else.

Mr. Showe: Sure

Mr. Colasinski: I'm a little surprised at the volume. We have 454 sprinkler heads that are targeted around the Clubhouse and entryway. I know we don't have nearly that many right now. For instance, in the parking lot, we have the piece of land in between the roads. Then mid-way through, there are little key like sections. Those are filled with rock right now, but yet we have sprinklers throughout.

Mr. Melloh: Well, it goes down the median of the road, both sides of the road and circulates around back behind the parking lot going towards #10. Of course, there are much smaller heads than the big markers that we use on the golf course that show the water at 75 feet.

Mr. Dale: Right.

Mr. Melloh: But that is one of the areas where if the price is too high and we want to cut, that would be one of the places we can cut. Right now, we can't water. We have to turn the irrigation main. There are no electronics. There is whole big nest there, but we can continue to do the same thing that we have been doing. I think our drive with St. Augustine grass and Oak trees looks really good.

Mr. Colasinski: It's hard to grow grass under those trees.

Mr. Melloh: It is. So, you just want to say, *"If it comes in and looks really good, it would be nice to have an automatic system."* We can discuss eliminating that portion.

Mr. Colasinski: The other thing was, I see where we are actually going to be watering the driving range.

Mr. Melloh: It's watered down.

Mr. Colasinski: Okay. It's interesting because you go to some places, although it's a different scenario, but in Arizona, there are dry range areas. I'm not advocating that here.

Mr. Melloh: Thank you.

Mr. Colasinski: I'm not advocating, but I am trying to understand if it's really worth having. We will take a look when we pull this together.

Mr. Showe: This is the opposite of buying a car. In this case, we are telling you that we want the top of the line, but they are going to price us every option that's in this. If we want to remove power windows, we can. It's the same kind of scenario. So, they built it so you guys have maximum flexibility when the pricing comes in. The bids will come in and you select a vendor. Then you enter into contract negotiations with that vendor. So, you say, *"Okay, we like*

your bid, but we want this gone, this gone and this gone.” We have a price and then it rolls right into the contract the way you designed it based on their bid.

Mr. Colasinski: One of the things that we are trying to do in getting this out there was also to try to keep it open to multiple vendors in an effort to get costs. Tim, how did it work with the Aqua Turf? Did Dewberry contact Aqua Turf or did we go straight to Aqua Turf?

Mr. Melloh: He hired Aqua Turf for the design. There are other factors in there. They will come out and work with the contractors and he will lay out the heads. One of the things that is very important is if the heads are 75'x75', you want the heads spaced 75 feet so it's going from head-to-head.

Mr. Colasinski: Right, because there is overlap.

Mr. Melloh: What's happened on our golf course is when they went to do it, they value engineered a lot of that and spread the heads out. Now what they do is they go from the edge of the pattern to the edge of the pattern. That's why in the summertime, when there is a drought, we can't put enough water on the golf course because the heads aren't spaced properly. Then it becomes brown and terrible looking and we are just belching all of the water we can. Again, he is an Irrigation Designer.

Mr. Showe: Specifically for golf courses.

Mr. Colasinski: It looked fairly comprehensive. Probably more comprehensive than we need.

Mr. Melloh: Scott and I talked about it. Areas with herringbone design use HDPE piping instead of a 20-foot section of PVC pipe. It is going to last the CDD for 30 years. HDPE piping will last 50 years.

Mr. Colasinski: The only thing you typically run into is whether the heads are still available in 30 years because they change over time. The other thing was it is very clear to tell where the Dewberry portion of this proposal is and Aqua Turf. There is some overlapping in their redundancies between the two sections as far as what is being stated. I would like to see if we could potentially clean it up so that it's simpler for a contractor to review. Because it's 200 pages, it's fairly substantial in size. The other thing was, when we talk about getting irrigation to potential contractors, there is a stipulation for the contract having two projects of full 18-hole golf courses in the last two years. Doesn't that constrain our possibility as far as the number of people that can do the work for us?

Mr. Melloh: Yes. I see what you are saying. You want to get qualified people.

Mr. Showe: We have a similar comment from another Board Member. We took it to the engineer and he went to Aqua Turf. His recommendation is because there is a lot of specialization with this type of work, they are going to be doing this while the golf course is open so you need someone who understands golf, understands the impact that they are going to have on play while they are working and understand the industry.

Mr. Colasinski: What I'm getting at is there may be a significant difference in price so that might be criteria that we use when we receive the proposals. That might be something we want to say, *"Okay, how much have you had?"* I wouldn't necessarily want to consider it as a qualifier, but I would want to consider it as a discriminator when it comes to making a selection.

Mr. Showe: The only challenge that we have to look at is depending on how you word that statement, there was a suggestion that we use maybe the preference given. The problem when you enter into that is that the Board is going to be ranking all of these bids, so you need to also consider that if you get 20 bids, even from folks who may not have the qualifications to do it, you are going to have to go through each one of those and at least look at them and rank them. Now your engineer is going to do the same. Their scope is for them to look at all of the bids and give you a recommendation based on your criteria. The more proposers you open it up to, that is good for our pricing option, but that's more volume that you are going to have to consume. It could be people that you may not necessarily want out there. That is the plus and minus of it. I think the guy from Aqua Turf said he already has six vendors that would be willing to bid this project.

Mr. Dale: That was actually a concern for me. I understand what he is saying. Forget about all of the nitpicking that I did on my questions. They did a good job of answering most of them. I didn't like the way that he answered the core issue. He said, *"I know six people that are going to bid on this project."* That is my problem. You guys saw my email and my comment about the bulkhead. We were 100% over budget with the bulkheads and they cost the District a lot of money. I saw Dewberry's reasoning and rationale, but I still hold them accountable on that. The core of what I want to see when we get these bids, is if we have one or two bids at the end stage of the bidding process, my vote is going to be not to proceed, because that is not enough to have enough competition. That tells me there is something wrong with the project and the bidding process and so on. His comment, *"I know six people that are going to bid on this*

project,” scared me. I hope that is the minimum we are talking about. What I want to see is some proactive calling of different contractors. I don’t know anybody in the irrigation business.

Mr. Melloh: It is golf course irrigation. Then you couple that with being able to install a two-wire system.

Mr. Dale: Right.

Mr. Melloh: Because there are a lot of electronics that they have to hook up to the ground.

Mr. Dale: I want people bidding on this that he doesn’t know. So, let’s open the phone book.

Mr. Showe: Part of what happened, even with the bulkhead project, is when we get to the point where the Board said they are going to move forward. We know that it is going to be advertised in the newspaper, for example, on March 15th. You need to have that ready about two weeks in advance anyway. Tim and I are already looking online for every vendor we can find and are already reaching out to them saying, *“Hey, by the way this is coming up, we know it’s coming up, are you interested?”* We did that with the bulkheads. I personally found seven different vendors. I think 11 picked up a bid package.

Mr. Melloh: Twelve picked up a package. Three of them showed up to the pre-bid conference. At that point, Lanier, was the only ones that put the bid in. When they submitted the bid, they had no idea that the other two weren’t going to put in a bid. So, they are still sharpening their pencils and trying to get the job. They said, *“We are going to be the only ones putting in a bid so we are just going to jack everything up,”* because they would never have known who wasn’t going to put in a bid. Now, it was kind of discerning that you had 12 people pick up a package online and only three of them showed up for the pre-bid conference. I saw that at FSU because there is so much red tape that you need to get through governmental-wise. A lot of them just don’t want to do that. They just want to come in and say, *“We can do this for you for \$1 million,”* and the next thing you know it is \$1.5 million because of change orders. So, a lot of these guys prefer not to work with the contract, but they will pick up a bid package and kick it around. I wish there were more people at the pre-bid conference.

Mr. McCarthy: Tim, there was over engineering on the proposal that went out to the contractors? Was it too complicated for them?

Mr. Melloh: After the fact, you can see that the bulkheads were beautiful. We get comments every single day about the bulkheads looking great. Understand that we did this as quick as we could because it was a safety issue. If people were standing on those bulkheads, they would collapse and the people would fall into the water and maybe crack their head on the way down. This is the same way. When we came up with the result bond, Steve referenced something that Mr. Bob Walker did in 2015 with the Master Plan. In that Master Plan, he said that the bulkhead replacement should be about \$190 per linear foot and we have 1,000 linear feet or \$380,000. We had two contractors that we invited to come by and look at the project and they gave us a quote. I have them in my office to sub \$300,000. So, we felt confident that we could get this done for the \$380,000 we put into the bond proposal for the inlets. To answer your question, Paul, it was a very sophisticated design because you have to build a wall out from the current wall. You couldn't destroy the existing green. We probably could've saved a ton of money if we were rebuilding the greens at the same time. Because then the guys could drive tractors across the greens, but they had to do everything from trying to stay as close to the edge as they can. They definitely kept off of the greens. Then of course you have to backfill it with a dredge boat. It's one of those things that at the end of the project, I can see where they spent \$700,000 out there. Did you see the poles in the water?

Mr. Dale: I saw the materials.

Mr. Showe: I think in large part, if it was not a safety concern, had it not been such a safety issue with those bulkheads, I believe we probably would've done the same thing you just suggested with the irrigation. If we don't get enough bids, we are going to pull it. You cancel all of the bids and bring it to a process to make it more conducive to everyone.

Mr. Dale: Just for the audience's benefit, we are talking about a \$2 million project. That is why it is such a big deal right now.

Mr. Showe: It's also 200 pages too. If the county bids out a \$2 million roadway project, I venture to guess that you would be looking at the same of contract.

Mr. Bedwell: Do you think you are going to get more than two or three bids?

Mr. Melloh: I think we will. First of all, it's a \$2 million project. This is not chump change for these irrigation guys. Second of all, if they don't put it in the bid, that means they already have something scheduled, but again, if you have tighter restrictions on what we are asking for and we only get one bid in, I say cancel the bid and then loosen it up. If we can get

three or four bids in from people that are highly qualified and have done the two projects, I think we would be better off. What scares me is getting somebody that has never done much of this before.

Mr. Dale: I understand.

Mr. Showe: Part of the process with this is there is a mandatory pre-bid conference about a week or two after the bids go out. Again, there are things you can do to increase the timeframe. The 30 days is a minimum. If this Board says, "*We want to give them more time to work on a bid,*" you can do 60 days. You have the flexibility to go longer, but there is a pre-bid conference. At that pre-bid conference, you are required to attend if you submit a bid. What happens is the vendors come out. I think we had three for the bulkheads, but they are going to go out on the golf course and look at everything. Then they are going to come back into the room and that's when the vendors can ask, "*Hey, I see this clause in the contract, I don't think that's fair.*" They also issued addendums to the bids so you can make a change to it. You are not locked into that bid document if there is something that really doesn't make sense to these vendors. I'm not pushing you to decide tonight. I just want to give you some comfort that you have a lot of flexibility.

Mr. Dale: Right. As I mentioned earlier, time is money.

Mr. Melloh: I would love to see this \$2 million project come in at \$1 million to save some money, maybe a little less. It's just kind of like the marketplace. It's how busy these guys are. Unfortunately, you have a lot of golf courses now that are experiencing a windfall, if you will, that are now doing some of these projects that they would probably put on hold for a while. Our new Superintendent told me that the City of Melbourne is looking at putting in some irrigation at one or two of those golf courses.

Mr. Dale: The one on Hibiscus?

Mr. Melloh: Yes. Anyway, again, you want to make sure that they have openings and stuff like that. We will see.

Mr. Dale: I'm going to ask the Mayor that question.

Mr. Melloh: FSU will cancel a contract if they don't like what they have. They will have four people put in a bid. I sat in a lot of parking garage bids and they would get four prices in and said, "*We are canceling the bid because we don't like any of the prices.*" Then they start over again and these guys go back to sharpening their pencils.

Mr. Dale: From a personal perspective, I shared my concerns and I think you guys understand where I'm coming from.

Mr. Melloh: Absolutely.

Mr. Colasinski: I will send out comments to you and Jason and you can circulate them to everyone else.

Mr. Showe: I guess process-wise, it's up to the Board on what you want to do. Would you rather send those comments out and let the engineer handle them?

Mr. Colasinski: I would rather send them out and get some response. We had two days to look at them.

Mr. Showe: I understand.

Mr. Colasinski: I'm not going to sit there and keep it for two months either. So, I understand the desire to move it along and I understand the need for replacing it as well. I think that's fundamental.

Mr. Showe: Unlike the bulkheads, I don't think there's a safety concern here. I think we have some ability to exercise a little bit of prudence.

Mr. Melloh: I think I mentioned at the last meeting that ultimately you would want to start on May 15th so they are done by October 15th, but with the bulkheads, which they just finished up about the middle of February, we never had to reduce our prices, even though we were on some temporary greens. We were only on one temporary green when this was going on, but we never had to reduce our prices. We never had anybody complain or anything like that so I feel a lot more comfortable if this project does happen to go into next February and March. I don't think anybody is going to have a problem with it. We will just do one temporary green and I don't think anybody is going to have a problem with it. They will see progress. I think that is what they saw with the bulkheads. I think a lot of people, even new people, saw progress. I think we were surprised at how long it took to get all of that done. We had to get it done that way, but with the irrigation system, I'm fine that we have a late start, like in August and finish it up in March or something like that. I think we will be fine.

Mr. McCarthy: I'm surprised we didn't get any complaints.

Mr. Melloh: I ask Chris every day, especially in the beginning, if anyone complained. I kept looking at the numbers and people weren't shying away. We had really great numbers. There were some days that we were on two temporary greens. The logistics of how it was

working was they had to move from one to the other. There was a day or so where we had to be on two temporary greens.

Mr. McCarthy: The numbers of the revenue held up. That's a good sign.

Mr. Melloh: I don't have a problem with us having to go into our busy season with a little bit of construction going on. Have you played the golf course in Oceanside in Daytona?

Mr. Colasinski: I haven't played it, but I know where it's located.

Mr. Melloh: Scott and I looked at both the Rainbird and Toro systems. Bayhill is putting in the IC system from Rainbird. We looked at that one out there. They actually did the whole project in the wintertime. Of course, that's a private country club.

Mr. Colasinski: The Toro system seemed to have a lot more electronic hardware as well than the Rainbird. That is just my observation in looking at it.

Mr. Dale: We are running long here, gentleman.

Mr. Showe: We will take any comments and we will just keep on reviewing and refining that for you guys.

H. Discussion of District Engineer – Requested by Supervisor Dale - ADDED

Mr. Showe: We touched on it as part of that irrigation document. I didn't know if there was any other discussion.

Mr. Colasinski: The point I'm trying to make is I'm trying to get an understanding of what we can do to improve things. What I'm referring to is we requested a letter for the bulkhead project. We want to get an understanding of why this would go over so much. That's all we wanted to understand. Why? It's not uncommon. Well, we received a memo, but then we also received a bill for \$150 for writing a one-page memo. I don't really believe that is a good business practice when you have a project that is not highly successful financially and then to rub it in a little more by charging us \$150 for a one-page memo. I've been doing that type of work for over 20 years and that is highly irregular. So, I'm trying to understand how we can improve that relationship with Dewberry if we want to work with them again. I would like to get an understanding from them about that, to the Board and not just to me. Because that was a fairly significant overage. In some cases, you can actually sue people for being that far over with the initial estimate. We are past that, but we want to have a better business relationship with them

and I would like to understand how they can do that. Because to me that was a little bit of salt in the wound for a one-page memo for something that was a disaster financially.

Mr. McCarthy: Jason, what do we pay them?

Mr. Showe: You pay them an hourly fee. That is what the \$150 was. It was for a requested memo from the Board. That's why that happened.

Mr. Dale: That's something they should've comped. I do that in my business all the time.

Mr. McCarthy: What was the entire amount that we paid Dewberry?

Mr. Showe: Let me find it. They are the contracted District Engineer for the CDD.

Mr. Dale: Right, but is that a firm that GMS uses for multiple CDDs or are they just one that we already had an existing relationship with? I don't know the history on that.

Mr. Showe: They are a District staff member so they have a separate contract. They are directly hired by the Board.

Mr. Dale: Okay.

Mr. Showe: They have been here just as long as we have.

Mr. Dale: Do you have relationships with other District Engineers?

Mr. Showe: Yes, we do. We have relationships with several. Pricing-wise they are probably right in the middle.

Mr. Bedwell: So, this is like a law firm. If you call them, they are going to charge you.

Mr. Dale: Not really. It's a silly example, but I had a lady that was upset that I work with closely on a fee basis in my business. She was upset that I had kept her cash for a while. Absolutely it was the best thing for her and she actually made out as a result because the market wound up going down, but rather than have an argument with her, since it was for a period of a month or two, I just refunded her fees for that period of time. She was exceptionally happy and I got a lifetime client out of that.

Mr. Bedwell: We have an invoice that we are trying to approve for Dewberry Engineer of \$6,095.

Mr. Showe: That one is out of the bond.

Mr. Bedwell: I have no problem with that one.

Mr. Dale: It's for the bulkhead work.

Mr. Showe: Yes.

Mr. McCarthy: Jason, when you have a chance, email the Board.

Mr. Colasinski: Stop interrupting him so he can get Paul's answer.

Mr. Showe: It's going to take some research. I don't have that specific contract in front of me.

Mr. McCarthy: I don't expect you to have it now.

Mr. Showe: The bulkheads were approximately \$695,000 so I think their contract for the bulkhead management was around \$25,000. I'm still tracking that down. Tim and I are really diligent about trying not to utilize them unless it was specifically requested by the Board, but we typically don't use them. We try to govern that for the Board.

Mr. Dale: I think you said in one of your return emails that you had already passed that sentiment on to Dewberry about this.

Mr. Showe: Yes.

Mr. Dale: I think ultimately that is the only action out of everything we are talking about that can be taken here. With that being said, can you get us the numbers that Paul is talking about?

Mr. Showe: Yes.

Mr. Dale: Let's move on from there.

Mr. Showe: We will be incredibly diligent in terms of using them for anything that is not bond or project related.

Mr. Dale: That is especially the way I feel about the law firm.

Mr. Showe: That will lead into some of the comments we have on the action items. We actually have been utilizing our insurance company that provides the District insurance, because they can provide me a lot of the same comments that your legal team would do without any fee.

Mr. Dale: For \$500 an hour.

Mr. Showe: Yes, we've been doing that.

SIXTH ORDER OF BUSINESS

Old Business

A. Brevard County Lake Planting Grant Update

Mr. Carnesale: That is now actually considered a Viera East Community Focus Group for the Stormwater Education Project. As I said before, we don't want to create committees of this organization because they would become part of the committee. As a result, the committee itself

would be subject to the Sunshine Laws and be able to accomplish nothing because they couldn't talk to each other. The committee members are:

- Terry Mott, Coordinator, Viera East resident and former member of the Board of Directors of the Villages of Viera East District Association
- Carlos Cuevas, Stormwater Program Outreach Coordinator, Brevard County Natural Resource Management
- Jennifer Mitchell, PhD, Office of Communications, St. Johns River Water Management District (SJRWMD)
- Bonnie Wells, Doctor of Plant Medicine, Commercial Horticulture Extension, University of Florida
- Holly Abeels, Florida Sea Grant Extension Agent, University of Florida
- Jennifer Thompson, Environmental Specialist, Brevard County Natural Resource Management Department
- Zachary Eichholz, Sustainability Program Manager and Resilience Planner, City of Cape Canaveral
- Nichols Frank Sanzone, Environmental Programs Coordinator, City of Satellite Beach
- Brendan Skip Keeley, owner of Change of Greenery, LLC
- Bill Macheras, President of VECA Board
- Cheryl Howard, Board of Directors of the Villages of Viera East District Association
- Ann Hicks, Viera East resident and member of Board of Directors of the Autobahn Society

Mr. Carnesale: I serve on the committee as the CDD representative. We are still recruiting members and expect to have at least one resident from each HOA under VECA participating in the Focus Group. We are trying to expand this out so we are a single group heading forward with a single mission that basically everybody can be on board. So that way when we are addressing things, we have the opinions from all ends and we are getting things settled before they become issues. Okay? We already developed a proposed timeframe, creating the initial draft of the Strategic Plan by March 31st. Of course, these are proposed. We plan to have an initial Strategic Plan reviewed by the science advisors by mid-April, present a draft of

the Strategic Plan to this Board in April and circulate the draft Strategic Plan throughout the community for public comment. That way we can use our automated public comment system. That would be somewhere between May and August. We also want to conduct the St. Johns River campaign with the Viera East community from May 2021 through the fall of 2021. Tying that in should help with getting grants and assist in procedures for applying to the Florida Department of Environmental Protection Grant in the fall of 2021. Upon grant approval, we would then assist in the retention pond demonstration site. The choice of that site will be done by the entire committee with approval of all the organizations that are involved; especially if the site belongs to one of those organizations. So that's where we are with that. What we are doing is putting together a lot of experts in their field as well as people that represent the areas as opposed to just the experts, because we want the opinion of the residents as well as the experts. If we don't have the opinions of the residents what winds up happening is you wind up getting all kinds of scientific information. You run that through the system and when it comes back, you have to fight with the residents over where we are going to put this, how we are going to do this, what it is going to be doing, etc. Okay. So, the whole idea of this is basically to consolidate all of that before we actually apply for a grant. So that's an update.

B. Survey Monkey

Mr. Dale: Steve, is there anything you want to add regarding Survey Monkey?

Mr. Colasinski: Yes. We have 135 people and we are ready to go if we wish to initiate any sort of survey with a group of people on any topic or any questions. We can do that.

Mr. Dale: So, if any Board Members have any Board issues or items that they would want to hear from the community on, lets coordinate with Steve through Jason if it's not at a meeting.

Mr. Showe: Correct.

Mr. Dale: We can handle it that way.

C. Farmers Market/Craft Fairs at Woodside Park

Mr. Dale: We are going to keep this item tabled until May.

D. Fire Management Budget/Fire Breaks

Mr. Dale: We are finishing up with Heron's Landing in the scrub area.

Mr. Melloh: It is done. We started to do behind the homes and down the trail. Of course, we got stopped for two days. That is the problem we have.

Mr. Dale: At the sixth hole.

Mr. Melloh: That's the problem we have constantly going through all of these fire breaks because everybody's house pad is nice and level across. You especially see it when they are able to cut the fire line. You have some low areas that will hold on to the water for a long time. Of course, we are using our second mulcher, but we still have what is called the multi-terrain loader, which they have been using for years. It is lighter weight, so we want to keep moving as much as we can, based on your request to try to get everything done as far as we can before we get into the wet season.

Mr. Dale: Just as an FYI, we are trying to hit Auburn Lakes and Osprey before the complete wet season is here. So spread that word.

Mr. Melloh: I'll have an interesting thing for you considering the equipment when I get to my report.

E. Action Items List

Mr. Showe: The first item is the dog park. I don't know if you want to give any updates, Rob.

Mr. Dale: We are in the process of getting a draft from our architect on the playground. I think I shared with everyone at the workshop that it's a lot more complicated building a hill than was first realized. You have compaction rates and all sorts of things. I heard from him via email today and he said that he is in the process of developing the schematic and architecture on that. As soon as I receive it, I'm going to our engineer and then to the county. It's starting to sound like within the next week or two, we are going to be starting on the dog park. The first thing that is going to happen is the split rail fence is going to go up in the different areas. In the dog park area where there is a chain link fence, that will be moved and set accordingly. So, we are about to start rolling. One thing that I did confirm today through the Pieloch people was what we are going to receive. They are taking care of everything in the dog parks; the pads, benches, Adirondack chairs and umbrellas. What they are going to provide for us in the natural playground are the umbrellas. We are going to have two pads in the playground. Apparently, you mentioned 4x10 for ADA, but according to our concrete guy, he said it's 5x10. I don't know

which it is, but we are going to have two 5x10 pads, four benches, a 14x14 pad that is going to have a picnic table, bench and Adirondack chairs from the Realtor Association. Thank you, Janet. That is going to be part of the donation package. They are also going to give us umbrellas. With our memorial/wish list, I think we should get that done now. At least for the benches, let's establish a price because those benches take six to eight weeks minimum to order. I confirmed that there is \$650 with tax. So, if we are going to pad that somewhat, that's up to the Board. If not, what we are looking at is we are being provided with two benches and a picnic table in the playground. We need one additional bench on the playground and seven pads.

Mr. Colasinski: Quick question.

Mr. Dale: Sure.

Mr. Colasinski: When it comes to the donations like that, they actually have to buy something, correct?

Mr. Dale: Correct.

Mr. Colasinski: With regards to the tax-exempt status?

Mr. Showe: The way that it would work is that I will bring you a final policy for the workshop. I think what Tim and I were struggling with earlier was the butterfly garden, but you can change that policy later if there's something you want to add to it. If there's an expediency issue, we will just put one together without the butterfly garden for now. We can bring that to the workshop. You can approve it at the next meeting as a policy. The way it would work is essentially they would write the check to the Viera East CDD. We would purchase that equipment using the tax-exempt bonds. So, they are going to give you a donation of \$800 to cover the benches.

Mr. Colasinski: Right. When you said taxes, I wanted to clarify.

Mr. Showe: They will cut us a check. It will be marked as a donation per the bench policy, as an example. That way it is tracked for auditing purposes and you have the policy that established it.

Mr. Dale: It sounds like all of the stuff on the Pieloch end, they ordered yesterday or today. So, I would like to buy a bench. My question to everyone is are we going to stick to the \$650? I think we need to establish a price for the benches tonight. Does the \$650 include shipping? He makes it locally. It's all engraved. Actually, I sent the contact information. He does benches, picnic tables and recycled bollards for a fraction of the price.

Mr. Showe: If the bench is \$650, what about the pad?

Mr. Dale: The pad is already in all of our equations.

Mr. Carnesale: When I looked at the proposal, we had a price for a bench. We also had a price for a bench with a pad. So, there were two separate prices in the original quote.

Mr. Dale: This was part of the discussion with the concrete guy. He's already pouring the cement.

Mr. Carnesale: We may not have as many pads as we want. We don't want to start changing the price structure because these pads are covered and the future ones are not going under the benches. So, we have to put a price on what the pad is worth or what it would cost us to do it down the road when we use up the pads we have.

Mr. Showe: You can make the change fairly quickly as a Board.

Mr. Dale: I'm doing the math.

Mr. Carnesale: Equitable pricing basically.

Mr. Showe: If there is a policy, you can make the change fairly quickly as a Board.

Mr. Carnesale: I'm just saying, a pad is going run us \$100 or not even that if a pad averages \$50.

Mr. Showe: No, it's probably close to \$400 to \$500.

Mr. Carnesale: We should have a price with and without the pad.

Mr. Colasinski: Let's see what it is.

Mr. Dale: My recommendation is we make it \$1,000. We are not going to make any money on future benches.

Mr. Carnesale: We will make money on the first five.

Mr. Dale: We will make it on the first seven.

Mr. Showe: That's fine. If there is consensus from the Board, we will set that as a policy for the next meeting.

Mr. Dale: Is everyone comfortable with approving \$1,000? I am going to place an order because we want to at least have all of the benches immediately, which means we have to order at least one bench.

There was Board consensus to order a bench.

Mr. Showe: Since there is consensus, we will bring a policy back for final approval at the next meeting.

Mr. Melloh: You have to have a pad with a bench. I don't think anyone could buy a bench without having a pad.

Mr. Dale: What Pete is saying is once the first seven are gone, we are going to have to pour more concrete.

Mr. Melloh: I see what you are saying.

Mr. Dale: We are going to have an expense.

Mr. Showe: As it's a policy, if you get to that eighth one and say, "*Oh my God, it's really \$1,200 now,*" at the next Board meeting, you can authorize more.

Mr. Dale: The first seven are estimates.

Mr. Colasinski: It's not a problem going from \$1,200 down the road. There is a very gigantic problem going from \$700 to \$1,200 as time goes on. People know that prices go up. You can increase it a little bit, but you can't double it.

Mr. Dale: Right. Jason, what else do you have on the Action Items List?

Mr. Showe: Next are the mirrors on the cart path.

Mr. Melloh: We still have a few to put in Woodside Park. We just received a shipment of mirrors.

Mr. Dale: Okay. I would like to add an item. In Osprey, I can't recall the cul-de-sac, but there is an area, a small little sliver that is CDD property on Sun Gazer Drive on the landing side, as you head north towards Clubhouse Drive. It is past the second cul-de-sac on Sun Gazer Drive. It is an area probably about 20 feet long, but everything has grown over onto the sidewalk.

Mr. Colasinski: More than halfway across the sidewalk.

Mr. Dale: So, we need the guys to run in there one day. It's not a super emergency, but we need the guys to run in there one day and clear that back.

Mr. Melloh: They are normally on top of all of that.

Mr. Dale: I drove by it this week on the west side of Sun Gazer Drive as you are heading north through the landing side towards Clubhouse Drive.

Mr. Carnesale: The easiest way to do that is probably for you and him to take a ride over there. I'll show you on the map.

Mr. Showe: Is it that little stretch between the two houses?

Mr. Dale: Yes. It's not a path. It's a sidewalk.

Mr. Showe: Is it by Ladderback Court?

Mr. Dale: Just past Ladderback Court.

Mr. Showe: By the roundabout.

Mr. Melloh: That's where it gets to be an issue because the sidewalk is not ours. We would have to hire six more people to trim what's overhanging in yards.

Mr. Dale: You can't navigate the sidewalk.

Mr. Melloh: I will send them down there, but I'm just saying that's where it gets to be an issue. There are property laws.

Mr. Showe: Typically, that would fall to whoever owns that road, which I'm guessing is a private road. Typically, the HOA would maintain that road because they would maintain the sidewalk too. Legally, it would be their responsibility.

Mr. Dale: Everything I've been told for the 25 years I'm here is you don't touch CDD property.

Mr. Melloh: We can trim something that overhangs onto CDD property all the way to CDD property. Typically, like Jason said, it's really the responsibility of who owns property. We will take care of it.

Mr. Dale: I would appreciate it.

Mr. Showe: The next item I have is one that Rob touched on, which are the bids for the payroll and insurance. We are evaluating it. It is incredibly complicated when you start looking at the rules for unemployment and workers compensation. We believe that there are some savings there. We are just trying to quantify it and are engaging our insurance company to get their opinion on it since they have a lot more experience in those types of issues than we do. I think by the workshop, we will be able to give you guys some solid information, but I don't want to give you a number right now. I'm just hesitant based on the information we received.

Mr. Dale: Is there a reason why we wouldn't want to do the Broker of Record (BOR) charge? It doesn't cost us anything. All it does it puts him as BOR so when we are eight months out, as we get towards January, he's able to start looking at the numbers.

Mr. Showe: I'm not 100% sure what all of that change entails.

Mr. Dale: It's just signing that form.

Mr. Showe: I'm okay if the Board wants to delegate authority. I would like to do a little digging on making sure there are not any other implications that I'm not aware of.

Mr. Dale: It's something that I do in my business all the time, like if a client has an annuity contact or something, even an insurance policy or something like that. It's just a broker change. It doesn't change what you are in. It doesn't change the policy, but it puts somebody that I think is going to be a lot more effective for us. He's not just an agent. He actually owns the largest agency in at least several states to include Florida. He's doing a lot of the work that he's doing for us as a favor to our School Board member. He cut his rates significantly, which is why I think we are going to be realizing some savings.

Mr. Showe: I would be comfortable if the Board wanted to delegate the ability for you to sign that, but I don't know how that works with a public agency.

Mr. Dale: It would be good waiting until the workshop, but I don't want to wait a month.

Mr. Showe: If the Board is amenable, they can delegate authority to the Chairman to execute that BOR. Let me do some more digging on that. I didn't look into that item specifically. I was trying to work on that with his proposal.

Mr. Dale: Is that something anybody would have a problem with?

Mr. Colasinski: No.

Mr. Dale: Pete, are you good?

Mr. Carnesale: I'm good.

On MOTION by Mr. Carnesale seconded by Mr. McCarthy with all in favor delegating authority to the Chairman to execute the Broker of Record for the new health insurance upon research by Mr. Carnesale was approved.

Mr. Dale: I want it on the public record that I have connection. There is nothing financial associated with it. This is because I think it's in the best interest of the District.

Mr. Showe: The other action items are the fish in Heron's Landing. We discussed that at the last meeting and Tim provided the information to the resident. I don't know if we heard back. We will discuss EmployU more at the workshop. The only other item we had is on the fountains. Tim has the potential electrical costs.

Mr. Melloh: The issue with the electricity is we met with the electrician. There is no electricity. We would have to drop a transformer in and do a directional bore underneath Murrell Road and it will cost thousands of dollars.

Mr. Dale: Wow. Is there electric on one side and not on the other, because we were talking about one on each side?

Mr. Melloh: The suggestion he has for the one on the Woodside Park side was to come off of the bathroom because there was no electricity there. I'm hoping that we have enough to run 60 amps, but he would have to trench 360 feet through the playground area.

Mr. Dale: Sixty amps for what?

Mr. Melloh: For the fountains.

Mr. Colasinski: How many fountains?

Mr. Dale: Just the one fountain under Woodside Lake.

Mr. Colasinski: Sixty amps is huge.

Mr. Carnesale: It depends on just how big of a fountain you are putting in. You can do it with a smaller fountain with a 30 amp.

Mr. Colasinski: I've done electrical engineering before. It sounds a bit high to me.

Mr. Carnesale: I'm just saying. So, you can confirm what I just said.

Mr. Colasinski: Yes. It's all about Olms Law.

Mr. Dale: So, we are talking a fairly significant cost.

Mr. Melloh: I want to do more digging. We just met with the electrical guy and this is what they came back with. There is just no place for him to tie into. Who knows what Florida Power & Light (FPL) will charge you? One time we had an issue with somebody that owns one of the parcels across from Walgreens. They thought one of the transformers we had was on their property. He said that it was a \$60,000 transformer. It wasn't our property so we didn't have to move it, but he thought it was our property.

Mr. Dale: If I'm reading it right, we are talking at least \$10,000 to run electric.

Mr. Melloh: Jason could tell us more about this, but I think the next step would be to consider solar.

Mr. Showe: They have not found, at least the phone company we looked at before, a solar option that would provide enough power to consistently run a fountain.

Mr. Colasinski: You need 60 amps.

Mr. Showe: The minimum is a 3 horsepower 230-volt fountain that could operate 24 hours per day.

Mr. Colasinski: Most homes with sprinkler systems have no more than 20-amp circuits, but they are lot smaller sections.

Mr. Dale: Let's do this. Try to get a number for Woodside Park, but if were talking major dollars, I would have trouble swallowing an expense like that. I think the fountain for Fawn Ridge for Ms. Mary Ann Ferrara, is to have electric near there.

Mr. Melloh: We don't. That's the side of the road east of Murrell.

Mr. Colasinski: He said it's east of Murrell Road.

Mr. Dale: I thought we were talking about the Woodside Park side.

Mr. Colasinski: No, the other side of the street.

Mr. Melloh: I can get a price

Mr. Showe: The trick with these is you need power at the lake bank. That's the challenge with all of these fountains. They have to put a box by the lake bank that controls the fountain.

Mr. Dale: Let's get a better price for electric, but if it's inordinately expensive. We won't do it.

Mr. Melloh: We will do that.

Mr. Dale: I know that we want it for aesthetics and aeration.

Mr. Carnesale: We are also getting comments from the people that live on that lake that don't want it.

Mr. Dale: We received comments from two households that didn't want it and two households that did want it.

Mr. Carnesale: We are getting conflicting opinions.

Mr. Dale: No, it's not conflicting. You only had two people that didn't want it and the rest was a wash. The community was good with it.

Mr. Carnesale: Okay.

Mr. Dale: Where we got this was when we knocked on doors during the campaign. So, we know that people want it. If you have an issue where only two people or two households are against it, that means the community as a whole is good with it.

Mr. Showe: The only other item I had was the POS system, which is GolfNow. We already touched on that. That's all I have.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

Mr. Melloh: The only other item I have is I have a packet from you from Palm Bay Ford. We have a F450 diesel truck from 2003. It is an 18-year-old truck and carries everything for the District. Of course, now we have heavy equipment and the truck is on its last legs. Last year, we put \$8,000 into it and \$7,000 the following year.

Mr. Dale: Did I see a proposal for \$50,000?

Mr. Melloh: We have been trying to find used ones, but what we need is 20,000 pounds of towing capacity.

Mr. Dale: Right.

Mr. Melloh: You can't find that. We looked online. We looked in Orlando. This one became available at Palm Bay Ford. We negotiated the price because initially it was \$58,000 and we received a \$4,000 trade in for what we currently have. The truth of the matter is if we do this deal, we are going to have to tow the truck down there because it won't go down the interstate. That's how bad shape it is in. We can continue to look, but this is the first one we have come across.

Mr. Colasinski: How much?

Mr. Melloh: With the trade in it is \$52,141.40

Mr. Colasinski: When I see these commercials on television, they talk about \$10,000 off. The price of trucks has gone up so much.

Mr. Carnesale: When I purchased my truck, I said, "*This is all I'm going to pay*" and I was ready to walk out if I didn't get it. I wound up getting it for the price that I was willing to pay.

Mr. Colasinski: Nice.

Mr. Carnesale: I don't see any competitive bids.

Mr. Melloh: Because there are none that meet the criteria that we need to have.

Mr. Carnesale: There could be competitive bids with other dealers for heavy duty Chevy or GMC trucks. I'm not saying it has to be used. I'm just saying that we are not looking at comparisons. Just one offer.

Mr. Melloh: That's the only one that we can find online.

Mr. Dale: They did an online search.

Mr. Melloh: We need 20,000 pounds of towing capacity. That is what we have, especially with the newer equipment; the mulcher and skid-steer.

Mr. Colasinski: Is this a used vehicle?

Mr. Melloh: This is a new one. The reason why it is this one is because it's available, we have been looking and we can't find anything comparable that's a four-way drive diesel with 20,000-pound towing capacity. We need about 17,000-pound towing capacity.

Mr. Bedwell: Will this part of the bond under equipment?

Mr. Showe: Yes. With the other equipment we are looking at later, there is \$13,000 left under "*Maintenance Equipment*," but you have contingencies.

Mr. Melloh: We have been talking about replacing this truck for the last two to three years. We actually put it into the Reserve Fund, although it hasn't been this much money. Again, Ed and I have been trying to find something that would fit. Luckily, it did take this long because I don't think we realized that we needed this much towing capacity, knowing that we were going to get the mulcher and a bigger skid-steer. Then you have to factor in the trailer. Anyway, that's where we are with that.

Mr. Showe: There is also \$25,000 in the budget this year for truck maintenance.

Mr. Dale: It would be under warranty. Thoughts?

Mr. McCarthy: Is it essential that we have this?

Mr. Melloh: Yes. We need something to tow the equipment out into the preserve, scrub jay habitat and fire lines. The truck we have now is from 2003. It's 18 years old. I can get you the actual numbers, but we put money into repairing this truck.

Mr. Bedwell: Have all Board Members done the right research in terms of buying this vehicle?

Mr. Dale: Yes.

Mr. Showe: Just to be clear, Tim and I talked about it. If you want to pay for it out of the bonds, you can. Obviously, there is a concern on Tim's side that this is going to get sold before we would go through the requisition process. So, it was our recommendation to buy it out of the Capital Reserve Fund and still go through the requisition process, but you can reimburse yourself. I think the intent would probably to do this out of bond funds, just to be clear so there is no misunderstanding.

Mr. McCarthy: We have a line item in the budget.

Mr. Dale: If our existing vehicle goes down, we are dead in the water.

Mr. Melloh: Unless you want to spend \$8,000 or \$9,000 or more to repair it again. We just don't know how much it would last. The last one was a year ago?

Mr. Showe: Right around a year ago. I remember having the conversation.

On MOTION by Mr. Bedwell seconded by Mr. Colasinski with all in favor the proposal with Palm Bay Ford for a F450 diesel truck in an amount not-to-exceed of \$50,000 was approved.

Mr. Dale: You have a new truck.

Mr. Melloh: Thank you. Again, that's another thing that will last the District 20 years.

Mr. Dale: We can use it for hayrides in October.

Mr. Showe: Once he gets the final invoice, we will do a requisition. You will likely see it at your next meeting to reimburse the Capital Projects Fund. Do you have anything else, Tim?

Mr. Melloh: I have nothing else in my report.

Mr. Colasinski: I was looking at the numbers and they look pretty solid.

Mr. Melloh: I forgot to go over the rounds and revenue. Our numbers are looking good. As a matter of fact, on Saturday, February 20th, we did \$9,528 in cart revenue. An average dollar per round of golf is \$47.40. This is cart revenue and it doesn't include merchandise sales. We never did anything in the \$9,000 range, let alone \$9,500. That kind of gives you an excitement of the fact that people along our golf course are coming to play. On Sunday, we did \$8,800. So, we had a really good weekend. Although we won't budget exactly, I think maybe \$150,000 is what we will end up with and our budget was \$167,000. Last year, we made \$173,000 in sales, but we had no rain days. It was a completely clean month, but then March came with the Coronavirus. This time of year, it always seems like you get one clean day and then a couple of days of rain. Next month, you hope it is clean as it can be. That's all I have. Thank you.

B. District Manager's Report

i. Consideration of Requisitions #25 - 31

Mr. Showe: We have Requisitions from the Bond Funds, Requisitions #25 through #31. We added two that we received at the last minute. Instead of waiting a month, we wanted to get it amended. Requisition #25 is for the proposal for the sidewalk installation at Woodside Park for D. Bell General Contracting. Requisition #26 was a reimbursement to the Viera East CDD in the

amount of \$1,620 to pay the playground vendor. Tim paid the vendor and this is a reimbursement for that. Requisition #27 is to Ring Power for the terrain loader and front-end loader for the fire line maintenance. Requisition #28 is with Dewberry Engineers for their work on the irrigation proposals. Requisition #29 are the two payouts to Landirr for their work on the bulkheads. There is still the retainer left to pay, so they are going through the final checklist items.

Mr. Dale: Make sure that has nothing to do with the recent slip up. That was all covered under warranty, right?

Mr. Melloh: Yes. There was no cost for the 30-foot section.

Mr. Showe: The last requisition is to Play More for the initial playground work, which was \$7,600. We can take any questions on those individually or a motion to approve Requisitions #25 through #31.

On MOTION by Mr. McCarthy seconded by Mr. Carnesale with all in favor Requisitions #25 through #31 were approved.

Mr. Dale: Tim, we also have that other quote from Dave Bell for repairs on the sidewalk. That wasn't in the \$20,000. That was an extra \$6,000.

Mr. Showe: I must have just missed that.

Mr. Dale: The extra one that I'm talking about the trail along Woodside Park.

Mr. Melloh: I know.

Mr. Dale: We had at least three 10-foot sections that completely buckled. They are actually a tripping hazard. He was going to take all of that out.

Mr. Showe: The \$20,000 is in there. Not the \$6,000.

Mr. Dale: The repair isn't in there.

Mr. Showe: We will get it taken care of and we can do another requisition.

Mr. Dale: We can add that to this list and make this part of this vote.

Mr. Showe: If you want to make that Requisition #32, we can add that now.

Mr. Dale: Yes. I would like to.

Mr. Showe: We just need a separate motion.

On MOTION by Mr. Dale seconded by Mr. McCarthy with all in favor Requisitions #32 was approved.

Mr. Melloh: I will make sure that Jason has that.

Mr. Dale: What those improvements are going to do, that park is going to pay for itself.

Mr. Melloh: Yes. It is going to be spectacular.

Mr. Dale: When we are able to start up with the Farmer's Market, it's going to be a cash cow.

Mr. Melloh: Once we get the irrigation system working, next year for the main field, we can spread rye grass out there and make it bright green like you see on #14. We can make it shine like a Superbowl football field. Make it look nice. When the guys go down there on Thursdays, it will stripe up some.

Mr. Carnesale: It will be great when we have the irrigation and sprinkler systems in place, because that's the heart of the golf course.

Mr. Dale: We are effectively fixing everything in the District right now, which is kind of cool.

Mr. Melloh: It is. I wish there was another spot that we can build another parking lot for down there. It is going to get used so much that parking may be an issue.

Mr. Dale: I'm glad you mentioned that. Have we communicated that to the church?

Mr. Showe: I reach out to them and let them know that we are on hold. So, they are aware. I have it in my notes to follow back up as we get closer.

Mr. Dale: Beautiful.

EIGHTH ORDER OF BUSINESS

Treasurer's Report – Consideration of Financial Statements

A. Approval of Check Register

Mr. Showe: We can take any questions or comments or a motion to approve the Check Register.

On MOTION by Mr. Carnesale seconded by Mr. McCarthy with all in favor Checks #4110 through #4124 from the General Fund in the amount of \$17,344.82 and Checks #28344 through #28414 from the Golf Course Fund in the amount of \$65,065.88 for a total amount of \$82,410.70 were approved.

B. Balance Sheet and Income Statement

Mr. Showe: No action is required by the Board. All account lines are in good shape.

Mr. Bedwell: On the Golf Course P&L, under the section, "*Non-Operating Revenues/(Expenditures)*," I thought we were transferring monthly into reserves based on a certain small percent of the golf course revenue. We haven't put anything in there yet. I would like to institute monthly putting in some money. We haven't done anything year-to-date. The plan is \$31,000 for the year and I think we will exceed that.

Mr. Dale: I agree.

Mr. Bedwell: We seem to have a battle each year.

Mr. Colasinski: It is harder to make it up the longer it goes.

Mr. Dale: Like saving for retirement at 65.

Mr. Bedwell: We have nothing year-to-date.

Mr. Showe: We can catch back up on that. I know we moved it from a different account line so it's kind of all wrapped into the non-revenue side. I think they might have missed it. I will note that we are 91% collected on our assessments so we are in great shape in terms of collecting our assessments. That is the benefit of billing on the Tax Bill. That's all we have.

Mr. Bedwell: What is that percentage that we take from golf course revenues and put into the reserve? It is a small percentage.

Mr. Showe: Yes. Typically, we break what we do in the budget by 12 and just do one a month.

NINTH ORDER OF BUSINESS

Supervisor's Requests

Mr. Colasinski: I have one. There is a culvert along the trail that runs from Clubhouse Drive to Osprey, between the wooded area and the lake. That's where we have that railing. Right next to the culvert, there is a hole that is probably a foot and a half deep and maybe 18 inches

wide. I can send you the picture on how you can locate that. It may be more than what we can see. There may be some other things that we need to do to fill in around it.

Mr. Melloh: Going back to what's ours and not ours to maintain, a lot of the railing area is maintained by the HOA.

Mr. Dale: I don't think they maintain it.

Mr. Melloh: You don't mow it. Somebody mows it.

Mr. Colasinski: It is a safety hazard.

Mr. Melloh: I get that. There are things like that.

Mr. Colasinski: It is adjacent to the trail.

Mr. Melloh: We will go out there.

Mr. Colasinski: It's right off the trail.

Mr. Dale: Does one foot off the sidewalk belong to VECA?

Mr. Showe: Anything in question belongs to VECA.

Mr. Colasinski: The other item was the very first curve going from Clubhouse Drive that turns, a corner is broken and it's too unlevel right now. It's not something that you are going to be able to grind down. Just take a look at that to see what we can do to fix that up.

Mr. Melloh: That is going to be one of those things where you have to bring in someone like David and have him bring in his Georgia buggy to bring the concrete back there. I know exactly where you are talking about. It's just before the railing. It's something to jot down on a list, but for someone to come in and repair a 4x4 section of the concrete is hard to get them to come out and do that.

Mr. Colasinski: Any safety issues, unfortunately we have to address.

Mr. Melloh: I understand.

Mr. Colasinski: It is not easy to do.

Mr. Dale: Maybe if we threw in a Carrabba's dinner, we could ask him to fix that one while he is out doing the other ones.

Mr. Melloh: Either side you go from, it is going to be a couple of hundred feet in there. He said he was getting a Georgia buggy.

Mr. Dale: When we are talking to him about the other stuff ask him. I think he would strike us a deal for a small section like that. I know it's out of the way.

Mr. Melloh: It must've gotten worse since the last time I have seen it, Steve. What we will do, as we are looking at the hole, we will bring some orange reflective paint and paint that area so if someone sees it, they have a better chance of seeing it. Then it shows that it is going to be marked for repair.

Mr. Colasinski: Thank you.

Mr. Melloh: Sure.

Mr. Dale: Anyone else? I have a couple of issues. We talked about Florida Today in the past and how we are going to start doing our legal advertising through The Viera Voice, potentially or a less expensive carrier. I noticed in the Check Register, we had a check for Florida Today.

Mr. Carnesale: That was actually the change to the meeting dates.

Mr. Showe: Yes. They are so slow on their invoices.

Mr. Dale: I understand. So, we are good on that one, then.

Mr. Showe: I will remind staff, internally.

Mr. Dale: Are we repairing residents golf carts out of the cart barn? If not, why not? That seems to be a little side business.

Mr. Melloh: We need to have someone that is qualified.

Mr. Colasinski: The spectrum of golf carts is huge.

Mr. Melloh: They are not working for minimum wage. In September or October, we had a golf cart repair day through Golf Carts Unlimited.

Mr. Dale: That's kind of where I'm going with it.

Mr. Melloh: We had Robbie with Golf Carts Unlimited to come in and repair golf carts. They get 10% of whatever repairs are made.

Mr. Dale: I'm just planting that seed. If we start doing it, we have a marketer in the back. We would be able to make that well known to the entire CDD. Maybe we can make a little cash off of a corner of the workshop. Otherwise, we are not making anything off of it.

Mr. Melloh: He brings in his big truck and sets up in the corner of the parking lot so it doesn't interfere with us pulling in and out golf carts for the day.

Mr. Dale: That's even better.

Mr. Melloh: It worked out pretty well and it is about time for us to do that again. I think we talked about doing it every six months.

Mr. Dale: Start doing it on a regular basis so people know when it's going to happen.

Mr. Melloh: Right.

Mr. Dale: Then we have that available. We are charging \$79 for annual memberships. I think we need to increase it. We need to have two rates; a rate for non-CDD members and one for CDD members. I think we should be talking somewhere in the neighborhood of \$129 for non-CDD members and \$119 for CDD members. I'm throwing that out there for discussion.

Mr. Melloh: You are talking about the associate memberships.

Mr. Dale: Yes. I don't think we are charging enough at \$79. Even a \$20 increase based on the number of memberships would bring us an extra \$16,000 in revenue, which is another piece of the puzzle that we are talking about to get us to that \$100,000.

Mr. Carnesale: We are talking about too big of a jump at one time. I suggest going from \$79 to \$99. The non-CDD members is not a big deal because they would pay that if not more for an associate membership elsewhere.

Mr. Dale: So, you are saying a little more than \$99 for the non-CDD members.

Mr. Carnesale: Yes.

Mr. Melloh: Let's be clear on how that program works.

Mr. Carnesale: You can't jump your numbers by 50% and expect not to have an outcry. I'm willing to raise rates, but even a \$20 increase from \$79 is a 30% increase.

Mr. Dale: It's more about are they getting value for what they are getting? What they are getting is a free round of golf, which is a \$40 value, reasonably.

Mr. Melloh: Right.

Mr. Dale: Then they are getting 20% off. If you are getting 20%, a CDD member gets 10% off a round.

Mr. Melloh: Twenty-five percent. That's why I said no CDD members get the associate membership. Where we are sitting right now with the \$79, we have 520 associate members. So, all of those people are from beyond the bounds of the CDD. It's one of those things where price is such a sensitive situation.

Mr. Colasinski: We also have a hot market rate now too.

Mr. Melloh: I understand what you are saying.

Mr. Dale: How many of the 800 roughly memberships are not CDD members?

Mr. Colasinski: All of them.

Mr. Melloh: The 520 associate members are all non-CDD members.

Mr. Dale: Because they get a better deal. I didn't know if they were factoring in the free round

Mr. Melloh: The way I'm looking at it is someone walks in the door and gives us \$79 and we give them a free round of golf. So, we just received \$79 for that free round of golf. So, the rest of the year, he gets 20% off, but that costs us nothing. We offer the USGA handicapped service with that.

Mr. Dale: It costs us maintenance, wear and tear on vehicles and manpower to have people there.

Mr. Melloh: But they are coming in when the rate is \$65 and are paying \$40 or \$50 to play golf there. So, I'm not ever against raising the rates. I just want to make sure we don't...

Mr. Colasinski: Price ourselves out of the market.

Mr. Melloh: That's all I'm trying to say. Everyone has this type of program. Baytree has one. Duran has a Players Club and Crown Club. Most of them have one. The reason I suggested calling it an associate membership is because I wanted people to feel like they belonged there. Everyone that has it, all 520, have to drive by other golf courses to get to us. So, I think that is a pretty good indication on how well the golf courses look. I'm not saying that we can't go up on that.

Mr. Showe: I think you are locked in, without doing a rate hearing, because that \$79 was set as a rate in October. So, if you wanted to change it, that would be the way to do it. There is no range on that rate. It's a flat \$79, so you would have to go through the rulemaking process, which just requires advertising and direction from the Board. That's why you can't change quickly, because you are required as a governmental agency.

Mr. Dale: We could implement one in April and one in May.

Mr. Showe: That would give you sufficient time to hold the hearing.

Mr. Dale: We could hold it at a regular monthly meeting.

Mr. Showe: That doesn't require any special meeting. If you didn't want to do that advertising, we typically hold that hearing every year in August as part of the budget process.

Mr. Colasinski: We will get some good revenue between now and then. So, I think the advertising would probably be something to pursue.

Mr. Carnesale: I was thinking in terms of we don't want to price ourselves out of the market by going from \$79 to \$119. If you go from \$79 to \$99, you are still talking about \$20 each for 520 people.

Mr. Colasinski: Look at the market at the other places and see what they are charging. That's the criteria.

Mr. McCarthy: See what Duran is charging.

Mr. Dale: Do you know Duran is charging, Tim?

Mr. Melloh: \$60.

Mr. Dale: Which is equivalent to the \$99 rate.

Mr. Melloh: They don't even come out and say how much of a discount you actually get. They come out and give you a discount on green fees. We give them 20% off. That's why people have a known entity. I'm not trying to say no rate increase.

Mr. Dale: I understand. I don't think \$99 is excessive. I think Pete is being reasonable there.

Mr. Showe: Timing-wise, on the process, the first regular meeting you would be able to consider this at would most likely be April. It is effective the next day. You need 30 days to advertise the hearing.

Mr. Dale: I wasn't thinking of an immediate change.

Mr. Showe: Timing-wise you can't meet the 30-day requirement for the March meeting because it is only 28 days. If you were inclined to, you could make a motion to hold a rate hearing on the April 22nd meeting, which would give us sufficient time to advertise. You would still have time to discuss it. If there is any inclination to lower it, you must advertise a higher rate and then you can lower it, but when it comes time, you can't go the opposite way. You can't raise it at that hearing, but you can certainly lower it. You are basically setting the roof for what that rate could be. If you advertise \$120, then you can bring it down to \$99, if that was the inclination of the Board.

Mr. Carnesale: However, everybody is going to still see it in that advertisement. So, you could be scaring people off.

Mr. Dale: We can wind up with a bunch of people buying it at \$79 price and we get a flood of purchasers.

Mr. Showe: Tim might have a new marketing approach.

Mr. McCarthy: For the Board's information, that program was developed by Tim four years ago. Imitation is the sincerest form of envy. All of the other golf courses adopted a program similar to that.

On MOTION by Mr. Dale seconded by Mr. Carnesale with all in favor scheduling a rate hearing on April 22, 2021 to increase the associate membership to \$99 was approved.

Mr. Showe: It would be the 7:00 p.m. meeting on April 22nd. We will send the advertisements. Obviously, you can discuss it in between now and then, but that gives us plenty of time to get the proper notice in.

Mr. Dale: Hopefully, we can sell a few more in the interim. Tim, the last item is with everything we have done with GolfNow, we talked about at the last meeting or workshop, whether we should be looking at a \$5 increase. I just want you to entertain that idea. Make sure that we are priced for GolfNow in the sweet spot.

Mr. Melloh: Right.

Mr. Colasinski: Their announcement was for people to place their own price; however, if people look up Viera and it is priced too much above where everybody else is, nobody is going to choose us.

Mr. Dale: Right. We are in that high demand time and I just want to make sure that we are getting a fair dollar because the cost of cement increased. The cost of grass seed increased. The cost for fuel increased. It is called inflation.

Mr. Melloh: When you see the average dollar per round of golf for GolfNow, you have to understand that takes into account for maybe the \$50 rate in the morning and \$25 rate at 2:00 p.m.

Mr. Dale: That's why I'm not throwing out, *"Lets raise it \$5 per round."*

Mr. Melloh: I understand exactly what you are talking about. We will just make we are right in there. When people bring stuff up, it is bringing up what our rate is our time, what Duran's rate is at this time and everyone else's rate at this time. We always try to be below Duran because it's about value play. We will make sure that we do that. We look at it all the time because we are about making money. That's what I have done for 40 years. It is about making money for the golf course.

Mr. Dale: You don't have to raise revenues and I appreciate that.

Mr. Melloh: Again, I just want to keep it all balanced. We will take another look at it and see where we are at. Whereas, if somebody is online and between 10:00 a.m. and 11:00 a.m., we have 100% availability, it automatically sets the rate, but once it starts to get to a certain percentage, the rate goes up. It automatically does that.

Mr. Dale: That's what she was talking about like the airline reservation system.

Mr. Melloh: Yes. We can employ that a little better.

Mr. Dale: That's part of the reason why I liked what she had to say in their presentation.

Mr. Melloh: Chris and I talk about the fee frequently to make sure that we are operating in the right way and see what other golf courses are doing like Baytree and Turtle Creek. They don't do near the rounds of golf that we do, but when we go by there, some people are playing golf there. They are more after the inexpensive golf at Turtle Creek.

Mr. Dale: They are cheap.

Mr. Melloh: They are. This time of year, if you have the right membership, you could be playing \$19 per round of golf when everyone else is playing \$40 to \$50.

Mr. Carnesale: Look out there. This is what we had for the last hour. That is because we start at 7:00 p.m. It's not working. The reason we started at 7:00 p.m. was to build the attendance. We are starting off with the attendance, but we are losing the attendance an hour before we finish our meetings.

Mr. Colasinski: The meetings don't usually go three hours.

Mr. Carnesale: How many have not gone three hours?

Mr. Colasinski: That's what we have to work on.

Mr. Dale: That is what we have to work on. We knew that was going to happen during the first 10 months because we were enacting a pretty ambitious agenda. As time goes by, the dog park will be built and things will be more on auto-pilot. We will have less going on at the meetings.

Mr. Carnesale: In the meantime, we still have another four, five and six months when there is still going to be heavy duty play. I'm not saying we shouldn't not cover what we need to cover.

Mr. Dale: Right.

Mr. Carnesale: What I'm saying is the reasoning we used is not working currently

Mr. Dale: I think it is.

Mr. Carnesale: It is? Look at what we have out there?

Mr. Dale: What I'm more concerned with is what the audience looks like at the beginning. We had this crowd and we also have a younger crowd at several meetings that otherwise might not have been here the public commentary portion, which is the most important to them.

Mr. Colasinski: I don't expect people to stay the entire meeting, once there are items of interest have gone off of the agenda.

Mr. Dale: Right. It's the public commentary.

Mr. Carnesale: I'm not saying that we should go back to afternoons or go back to 5:00 p.m. because the average person gets out of work at 4:30 p.m. or 5:00 p.m. At the beginning when we were talking about timelines, I was in the vicinity of 6:00 p.m.

Mr. Colasinski: I work until 6:00 p.m.

Mr. Bedwell: You just need to put less items on the agenda.

Mr. Dale: That's why we are trying to limit the presentation times.

Mr. Showe: That's a discussion to have at the workshop regarding what are the key four or five things you want on the agenda for the next meeting and then everything else you can keep at the workshop until you are ready.

Mr. Bedwell: If we are not going to vote on anything like the dog park, it could just be on the workshop agenda. It doesn't have to be on this one.

Mr. Colasinski: The actionable items.

Mr. Dale: That is a good point. Is there any further discussion? Hearing none,

TENTH ORDER OF BUSINESS

Public Comment Period - All Items

Mr. Dale: Are there any audience comments?

Resident (Eric Byrd, Manchester): At last month's meeting, I read something about placing bollards on the trails. I didn't hear any reference to that. Is that still happening?

Mr. Colasinski: Yes. Tim and I met yesterday morning to determine the location for those bollards.

Resident (Eric Byrd, Manchester): Were the locations identified?

Mr. Colasinski: Yes. There have been some cutbacks on the trail in Heron's Landing before the fire break. Tim had some good recommendations about putting some posts all the way out to where the woods are. So, we won't be able to circumvent that. On the north end by Auburn Lakes where the culverts are down the trail, that's where the bollards will be. You can't get around those. There is another smaller section in Heron's Landing that we went through as well.

Resident (Eric Byrd, Manchester): Just a suggestion. I don't know if this has been discussed, but are you going to put something out to the homeowners so they are aware those are going in, because you are going to have some surprises? I am concerned about that. I've had some experience with that. So, the more information you can get out to the homeowners that these are coming, you won't have kids flying down there and wrapping themselves around the handlebars. So, it's just a suggestion in putting bollards on trails to give people a head's up.

Mr. Dale: I think we can do a couple of posts on Facebook. I understand. Actually, there were a couple of posts about the mirrors. There was a real nice post that Janet may have seen on Nextdoor that addressed it. Everybody posting about was ecstatic. They thanked the Board because it was a big safety issue. We actually saved a life that day with the mirrors.

Mr. Colasinski: The first time I looked at the mirrors going north from Heron's Landing, I saw a golf cart coming. That is the other aspect that we are going to address out there. It is one thing to see them, but another to prevent them.

Resident (Eric Byrd, Manchester): I'm totally in agreement. My concern is people don't know they are there.

Mr. Colasinski: I understand.

Mr. Dale: That is a good point.

Mr. Colasinski: Tim has a plan. I know he had some reflective tape in his office.

Mr. Melloh: Yes, we have reflective tape. Signs are painted on the ground. The bollards are the bright yellow ones. They are the exact same ones going over the bridge. We have to be able to get in there and maintain the trails so there are times when we will unlock them for our maintenance equipment to get down there.

Resident (Janet Helms, Golf Vista Boulevard): Why are they there?

Mr. Colasinski: To prevent golf carts from going down the trails.

Mr. Carnesale: If you look at the trails, they are not wide enough for a bicycle, runner, walker or a golf cart, especially going in opposite directions.

Mr. Colasinski: There are a lot of curves.

Mr. Carnesale: They always had signs saying, "*No Golf Carts.*" The bollards are just a way of enforcing the ruling that's already been there.

Mr. Melloh: The different is that those are not multi-use tasks. When you go down the other sidewalks, they are for golf carts, bicycles and pedestrians.

Mr. Dale: Will you write something up for social media and get something on Facebook?

Mr. Colasinski: Not today.

Mr. Dale: When you get home.

Resident (Mary Ann Ferraro, Fawn Ridge): Lets go back to Item E, GPS units for the golf course. Everyone uses their phone to find the range.

Mr. Dale: That's part of the plan.

Resident (Mary Ann Ferraro, Fawn Ridge): If you want to play golf, you are on a good golf course and should utilize the phone. That will save us \$8,400. The people who are so used to the GPS might take a little utilization of their phone, but I think they can bite the bullet, if they really love the golf course. I think we just need an education with technology. If somebody showed me how to use it, I would get the hang of it. Steve, I'm going to give you my card so I can get on Survey Monkey.

Mr. Colasinski: I sent you an email.

Resident (Mary Ann Ferraro, Fawn Ridge): I'm looking at donating a bench.

Mr. Dale: Thank you.

Resident (Mary Ann Ferraro, Fawn Ridge): Regarding the four-wheel drive diesel heavy duty Ford from Palm Bay for \$53,000 with a trade in that we are going to tow over there, do we have a maintenance contract with that purchase?

Mr. Melloh: There is a three-year warranty that comes with it.

Resident (Mary Ann Ferraro, Fawn Ridge): Okay. That can cut down on expenses.

Mr. Carnesale: A three-year bumper to bumper?

Mr. Dale: It has to be at least three years.

Mr. Carnesale: Sometimes you only have a 12-month bumper to bumper and then the rest is major end items. Hyundai has a 10-year warranty.

Mr. Dale: I didn't name a brand.

Resident (Mary Ann Ferraro, Fawn Ridge): This is why your meetings are three hours. It is not just one of you. Every one of you talk too much. That is what a workshop is for. I commend Rob on the golf cart repair idea and the discussion that Tim had with you about advertising if you can get the guy that comes over to do the repairs is a plus. The problem is some people are going to have to figure out how to get their golf cart over there. You need to get back to having workshops so what Pete said about moving the meeting will facilitate that. If you know that you are going to have a discussion like you did and go around and around, you need to have a game plan on voting issues. You put those on the agenda first and get them out of the way because you know how you are going to vote when you get here. There will be no discussion.

Mr. Dale: There were a few things that were up in the air tonight.

Resident (Mary Ann Ferraro, Fawn Ridge): That workshop is for you guys to get your plan together. So, you have none of this cross talk. This is getting wild. It goes on and on and on. So those are my suggestions. Thank you very much.

Resident (Janet Helms, Golf Vista Boulevard): If the workshops are as complete with details as this one was, you will come here to give your final decisions.

Mr. Dale: That is very good input. Thank you.

Mr. Showe: Are there any other audience comments? Hearing none, we need a motion to adjourn.

ELEVENTH ORDER OF BUSINESS

Adjournment

On MOTION by Mr. Colasinski seconded by Mr. Carnesale with all in favor the meeting was adjourned.


Secretary/Assistant Secretary
Chairman/Vice Chairman