

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, April 28, 2022 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
Michelle Webb	Marketing Director
Jeff Spencer	Restaurant Manager
Residents	

**FIRST ORDER OF BUSINESS**

**Roll Call**

Mr. Showe 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: We received two Request to Speak forms. As usual, we will ask that you please state your name and address for the record and please keep your comments to three minutes. First is Ms. Mary Ann Ferrara.

Resident (Mary Ann Ferraro, Fawn Ridge): Ms. Mary Ann Ferrara, 6840 Raccoon Court, Fawn Ridge, Melbourne, Florida. My comment tonight is that everything in that park, since pre-

park opening to now, has been absolutely terrific except for one of two things; the parking. When you tell people that there's parking across by the church, their comments are, "*Oh, I don't want to cross the road.*" As I sat down, I came up with what I thought. I just spoke to Michelle. Could we have signs saying, "*Caution Construction Ahead*" or "*Caution Event Ahead*"? That might help people feel more comfortable crossing if they have to over by the church. It works when you see a sign saying, "*Road Construction Ahead Caution*", and I just thought that if we put up some signs that said, "*Caution Event Ahead,*" that might be a big help. The only negative comment that I hear from the park is that the events are great, but the parking is bad.

Mr. Dale: Thanks, Mary Ann.

Mr. Showe: The next one is from Ms. Jennifer DeVries.

Resident (Jennifer De Vries, Durban Court): Ms. Jennifer DeVries, 2116 Durban Court, Rockledge, Florida. I actually have questions and I know that you can't answer them during the comment period, but if you feel so inclined during the meeting, that would be great. My first question is, a lot of us elected you because we were opposed to getting the bond, but we got the bond anyway. What I'd like to know is how much of the bond money we've spent. If we don't spend all of the money, can that money be used to pay off the bond or lower our taxes at all? That's one question relating to the bond. The second one is, there seems to be a misunderstanding among some members of the community, that the bond is increasing the revenue and the profit of the golf course. I know enough about accounting and operations to realize that the bond is debt, but I wondered if you might clear that up for some people about the difference between operating expenses and the capital investments that came from the bond and how those get accounted for separately. Question number 4 is, I've also seen some comments about the accounting and maybe we should clarify. There were some mistakes on the accounting that basically had to be cleared up and I'd like to clarify who does the accounting. Who does the bookkeeping for the CDD? I think that's it. Thank you for everything that you do. If in the normal course of business or minutes, you can answer those questions, I'd appreciate it.

Mr. Dale: Thank you. Do we have any others?

Mr. Showe: Those are the only two Request to Speak forms that I had and we can open it up for any members of the audience who'd like to provide any comments.

Mr. Colasinski: I have a question regarding the agenda. We have two residents here that had an understanding that there was going to be a discussion about midges at tonight's meeting. I

don't see it on the agenda. Were we planning on talking about that tonight? If we're not going to address it, then we can let the vendor go.

Mr. Dale: Since they took the time to come out, we'll take the time to address the status or something along those lines.

Mr. Melloh: Yeah. I was going to do that in my General Manager's Report to update the Board on the meeting we had.

Mr. Dale: I tell you what, let's close the public comments and let me go to a couple of items really quick. Mary Ann, let's talk after the meeting. What you asked was a much bigger question than you know. I assume that you're talking about during the Farmers Market, primarily.

Resident (Mary Ann Ferraro, Fawn Ridge): Every day.

Mr. Dale: The only time we have an agreement with the church is during the Farmers Market. It's really a bigger issue. I don't want to spend the next 20 minutes on that one, so I'll talk to you about it after this.

Resident (Mary Ann Ferraro, Fawn Ridge): The crossing by the church was for the event.

Mr. Dale: Tim and I were talking about that today that we're very happy to see it. It's stunning how popular that park is. I mean, literally every day, almost any time of the day, that playground is filled and the dog park is filled. It's a blessing, but holy cow, we didn't expect that. Addressing Jennifer's issues, will you please address what the bond amount left is, where you can find that information, the accounting and I'll touch on the revenue issue?

Mr. Showe: Sure. A requisition was added late, but in any agenda where there's a requisition, we include a tracking sheet. I've actually updated that tracking sheet and I'll send it out to the Board after the meeting tonight, especially since we're going to update some projects. By my accounting, with the information that we have with the requisition today, we've spent about \$2.25 million. Now they've approved \$3.8 million, which was for the irrigation project. We track it in different kinds of buckets. To your point, none of that goes into the accounting or the General Operations Funds at all. It's a separate account. It's all handled separately. This Board doesn't even actually have access to the account other than to approve expenses. There is a Trustee that holds those funds. So, they're separate, distinct and they don't go to the General Fund. GMS does the accounting, but we also require a lot of assistance from Tim's on-site staff. This is one of the most complicated Districts that we have and sometimes things just get put in

the wrong place. Tim and his staff pull documents. Our accountant from our office puts the items together and sometimes they just have to reconcile and make sure that things were in the right place. Those always happen and always get corrected. It's also good for the residents to know that, per Florida Statutes, we're audited every single year. So, there is an independent auditor that, beyond all of that, goes through the documents to make sure that we're accounting for things properly. Sometimes they create corrections too because they have a different interpretation of how things should be spent or in what categories.

Mr. Dale: I want to add an addendum to what you said, Jason. One of the things with the revenues that was brought up, I've heard comments and I've seen comments in social media that conflict the issue. I'm trying to be polite about this, but it mostly comes about when we're talking about the \$452,000 in revenues that the golf course generated this past year. I've heard the comments. The first one that I thought was amazing was, "*Oh, you didn't really make that,*" but all you have to do is look at the capital reserves and you can see where we moved \$450,000 over to capital reserves. The other part of it is, I've heard the comment that it's the bond that enabled that to happen. Well, when I hear that, that just shows me that somebody doesn't have much of an accounting background because you kind of hit the nail on the head. It's a difference between capital accounts and operational accounts. The money that we made during the year was through the operational account. Actually, it's ironic that you mentioned the \$2.2 million on the bond, other than the \$700,000 roughly on the bulkheads.

Mr. Showe: There are two major things; the bulkheads were \$720,000 approximately, and with the requisition tonight, we're going to be at about \$870,000 on the irrigation system.

Mr. Dale: For the irrigation, but that's new money we've just started spending.

Mr. Showe: Correct.

Mr. Dale: That had no impact on the profitability of the golf course last year. That was done through budget cuts and through revenue, from thorough hard work, from the Golf Course Manager and staff.

Mr. Showe: There's also some perspective and I think Tim can attest to it. Even though we're doing a new irrigation system, that doesn't mean that Tim hasn't been repairing what's out there now when those issues come up. So those repairs are still occurring.

Mr. Dale: Exactly, but that's not out of the capital account. It's out of the operational expenses of the golf course. The golf course made \$452,000 last year net revenue profit.

Mr. McCarthy: Operational profit.

Resident (Jennifer De Vries, Durban Court): Got it.

Mr. Carnasale: You also talked about the bond itself still being in existence.

Resident (Jennifer De Vries, Durban Court): Yes.

Mr. Carnasale: Okay? The thing you have to remember is that the bond we were stuck with and that was passed by the previous Board, was a much smaller bond than what they were projecting. Okay? That happened because of the challenges we were having. We had the legal challenge that Rob was part of.

Mr. Carnasale: Okay. There was another legal challenge that followed that. The second legal challenge in order to get settled, was because they wanted it settled before the election. They basically agreed for the reduction in that bond. So, yes we have a bond and we're using that bond the way it's supposed to be used for capital expenses. Okay? It's a lot smaller than what would have happened, had the other one gotten through and passed. It also means that basically, no, we will not have an increase in taxes because of it, because the bond that will expire, will be larger than the one that's going into effect.

Resident (Jennifer De Vries, Durban Court): So, we have two bonds?

Mr. Dale: I don't want to get down that road right now because the Board hasn't heard anything on that.

Mr. Showe: But I do want to bring up the last question. I'd be happy to answer it for you.

Mr. Dale: You can, but I'd strike that last word.

Mr. Showe: When the Board says, "*We're done with projects,*" any funds that remain in the project accounting, if they choose, they can redeem that against the bonds. Then whatever assessments are remaining would be reduced proportionally by that same amount. So that's an option the Board has when they're done doing all the capital projects that they choose to do.

Resident (Jennifer De Vries, Durban Court): Thank you.

Mr. Colasinski: There were some capital projects that were absolutely necessary that the bond is taking care of right now.

Mr. Showe: Given the current market. If I had to make a recommendation, you may be better hanging onto the money, cheap as it is. That's obviously an option the Board also has.

Resident (Jennifer De Vries, Durban Court): Can you use it to pay down part of our assessments?

Mr. Showe: They can't pay down your assessments. They can use it to redeem against the bonds itself. They can't pay down the General Fund. They can't move it, but they could redeem a certain amount. We would do a new methodology that proportionately gives that refund essentially back.

Resident (Jennifer De Vries, Durban Court): Okay. Thank you

Mr. Dale: There will be discussion over the next couple of years that we're going to have as we go through.

Mr. Showe: The cost for things keeps going up.

**FOURTH ORDER OF BUSINESS**

**Approval of Minutes of the March 24  
2022 Board of Supervisors Meeting**

Mr. Showe: Next are the approval of minutes from the prior meeting. Are there any corrections?

Mr. McCarthy: I have a couple of things, Jason.

Mr. Showe: Sure.

Mr. McCarthy: On Page 13, when I was interviewing Michelle, I said, *"As I mentioned a month ago, I would not support the \$30,000."* On the bottom of Page 13, where I was talking about the rounds in 2003 and 2004, which were around 66,000, *"the grades"* should be *"the greens."* Thank you.

On MOTION by Mr. McCarthy seconded by Mr. Colasinski with all in favor the Minutes of the March 24, 2022 Board of Supervisors Meeting were approved as amended.

**FIFTH ORDER OF BUSINESS**

**New Business**

**A. Consideration of Proposal with Macik Builders for Clubhouse Repairs -  
ADDED**

Mr. Dale: I had a discussion today with Joe and shared some concerns that I had with him. That is essentially the reasoning behind the new contract. For the new contract, instead of all of this Phase One and Phase Two stuff and worrying about where we're going to spend the money, I said, *"Look, 300,000 is the amount that we're able to do without doing an RFP. Where are we at, if we were to do all of the items?"* He originally shared with me that we were at \$280,000, but then there was another issue or two that I had to throw in about lighting. We now

have the final version that he fired off late this evening where we're at about \$298,000, which I think is where we're at. So, the \$298,000 as I understand it, is what I would refer to as, "*fix the broken stuff on the building.*" Steve, I don't know what you would call it?

Mr. Colasinski: I would call it external infrastructure updates.

Mr. Dale: But we're talking about roof, soffit, facial and gutters.

Mr. Colasinski: Lighting.

Mr. Dale: Lighting and all of the wood rot damage that we have on the building, which I think is fairly substantial. This almost isn't a "*nice to have.*" This is almost a "*we really need this.*"

Mr. Colasinski: Bond money is paying for this. It was one of those necessary updates.

Mr. Dale: Right. It did come under the \$300,000 for a Request for Proposal (RFP). I've said my piece on this. I'd love to hear from the Board. What are your thoughts?

Mr. Carnasale: The only thing that I got, was a couple of questions in reference to the wording that's in here, things like needing HOA approval, which we don't get involved in. Basically, this has to go through all of the lawyers anyway. So, they will have to review it and make sure that it's in conjunction with our agreements. In general, I like it. I like what has to get done. I like the work that has to be done. Just the format, basically has to change so we can get it into the format necessary for your passage. I would vote for it and give the authority to Jason to get it to the attorneys.

Mr. Showe: If I could just talk about some of that quickly, if the Board is inclined to move forward with this, I'll just make a couple of statements so it's clear for the record and for all those folks that are listening in to the meeting. Your District rules say that any contracts for construction or improvement of any building or structure follow Florida Statute Chapter 255.20. It references that if you're making a modification to a publicly owned building that's under \$300,000, it does not need to be publicly bid. So, hopefully, that will help some of those folks who may have concerns about that. The second thing is, obviously, we did send this over to the engineer, so I like to have him just take a pass at it to make sure there's nothing in here that he has concerns with before it's finally executed. Our attorneys would also draft up a front-end document that would also lay out all of the insurance provisions, warranty, etc. If the Board is inclined to move forward with it, we will also recommend that you essentially approve

Requisition #91 as well. That way, when all of those documents are finalized, we can give him the 10% he's asking for to start the project, so that we don't have to bring that back to the Board.

Mr. Dale: Let me touch on that. That was one of the big concerns that I had, which is why I reached out to him today. Because it states 10% and then as soon as the contract is executed, there's another 40%. So, basically, we will have given him 50% upfront before he steps onto the property. I addressed that with him. I believe he has that in the contract to change. The reasoning behind that is that has to buy all of the materials and he won't have to do that out of pocket.

Mr. Showe: Yeah. I think if you go to *Permitted Payment Terms*, this one is far better, I think. That was one of the things the engineer initially pointed out with the first contract, that you would be paying 50% before he even steps foot on the property. I think this layout is far more advantageous to the District.

Mr. Dale: I wanted that addressed. There was another item in the original version about us obtaining insurance. I said, "*Look, just handle that on your own if you can.*" I think that would be much simpler. We managed to get that stricken. Then I had a discussion with him about the tiles. I wanted to make sure that we were getting the top-of-the-line Owen's Shingles, not something that was mid-grade that we were going to have to replace in 10 years.

Mr. Bedwell: I don't understand the stucco. Are we covering concrete block?

Mr. Dale: No, that is where the wood fascia is right now.

Mr. Bedwell: It says, "*The entire exterior, including ceiling of breezeway and portico.*"

Mr. Dale: Right. He's doing new soffiting.

Mr. Bedwell: I understand the soffiting.

Mr. Dale: Then there is the fascia on the side and the fascia on the columns where it's rotting out. That would be repaired in the manner that he identified. I don't want to pretend to be an expert on that.

Mr. Bedwell: You're talking about stucco?

Mr. Dale: Well, the stucco over those areas, yes. But I believe there's aluminum.

Mr. Bedwell: What color is it going to be?

Mr. Dale: In terms of paint, that's not part of this process. I did ask that question. It takes stucco at least a month to cure because of the alkalinity. He said what you want to do is to let it cure and then have your painter to come in and paint it. We can paint it however we want.

Mr. Bedwell: Okay.



Mr. McCarthy: \$298,000 is a lot of taxpayer money. I would like to see us put it out to bid, maybe issue an RFP. I know nothing about this man. He may be the best current contractor in Brevard County, but you might be able to get someone to do it for \$20,000 or \$25,000 less. So, I think that's something we should think about. I wouldn't be in a hurry to just run out and spend the \$298,000. I want to get some additional prices. Previous Boards and this Board has always been very good about comparing things. We did that with the engineering. When I was the Chairman of different projects and so forth, we always did it that way. We're carte blanche. Just giving it to this man is unacceptable. His work was very good in terms of the written documentation. I read it several times. It's very well-written, very clear and very concise, but I'm uncomfortable paying someone \$298,000 without having a bid process.

Mr. Dale: I understand.

Mr. Carnasale: Now, my problem with putting it out to bid is the time lag when we're looking at a 9% or better or a double-digit inflation period. I would think that as a result, the answers that you'll get back, will be substantially higher regardless of who you get because of the fact that inflation will affect all of their businesses.

Mr. McCarthy: But we don't know that Pete. That's up in the air.

Mr. Carnasale: I'm just saying that we do know that the inflation rate is and if we postpone, we're going to pay much more for materials.

Mr. McCarthy: Peter, to your credit, you brought that up about six months ago.

Mr. Carnasale: Yes.

Mr. McCarthy: You were 100% right, but we don't know where it's going to go. It may go up or it may go down.

Mr. Carnasale: It looks like it is up and it seems to continue to go up.

Mr. McCarthy: Yeah.

Mr. Carnasale: When we look at the trajectory now. That does not mean it's not going to level off. It does not mean it might not come down.

Mr. McCarthy: We don't know the future.

Mr. Carnasale: That's an unknown, but if we historically look at the projections that are out there now, the postponement of any kind of a project right now, is going to raise the price. Unfortunately, our dollars are consistent to match what those prices are going to go up by. Steve?

Mr. Colasinski: Yeah. The builder has actually been around for quite a while. The person who runs it now, a gentleman named Mr. Joe Messick, his father actually ran the company before him and Joe has taken over the company. They have been around for over 25 years in Brevard County. They actually have an office on U.S. 1 in Rockledge. The other thing with timing that I think is important too, we're trying to get the work done in a timeframe that has less impact on the operations of the CDD, both the restaurant and the golf course. A timeframe where we have less activity is in the building and outside the building. That was one of the significant reasons for trying to go with somebody who could actually commit to the timeframe. If we go out for RFP right now, it will probably be about six weeks before we could come up with another decision. That takes us into mid-June. Then by the time we get things going, materials and so forth too, because no one else has even looked at this yet and understand what materials we need, they don't know whether or not they can get the materials also. So, we've got a commitment on this with this particular contract.

Mr. McCarthy: I wish we had done it where we opened it up to bidders in retrospect. That's easy for me to say, but I think I would've been much more comfortable doing it that way. But okay, I get what you're saying. Does anyone know this man?

Mr. Colasinski: I happen to know that in our neighborhood he has a very good reputation because he's worked on a number of homes. He's also worked on our home too. I'll be honest about that. The work that he's done was done very well and on time. In our home, for instance, he did the insulation of a natural gas generator. He also did some remodeling and subsequently painting and some electrical work as well. There are other people down the street, that had work upwards of \$250,000 in their home done by his company. The people on the street that have had it done, have all been very satisfied with the labor and the efforts. That's the part of the recommendations behind that.

Mr. McCarthy: That's a good thing.

Mr. Colasinski: It's not just me. It's also neighbors on our street that recommend him as well, that would stand behind him.

Mr. McCarthy: We're in a difficult situation.

Mr. Dale: Paul, I want to echo some of your concerns because they're very legitimate concerns. Actually, I had a lot of the same concerns at the beginning, looking at the numbers every day. You asked the question. I had no professional, no personal dealings with the man. All

I know is that he came to the Board and offered the package. What is leaning me towards voting for this, is the discussion two weeks ago, when he came and talked about replacing the roof. I have commercial property and happen to know what it costs to do a 10,000 square foot building because we're shopping that around right now. Actually, I was stunned because we have a 40,000 square foot roof. His costs were roughly, as I recall, about \$110,000 or something like that for the roof, which surprised me. I thought that was more than reasonable, but I did have some concerns. I think some of the things that Pete and Steve just brought up about timing and everything, is making me lean towards this, coupled with doing a little bit of online research, looking at Google reviews and looking at what people say about Messick Builders. That's helped me with my decision. I think he's in line. If we were to go through an RFP process, I don't think we would be looking at much different pricing. In fact, what he shared with me today is his primary motivation for doing. He isn't making a ton of money off of this and he's hoping that improvements made by Messick Builders, the signs around the clubhouse, will entice other homeowners to come to him. That's what he shared with me.

Mr. McCarthy: Okay. I appreciate that.

Mr. Dale: Yeah. Normally, I'm with you and want to go out for an RFP, but in this case, I see everything we're doing with the golf course, with the irrigation and everything. Everything is going to be a mess and I'd rather it all be a mess at once as opposed to spreading it out over a year.

Mr. McCarthy: Okay.

Mr. Dale: Is there anything else?

Mr. Carnasale: The payment terms. Basically, the 10% I have no problem with. I don't have a problem with the 35%, if that incorporates all of the materials that he needs for the entire job with the money that he gets at that point.

Mr. Showe: Well, there would just be one payment. He estimated that's what he needs to purchase the materials.

Mr. Carnasale: Yeah, but I don't want him coming back at us and saying that he needs more money because he had to pay more.

Mr. Showe: That will be laid out in the contract that the attorneys will draft.

Mr. Carnasale: I don't have a problem with this as long as it's very precisely in there that it covers all materials.

Mr. Dale: That's part of the reason why I had the discussion with him today. That was my concern.

Mr. Carnasale: Okay.

Mr. Melloh: I have a couple of things if you don't mind.

Mr. Dale: Sure. Absolutely.

Mr. Melloh: I believe that provision 0202 Demolition says, "*Personal items will be removed from the work area by others,*" I talked to Joe on the telephone today.

Mr. Dale: Okay.

Mr. Melloh: And confirmed with him that there are no expectations that we remove them out of the clubhouse into temporary quarters or anything like that and that he's very willing to work around our operation. My biggest concern that I expressed to him was that I have 80 golf carts, lots of private-owner golf carts and I got roofing nails coming off of that roof. I just don't want to be plugging tires and things like that. I told him I've been through a lot of construction, renovations and clubhouses before and I know that it's a very difficult job for them, but we need to still work around that since we have people coming in and out of the building and in and out of the restaurant. He knows that and says that he already discussed that with the subcontractor, so I felt very happy about his answer to that. The other thing I had is I just wanted to clarify, because I know you have been speaking to him in further detail, but under stucco. it includes all gables on the roof, the columns, and the perimeter of the clubhouse, but it also says that they are doing the exterior walls, all the jagged edges of the masonry brick or block that was going to be filled in. That's quite a bit of stucco. It's not just the columns and the gables, but it does say, "*Provide and install stucco finish to exterior walls and building in a three-coat system with skip trowel finish.*" In the beginning, I thought, well maybe they were going to do just the soffits and the columns, but it does say that they are doing all of that. That's good. It will give the clubhouse a different look. Then we will, as you had mentioned earlier, under separate cover, have them determine not only shingle color, but what colors we paint all of that.

Mr. Dale: Right. I just texted that question to him.

Mr. Melloh: Okay.

Mr. Showe: It also says that we get a 2% discount if we don't pay by credit card.

Mr. Colasinski: That's correct.

Mr. Dale: We will not pay by credit card.

Mr. Colasinski: That's close to a \$6,000 discount.

Mr. Showe: Absolutely.

Mr. Dale: We'll see if I hear back, if he texts back.

Mr. Colasinski: I think there's also significant electrical work being done. I know the one area outside of where the carts are parked right now, we wanted to have some illumination for the employees that are work in the restaurant. When we get into the tail end of the year, November, December, it won't be lit at night. We have some solar lights there, but it's not adequate. So, we want to have some lighting there more for security.

Mr. McCarthy: It's good to have light.

Mr. Colasinski: Yeah. That was one of the items that's also in this contract.

Mr. McCarthy: Good.

Mr. Dale: Is the work by the pro shop?

Mr. Melloh: Just the walls of the building where there's masonry block. That masonry block has a jagged edge to it.

Mr. Colasinski: Except in the area where the restaurant's storage is because of the pipes.

Mr. Dale: He's aware of that and that's perfectly understandable.

Mr. Colasinski: Sure, because you can't do that. It's impractical to do that.

Mr. Dale: Not masonry. It may be gypsum board.

Mr. Melloh: It's hardy board. Weren't you under the impression that it was the wall and everything?

Mr. Colasinski: Yes.

Mr. Melloh: When we had our walk around, we were talking about filling in that stone.

Mr. Colasinski: So, we'd have to put some board on the outside of the current block and then put stucco on that board.

Mr. Melloh: Okay.

Mr. Dale: Let's see if he comes back with something. Do we have any other business? We'll make sure that is clear in the contract when the attorneys are drafting that up. Is there any other discussion on the issue? It would be for the entire building except the restaurant storage area. Alright. I'll entertain a motion for approval.

Mr. Showe: If the Board approves it, I recommend a motion to approve staff to work with District Counsel to draft up the contract, and also for the Board to approve Requisition #91 in the

amount of the 10%. So that when that contract's executed, we can immediately have that check available for them to start the process.

Mr. Colasinski: So, it will be approved with clarification that that the check is not available till after the contract is executed.

Mr. Showe: Absolutely. It won't be provided until after the contract execution, per the agreement.

Mr. Colasinski: And the attorneys take a look at it.

On MOTION by Mr. Colasinski seconded by Mr. Carnasale with Mr. Dale, Mr. Bedwell, Mr. Colasinski and Mr. Carnasale in favor and Mr. McCarthy dissenting, authorization for staff to work with District Counsel to draft up a contract with Messick Builders for the clubhouse repairs and approving Requisition #91 in the amount of 10% of the project was approved (Motion Passed 4-1)

**B. Consideration of Proposal with Landirr for Driving Range Tee Renovation - ADDED**

Mr. Showe: Tim, do you want to go over the Landirr proposal?

Mr. Melloh: Yeah. I guess whether we want to or not, we are going to enlarge the driving range tee, laser level it and re-spring it with the tipped-up front as we discussed at a previous workshop or Board meetings.

Mr. Dale: Because of the fact the Landirr is out there right now.

Mr. Melloh: Yes. Being that he is onsite already. It is also due to the fact that if we don't do it, at a later date, we will have to redo the irrigation there. Now that they know we're going to do it, they will lay out the irrigation properly. We will be able to get rid of a lot of that, most of it, not all of the crown grass that's planted there. We would shape the area from the back where the crown grass is to the front where there are drains down the front.

Mr. Colasinski: So, we will be grading from the cart path down to the front of the range.

Mr. Melloh: Yeah, a 1% grade there.

Mr. Colasinski: Because there was that puddle problem we had before.

Mr. Melloh: When Mr. Dave Bell came out, we talked and showed him some things about where and how we want to approach moving the starter shack to alleviate some of the congestion there, maybe concrete in some of the area that has the crown grass now. So, we came

up with a couple of ideas. When you guys are out the next time, I'll show you what we're talking about.

Mr. Dale: Would you be able to give a rough estimate, if it was not approved, of what the project would cost us to do at a later date? Would you say an additional \$3,000?

Mr. Melloh: I really can't give you an honest answer on that.

Mr. Showe: Just to give some perspective, the mobilization on the irrigation project was \$52,000. So, there would be some cost of just getting them out here with the equipment at a separate time.

Mr. Dale: The reasoning for my asking that question, is this is another issue where we're not doing an RFP, but there's significant reasoning behind moving forward with the project.

Mr. Colasinski: It's the timing. The cost-saving is based on timing.

Mr. Melloh: To give you a common example of the process, as they go through, they are going to cut and fill and enlarge the actual area. Then at a later time, they will come in and laser level it. Then there's another section of time when they are going to need to lay a truckload of sod around the ring. Then they will actually sprig it. The luxury that they have is that they can do these bits and pieces as it fits into the irrigation and they can say, "*Okay, today we're going to be waiting on some valve fittings to come in.*" In other words, if they were to mobilize, they have to do all of what I just explained. It could be a crew that's going to take them 10 days to do that and then they have to house them separately.

Mr. Dale: I'd estimate it will probably be double the cost of the project from what I'm looking at, if they have to do it separately.

Mr. Showe: Just mobilization at least on the irrigation project is \$52,000, so there are probably significant savings.

Mr. Colasinski: It's still a significant portion of what it would cost.

Mr. McCarthy: Tim, if we go forward with this, I've been told that it's loaded with rats, mostly by the starters and the guys who work around there. I've never seen any rats in there. Is it true that there's abundance of rats in there?

Mr. Melloh: Well, there are probably going to be banana rats, but they are all over the golf course, inside the palmetto bushes and stuff like that. I'm sure that there are a few in there. Once in a while, I think maybe twice since we've done it, I've seen one go running across, but that's common of most places.

Mr. McCarthy: Is your plan to take those bushes out?

Mr. Melloh: Mr. Jim Muller, our Superintendent and I talked about a lot of the stuff. Jim wants to blow all of those plants out of there.

Mr. McCarthy: That's good.

Mr. Melloh: Just like we all do, we want to make it nicer.

Mr. Colasinski: I think you were actually looking at extending the range all the way back to the cart path. Right?

Mr. Melloh: Well, back to the Palm trees that are in there.

Mr. Colasinski: Alright, because those are worth keeping.

Mr. Melloh: Then, we're talking about putting concrete in around some of the Palm trees to alleviate some of the congestion there. Then we are actually going to move the starter hut down to be even with the tee. I can explain this all to you later, but they would be concreting that in and making it so when people are coming from the #9 tee back to the clubhouse and from the clubhouse back to #10 tee, there is no interference with the people going down to start. That's the number 1 goal there and I think we have a good plan for that. While I was there, we got the whole front 9 measured out as far as what we need. Mr. Dave Bell is getting us a bid on the concrete.

Mr. Colasinski: The other thing with the driving range is that it also provides a significant source of revenue for us. We made \$90,000 last year off of the driving range and I would imagine this year we'll probably make even more.

Mr. Melloh: We're heading towards \$100,000 this year. So, it's moving in the right direction.

Mr. Colasinski: There's a definite ROI on that investment, especially if we make it larger. After burger night, I saw a family out there on the driving range. There were three girls on the driving range. They liked that the range was going to open up till 7:30 p.m., but they really liked what we have out there too. They said that they would like to come out in the evening and so forth. They had their range token, so they were all set to go.

Mr. Melloh: It was very nice. I know Jeff and I spoke about this earlier, but it's not unheard of to even provide some food and beverage (F&B) service out to the driving range tee. You could occasionally have a server out there asking, *"Hey can I get you a bucket of beer or something like that and maybe some balls."* It's going to make it much nicer. The good thing is



that it will be larger and level and all of the space can be utilized. Then we use this new turf called TifTuf™. It's going to look awesome out there. If it's not already the nicest driving range in the county, it definitely will be.

Mr. Colasinski: Looking around I think it is.

Mr. Melloh: And the longest.

Mr. Colasinski: It has many attributes, actually. First of all, there's never any mats out there. Secondly, I think the width and the depth are outstanding compared to other ranges. Duran has problems with their depth on their range as far as from where you can hit in front to the back.

Mr. Dale: I do have a slight problem with it though, and I'm glad we're fixing this because I went out the other day hitting a bucket of balls, and I do believe it leans to the right a little bit. Because every time I would hit a ball, it would move to the right.

Mr. Melloh: Once it is laser level, you'll probably get a nice little draw on the ball. I'm positive that's what it is.

Mr. Colasinski: My point though is that we have a pretty good return on investment (ROI) with that driving range.

Mr. Melloh: Yeah. I got to believe that. I know we're going to talk about this at probably a different level, but in speaking to Mr. Mike Hogan, our Director of Instruction, he would be tickled to death to move his operation to the back driving range tee if there was parking back there. I know we're going to talk about that at some point in time.

Mr. Dale: Since we're on the issue.

Mr. Melloh: Okay, if you want to bring that up.

Mr. Dale: I think the only thing that's holding this off on the parking discussion is part of that right-of-way (ROW) is owned by the HOA.

Mr. Melloh: I didn't have enough time on it. I'm on the phone constantly, but I do have that as a priority to find out.

Mr. Dale: I would like to think that they'd be reasonable to work with.

Mr. Melloh: But again, the area we're talking about now is an area where we're dropping pipe off and it's being utilized. I talked to Jim, our Superintendent again, about that today and said, *"The idea is that the perfect driveway for that is going to be where we're breaking up the concrete, bringing the trucks in with the pipe anyway."* Landirr was going to prepare that so he suggested instead of fixing the sidewalk, we have three truckloads of coquina or something to lay

down back there for cars to park on. So, the only other issue was to find out from Brevard County if there's anything that they need from us.

Mr. Colasinski: We may have to get Mr. Robert Robb involved to look at.

Mr. Melloh: Well, I plan on doing that.

Mr. Colasinski: Thanks.

Mr. Melloh: Even though it's a county road, it's like a driveway.

Mr. Colasinski: There's some puddling that occurs out there in the rainy season too and it's a little low.

Mr. Melloh: We might have to drop a pipe down.

Mr. Colasinski: Yeah. Just let Rob take a look at and see if there's anything he can do.

Mr. Melloh: That is what our engineer is for. But again, because of the area being utilized for irrigation construction, I don't see us doing this until July or August or whenever they are close to the area, so we have time to work on it, but that doesn't mean I'm going to wait. I'm going to get it all situated.

Mr. Dale: What that does is it opens that back part of the driving range to everybody.

Mr. Melloh: It will be phenomenal back there. I don't know why we wouldn't do that. I don't know why it wouldn't be something that would be appealing to everybody involved. It will be exciting.

Mr. Dale: Well, we've talked a lot about it.

Mr. Melloh: Do we need to vote on that?

Mr. Showe: Yeah. The Board needs to approve that proposal.

Mr. Dale: Do you want to craft the motion, Jason?

Mr. Showe: I think we need a similar motion to have the Board approve the proposal in substantial form. That gives staff time to coordinate with District Counsel on drafting the contract.

Mr. Melloh: I just would like to say that even though it's \$77,900, to approve it in a not-to-exceed of maybe \$80,000 or \$83,000.

Mr. Colasinski: \$85,000.

Mr. Melloh: Or \$85,000. That would be great.

Mr. Colasinski: I would say a not-to-exceed of \$85,000.

Mr. Melloh: Because I don't expect that to be anything more, but sometimes you may need another couple palettes of sod or something like that.

Mr. Colasinski: We will get our money back very quickly with that.

On MOTION by Mr. Bedwell seconded by Mr. Colasinski with all in favor the Proposal with Landirr for the driving range tee renovation in an amount not-to-exceed \$85,000 was approved in substantial form.

**SIXTH ORDER OF BUSINESS**

**Old Business**

**A. Brevard County Lake Planting Grant Update**

Mr. Dale: Pete are there any updates on the lake planting?

Mr. Carnasale: Yeah. Basically, according to Mr. Carlos Cuevas, the Stormwater Program Outreach Coordinator for the Brevard County Natural Resource Management Department, his agency is expected to submit the grant application in early May. So, we finally have a projection on a date to the Florida Department of Environmental Protection (FDEP). It's for the purpose of conducting a program to educate the Viera East community on the best management practices for retention pond maintenance. The purpose of the grant is an education program, in response to several Viera East residents reaching out, due to their concern about a myriad of problems related to retention in pond maintenance such as erosion and the condition of the pond buffer zones and vegetation along the pond littoral shelves. Upon visual inspections of some of the affected areas on the Viera East ponds, we believe that the community would benefit from learning about the recommended best management practices for retention and pond maintenance. If the grant request is approved by FDEP, we have a pre-outreach survey plan on pond maintenance. A valid survey will be conducted prior to outreach and targeting. Basically, that would be done before they would be presenting it to us and to the Viera East Community Association (VECA). They would be hiring a marketing company, but they will use the same marketing company who is currently being used by Brevard's County's Lagoon Loyal Program. Since it is similar, they will be able to assist in distributing the survey and provide content and a written design. They would be able to do it more reasonably than anybody else because of the fact that they were already working on a similar project. Basically, we will be creating and conducting an educational outreach program based on the results of the outreach survey and plans to create and conduct a myriad of educational outreach programs for the Viera East

community. I'm sure that they will be communicating with our marketing director in terms of a lot of that. But they're talking about basically, using the project that we have along Suseda Park to help excess pollution from entering the ponds. We already know the Viera East CDD has funded the planting of 100 feet of littoral section of the retention ponds at Suseda Park or across Suseda Park actually. The planting demonstration site pond management recommended as part of the education program provided to Viera East residents, along with other visitors to the park, recommend different plant selections for retention pond maintenance. So, that's pretty much the status of where we are now. A lot of that is now intermingled with the Lagoon Project, mainly because of the fact that by intermingling it to some extent, we will wind up saving a lot of funds.

Mr. Colasinski: Is there a calendar date that we're looking to do something? What's the next step on this?

Mr. Carnasale: The next step is being done by Mr. Carlos Cuevas, who works for the county. He is actually submitting the request for the funding in terms of a grant request.

Mr. Colasinski: Okay. So, now when the funding has been acquired, what is the benefit to the Viera East CDD?

Mr. Carnasale: When the funding is obtained, they will provide an education process.

Mr. Colasinski: Okay.

Mr. Carnasale: It's not the planting. It's to educate the public. Our plantings basically will be used as samples, as part of that education process.

Mr. Dale: Are we able to spend that money any way we want to?

Mr. Carnasale: Not really.

Mr. Colasinski: Right.

Mr. Carnasale: Because they are talking about hiring the marketing company. So, if we're acquiring the marketing company that's part of the Indian River Lagoon, I'm sure that they are going to have a direction that they want to follow and they are going to have fees that are involved in that.

Mr. Colasinski: So, we will be the recipient of the education in the District, but the actual education will be provided by someone else based on this money?

Mr. Carnasale: Pretty much.

Mr. Colasinski: Okay.

Mr. Dale: Gentlemen, anything else?

Mr. Carnasale: That's it.

Mr. Dale: Thank you.

**B. Action Items List**

Mr. Showe: We have a quick action item. The only one, I think that we have on here, I know Tim can probably give you some better explanation, as far as the irrigation project. The materials have come on-site, right?

Mr. Melloh: Yeah. We're getting truckloads every day. They are out there. They haven't technically started the project yet because the piping is there.

Mr. Showe: They start boring next week.

Mr. Melloh: Right. They will start boring. They are actually fusing a lot of the pipe together, so you're going to see large, like 150, 250 runs of pipe, fused together. They started digging the mainline that goes in, the lateral pipe, which is the two-and-a-half-inch pipe that goes across the fairways. A truckload of that came in today. So, all of the material is starting to come on site.

Mr. Dale: Okay.

Mr. Colasinski: The equipment's been here for a couple of weeks now.

Mr. Melloh: Yes. The equipment is coming in. I think they were finishing up the job and actually, they installed the irrigation system in The Landings. I think some of the equipment they used moved over from there. So, they are going to be ready to roll.

Mr. Bedwell: Tim, which hole are they going to start on?

Mr. Melloh: They are going to start on Hole #13, which is where the pump house is. As a matter of fact, they have already dug down to get to what they call "*The Z-pipe*," which is where the big slug of water comes out and goes into the system. So, it's going to go down Holes #13, #12, #11, bore on the road between Holes #10 and #11 and go down Hole #10. Then once they get to the clubhouse area to the tee on #10, between now and then, they will figure out whether they want to go through the far end of the parking lot and close off the loop that way and go down #14 or continue down #9. So, there's a definitely a route that they are going to take but, again, I think I mentioned to you before, that the real challenge in a lot of this is keeping the current system operating. Because the larger pipe, the 10-inch pipe, is going down from the pump house down Holes #14 and #15, we have to get water all the way out to the #5 green.

Mr. Dale: It goes from pump house #5?

Mr. Colasinski: Oh, yeah. That's what's amazing about it.

Mr. Dale: That's absolutely incredible.

Mr. Melloh: So, I encourage the people to watch how they do this. Because once they put the mainline down the side of the fairway and put their heads across the fairway, we have 1,500 heads going in so there's going to be water in areas that we haven't previously had water. When they put those littorals in, there is a long, crazy-looking machine that they use to put in the pipe and the wire at the same time across the fairway. It will just be a slit, about the size of your finger that you will see. Where the head goes, they dig up an area like this and they have this machine that fuses this high-density polyethylene (HDPE) pipe together. If you look at the size of it, we've got some eight-inch or six-inch pipe out there, but the wall of that pipe is thick.

Mr. Dale: Right.

Mr. Melloh: This stuff will be in the ground for 50 to 100 years.

Mr. Dale: It's not your home PVC pipe?

Mr. Melloh: No, it's not your 20-foot section of thin wall PVC pipe. It's good stuff and everything is welded together with a funky looking machine. So, it's a very intriguing process. When they are done with Hole #13, then it's on the new system. After Hole #13 comes on board, then #12 will come on board, #11 and so on and so forth.

Mr. Bedwell: Do they do Holes #13, #12, #11, and #10 first?

Mr. Melloh: Yeah, if you just think about going backwards from that area.

Mr. Bedwell: Okay, I'm with you. In case people ask. People have been asking me and I just want to tell everybody.

Mr. Melloh: Absolutely. I have been trying to tell people myself. We all know that's what they're doing.

Mr. Carnasale: The other question that people were asking is, does that mean we're going to go to 17 holes during that period?

Mr. Melloh: Yes, absolutely.

Mr. Carnasale: Okay.

Mr. Melloh: We've already got signs ordered. They will be told before they start.

Mr. Carnasale: I don't have a problem with them. I'm just saying that question is already coming up.

Mr. Melloh: The idea of it is, they will come up to the hole and it will say, *"This hole is closed today. Please take a net par on this hole or play two balls on a similar hole."* If you get a stroke on the ball, then you get a par 3. So, that's what we mean by par or play two balls on #16, which is the other par 3. When they are on #11, they will play two balls on #14 because it's going to be the time of year where it's not going to be congested on the golf course. To be honest with you, most people are just going to go, *"Wow! I get a par, alright. I haven't parred this hole in ages,"* or something like that.

Mr. Carnasale: Since it's the slower period of time, right now, I think you're doing seven or eight minutes between holes.

Mr. Melloh: Yes. Seven and eight minutes.

Mr. Carnasale: When you're sending people out at the start. Since it's going to be less crowded, obviously, we increase that timeline, which will make it a lot smoother and not create as many backups.

Mr. Melloh: Well, how we generally do that is we artificially create that when we need to thereby put in what's called a starter time, or what have you. We'll go 7-8, 7-8, 7-8. Sometimes it's even good when somebody doesn't show up because it relieves congestion on the tee. Okay? I don't want to spread it out to nine or 10 minutes. We'll be able to control the flow. Even though we had temporary greens out there for the bulkhead project, we did that. I've done that at other places. I just find when most people see this kind of a project going on, they are more than happy to say, *"Wow, this is great. I'll skip this hole."* I would have to say that most people would just skip the hole, but we want to give them the option to do that. We also will have the Player Assistant pay extra attention to that general area, so it doesn't back up.

Mr. McCarthy: How many miles of pipe is it? Four or five miles, I would guess.

Mr. Melloh: Well, Paul, to be quite honest with you, I think it's even more than that because the main line, which is the bigger pipe, goes down from 10 to eight to six. If you were to just walk that alone, it could be four or five miles, but there is a lateral probably every 30 yards that goes across the fairway.

Mr. McCarthy: What's the diameter of that pipe?

Mr. Melloh: Two and a half inches, I believe. Now what the process is that on Monday, possibly Tuesday, Mr. Sean Hyduk with Aqua Turf who is our consultant, will come and lay four

holes out where he wants the heads. He will be out there measuring and quite possibly, we'll have to shut one hole down at that time while he's out there measuring.

Mr. Colasinski: Yeah. He's good.

Mr. Melloh: Again, we don't want what we have right now, which are heads that are too far spaced apart because the water system will not be efficient. So, he's going to come in and lay it out. You will see some stakes out that won't interfere with play. I'm so excited.

Mr. McCarthy: I think we're going to have to run two different software systems at the same time as we install the new equipment and retain the old equipment. It sounds like we'll have to run the two systems.

Mr. Melloh: Right. We will run the Rain Bird as needed. What they'll do is just take holes offline. Because, again, the difference with the two systems, every single head that's on the golf course has about, I think, two to three wires that go all the way back to these gray boxes that you see on the golf course, these utility boxes. So, everything there is wired this way, and there's just an incredible amount of wire. If you were to open up one of those gray boxes, all you would see is this nest of ROMs and wires.

Mr. Colasinski: It looks like a telecom box.

Mr. Melloh: The new system is a two-wire system where there is two-way communication between the heads. Each head has a decoder and its own descriptive coding. There's only going to be three of those little boxes on the golf course.

Mr. Colasinski: Two wire buses is what they are.

Mr. Melloh: Yeah. They all send a signal back to the computer system at the clubhouse. One of the things that's very nice about this system is that we get two high-tech weather stations that go along with it. One will be on each restroom, so we'll know rainfall by hour. It will have a dump bucket on it. We'll also know the relative humidity. These weather stations are able to calculate the evapotranspiration rate, how fast the water is evaporating, which helps you calculate how much time each head needs to come on. If we're in an area like we are now where there's a lot of evaporation it will...

Mr. Colasinski: Lower humidity.

Mr. Melloh: But if we're in an area where there's high humidity, they won't need to water as much. It's a very high-tech system.

Mr. Colasinski: It's a fabulous system when it gets in place.



Mr. Melloh: It's going to be very nice.

Mr. Colasinski: I do like that they are incrementally installing the new software system as they build it out.

Mr. Melloh: Right.

Mr. Colasinski: Because that way, you have time to check it out before you become totally dependent on it. So, it's not one big cutover. You're incrementally doing it.

Mr. Melloh: Exactly.

Mr. Colasinski: There are much less risks that way.

Mr. Melloh: Yeah.

Mr. Dale: Tim, this segues into your report.

## **SEVENTH ORDER OF BUSINESS**

### **Staff Reports**

#### **A. General Manager's Report**

Mr. Melloh: I will just go over the Woodside Park area first and then I'll talk about the midge meeting that we had. Ed and his crew did a great job of repairing the slide pit area. They filled it in and re-contoured the whole thing. They were able to lift up the wooden border. The first thing they did was take out the rubber mulch that we had there. They will save it and re-install it later. They grated everything away from that area, down towards the sidewalk. Then we got a palette of sod and just laid the sod in it.

Mr. Colasinski: It looks really nice.

Mr. Melloh: They did a very nice job there. We have the security and lighting system. Frankie is doing that job. He's got it wired up now and is just waiting for the actual lights and the security cameras to come in. We've also got a couple loads of sand on order. I talked to you guys about what we're going to do there. It's generally impossible to grow grass, but dogs love the sand. We're talking about putting more sand in there to the point where instead of mowing it, we'll probably use one of the golf course's SandPros™ and drag it around. When one of those comes off lease, we'll probably look into purchasing it so that they have a dedicated one just for the park. That will help that out tremendously. We're looking at getting more mats and stabilizing some areas on the hills. We've planted some cordgrass on the side of the hills. As that grows and matures, it will keep the dogs from cutting across and going down the mat, kind of like the cart path project. It's amazing how many people use that park. So, I think as we are able to add a little bit of sand, there won't be that big mud hole that's out there now. Because when

you look at the area, we tried to get the most shade tolerant grass we could with the Zoysia. All the Oak trees in the small dog park shade the big dog park up until probably 10:30 a.m. to 11:00 a.m. Then all the trees in the preserve shade it from the evening sometimes. It doesn't get as much direct sunlight as you would think there, which is what grass needs to grow.

Mr. Colasinski: Nobody could have predicted the popularity of the park.

Mr. Melloh: You can't predict that. The Zoysia seems to be holding up pretty well in the small dog park, but when you got eight to nine pounders running around versus 80 pounders running around, it's a little different. Those dogs love playing in that park. It is so cute to see all of that. Then you talk about the actual playground for the kids. It's amazing how many people use that playground. Now that we've got the irrigation in there, we are going to have to shut it down for at least half a day to fertilize and water it. We've ordered in a few things like some barricades and a sign saying that it's closed for maintenance or something like that. We'll get some information to Michelle prior to us doing that so we can get the information out.

Mr. Dale: Just two additional things that I want to add. You left out one of the important ones, the fire hydrant repair that Ed and Ines did. It doesn't sound like a lot. We have these great fire hydrants in the park. Unfortunately, when you get a bunch of little kids, it breaks and we don't have any way to fix it. Ed and Ines took it back to the shop, took it apart, got it fixed, took it back and it's working great. It took a lot of effort on Ed and Ines' part to be able to get that fixed.

Mr. Melloh: To be clear, Ines had nothing to do with taking it apart, but she had a lot to do with contacting the company and getting it covered under warranty and Ed did a great job. He took it down to his shop and bench tested everything.

Mr. Dale: These things are industrial strength.

Mr. Melloh: They are cast iron.

Mr. Dale: It should not break.

Mr. Melloh: Last week, we had a meeting with Mr. David Shores and some of the residents that live around Lakes 20 and 21 in regards to the midge problem there. It was me and Ed as well as Sam and Mike with ECOR and eight or nine residents. We had a really great meeting and Mr. David Shores was kind enough to host it on his pool patio. We had a very good conversation and the gist of it all was that the spraying of the lakes does not seem to be doing very much.

Mr. Colasinski: It's not consistent.

Mr. Melloh: It's not consistent. It doesn't seem to be doing anything.

Mr. Colasinski: We had some reasonable results last year. This year nothing.

Mr. Melloh: Right. We talked about a lot of different things. We met with Mr. Joe Faella, the Director of Mosquito Control for Brevard County, who handles a lot of this stuff. There have been suggestions. The people that the CDD hired, ECOR, recommended to suspend spraying of the lakes and to stock those lakes with catfish. I approved the order the next day and the catfish will be here tomorrow. If you want to go down and see how they stock a lake with catfish, they will be there somewhere between 8:30 a.m. and 10:00 a.m. tomorrow. It's funny because I was coming to get Mr. David Shores number, but then he showed up. I did invite him to come and speak during the public comment period. I didn't mean for it to be an agenda item. I was just going to cover it under my report. I think that's why they left. They knew the fish were coming tomorrow. So, we're going to see how it does. According to ECOR, we may have to and are probably going to maybe next year, have some more fish. Then we have fish in there at different ages and different levels, and of course, they will reproduce. The idea is that this will help reduce the midge population quite a bit.

Mr. Dale: With the catfish?

Mr. Melloh: Yeah, with catfish.

Mr. Dale: Do they eat the midges? I heard bass were the most productive.

Mr. Melloh: Why you can't control them like you do mosquitoes is because their larvae are at the bottom of the lake. They form into a thing called blood worm and come to the top. Then when the mosquitoes are all on the surface water, they can spray and kill them. The catfish will actually eat them off of the bottom of the lake where they can withstand more of an oxygen drop.

Mr. Colasinski: Right. They're heartier fish.

Mr. Melloh: Again, ECOR is give us the best recommendation for the catfish. So, I have that ordered and everything seems to be good. I spoke to them a little bit about the buildup of nitrogen and phosphorus in these lakes. They come basically from the everyone's yards. We talked about the 10-foot buffer zone. It's just a recommendation. There's nothing out there that says you have to do that. I asked David if they could talk to the new HOA people about the residents who are maintaining their lawns, not weeding and putting clippings into the lake. When

they weed out by the road and use blowers to blow clippings into the storm drain, I think a lot of people don't make the connection that the storm drain goes into the lake behind their house. So, then you've got all those clippings out there with phosphorus and nitrogen, which causes a buildup. We had a very good meeting.

Mr. Colasinski: Craig and David were very receptive and wanted to get engaged with their neighbors.

Mr. Melloh: Right. So, again, they were all very interested in seeing the fish go in. I told David that Mike from ECOR called me at 4:30 p.m. today and said that they were ready to roll in the morning. So, they're coming. I'm sure that David is probably telling all of the folks that the truck will be out there. I want to go down and watch them do it. I've never seen stock a lake before.

Mr. Colasinski: What's good about the solution that they're recommending is that at some point in time, maybe three years, we'll stop putting catfish in there because they will just naturally regenerate. It saves us from the recurring cost every year of putting more and more chemicals into the lake.

Mr. Melloh: Right. That's a great point.

Mr. Colasinski: Yeah. Because we've been putting chemicals in forever. With this natural solution, we should be done with those expenses in two to three years, I would imagine. Thank you for taking the time in meeting with them out there, Tim.

Mr. Melloh: Absolutely. Our pleasure. Ed and I actually enjoy doing that. A lot is just educational stuff. As I become more educated, it's great to be able to pass that along. We could not ask for a better vendor with ECOR. They do a fabulous job.

Mr. Colasinski: They're very cooperative. They come on-site.

Mr. Melloh: Yes, they're great and very knowledgeable.

Mr. Colasinski: I agree.

Mr. Melloh: The only thing I have left is the Round and Revenue Report through 27 days of April. We're standing at \$161,000 in green frees with three days left. Last year we did \$161,000 in 30 days. So, we're actually going to probably be in the \$173,000 to \$174,000 range, which is \$14,000 to \$15,000 more than we did last year. So, we're looking really good there.

- **Restaurant Report (Item 7D)**

Mr. Melloh: As far as the restaurant, I know that Jeff is on the way.

Mr. Dale: He's trying to make it. He just texted a little while ago and said that half of the restaurant was still full.

Mr. Melloh: I don't want to take his thunder, but they are doing really well. They are having another good month. They sit at \$49,000 through 27 days.

Mr. Dale: What he shared with me today was that they were at \$51,000.

Mr. Melloh: Yeah, that could be. We're going to top up at about \$55,000 for the month. I think there was one number that I may not have captured.

Mr. Dale: When you put in the POS numbers for last year, what did we do?

Mr. Melloh: Last year, we did \$22,119 for April off of the POS system.

Mr. Dale: Okay.

Mr. Melloh: The POS system is where the sales were rung up. We have no other way to know. We're at \$55,000 compared to \$22,119 from last April.

Mr. Dale: That's a huge increase.

Mr. Melloh: Yes. That's what was rung in the system last year and it's the same POS system. Well, I know for March, we did the exact same number of rounds of golf. So, you can't say, "*Well, last year we only did this many rounds of golf, so that's why sales were down.*" We had a similar amount and we didn't have COVID. I mean we had COVID, but people weren't being affected by COVID. The previous vendor was still open last year for business. Other than that, I don't know what else to say other than the fact that he's doing really well and his food is fabulous. I had the *Slap Your Mama Chicken Sandwich* for the first time yesterday and I sent him a text saying, "*Man, honestly, that's the best chicken sandwich I ever had.*" He does marinate his chicken breast and it's a real chicken breast. He told me that he has a secret marinade. I told him, "*I do not know how you get the chicken so tender and the breading so crispy.*" He has homemade pickles that are similar in nature to a bread and butter pickle and some light barbecue sauce. It's just fabulous.

Mr. Dale: That's exactly what the Florida Today food editor said.

Mr. Melloh: I was telling Jason about that earlier. I said, "*Man if you get the chance, go try that sandwich. It's just amazing.*" We have good products and I think more and more people

are beginning to discover that. I know that Michelle has some things to update along those lines as to some of the kudos that have been going his way. I won't steal her thunder.

Mr. Dale: One of the kudos I'm going to give is to the Board because it was this Board's desire to be open later hours because we thought that would add more profitability and more revenue to the restaurant. I get that he's not firing on all cylinders yet when it comes to, we're making money now, but we're making good money. We're not making a big amount given the \$55,000 in revenue, but we're doing very well, and I see no reason why that won't continue now because of the fact that he is everywhere. There was a post on 321 Eats that had well over 100 likes. I'm stealing her thunder. I do have two other questions for you. Is the dog park sprinkler system working?

Mr. Melloh: It's working now. We just needed to make some fine-tune adjustments. It is kind of the same thing with the golf course irrigation system.

Mr. Dale: Right.

Mr. Melloh: You have to turn some heads on for longer. As an example, you don't want to flood the dog park floor, but yet we need to get more water on the hills of the playground.

Mr. Dale: Right.

Mr. Melloh: So, that's why they have to get the zoning fine-tuned. I talked to Precision Irrigation that installed the system, to identify how to do that.

Mr. Dale: So, we will never have sprinklers going off at either park?

Ms. Webb: The Second Saturday of the month.

Male\_28: The second Saturday of the month, but any time after 7:00 a.m.?

Mr. Melloh: Well, never say never. There have been irrigation systems that have come on during the PGA. What I told Ed was, "*We need to identify where the kill switch is for this so you guys know where it is.*" It is right on the outside of that pump station. We will show them in case that happens. It's on a timer, but somehow the timer just gets completely out of whack for some reason. There are times when I had to talk the Assistant Golf Pro through how to shut off the main irrigation system because two or three heads would remain on. We got the Superintendent on the phone and asked them to go down here to hit a button to kill it. He had to come and reset it, but at least that allowed people to play golf. It does happen, but hopefully, it won't happen again. We only do it one day a month, so let's just cross our fingers.

Mr. Dale: I want to know where that kill switch is.

Mr. Melloh: You know where the kill switch is.

Mr. Dale: Then second issue is an email from Mr. Tim Brianci about three culverts. I don't know if the entire Board received it, but three of us did. I know we identified that it's the church's and it was their responsibility.

Mr. Showe: I'd still argue that it's on county property and the county should be taking care of it. That's what the county said.

Mr. Showe: Right. Well, I guess either way, whoever is responsible for the stormwater management, that's obviously something that's impeding to an extent. I don't want to overdramatize it, but it is an issue. Is that something we can enforce?

Mr. Showe: We can't enforce anything that's not on our property legally. Even though we control a lot of the drainage, those culverts are not part of our drainage structures.

Mr. Melloh: Its impeding anything from going into our ponds that end up going through the St. Johns River.

Mr. Colasinski: But are we dependent on those structures for drainage during storms?

Mr. Dale: It depends on which neighborhood you live in.

Mr. Colasinski: I want to know which ones we are talking about. We want a factual answer. Are we dependent upon those structures to drain water from our stormwater pond?

Mr. Showe: Our responsibilities for stormwater start when water hits our stormwater ponds.

Mr. Colasinski: Okay.

Mr. Dale: But if we get something really bad, and I don't want to overdramatize it because there is still flow through there, but they're half-collapsed.

Mr. Showe: I think to answer your question, there's nothing that would stop us as a District from sending those entities a friendly letter saying, *"Hey, we've been notified there may be some issues. Can you clean up your drains?"*

Mr. Dale: Okay.

Mr. Showe: We don't have any teeth to enforce it. We can't compel them to do it.

Mr. Colasinski: But we can request it. We are still part of the county. As residents we can still request that.

Mr. Showe: Absolutely.

Mr. Colasinski: When our ponds overflow, we're dependent on those culverts to drain. There's certain flow rate that has to go through those. Is that correct?

Mr. Showe: No. Those essentially were to get water to our ponds. Then they go from our ponds out.

Mr. Colasinski: The culverts that are damaged are the ones taking water into our ponds?

Mr. Showe: Probably to some level.

Mr. Colasinski: Okay. I'm just trying to understand the difference between those that are coming in versus going out.

Mr. Showe: Yeah.

Mr. Dale: Don't we have access to the culvert that goes under Murrell Road over to Woodside?

Mr. Melloh: Yeah. That goes from one lake to the other. It has nothing to do with the swale.

Mr. Showe: Our structures will go from lake to lake. It's the equivalent, Steve, of saying that there's a drain in the road. We don't own the road. The drain in the road might drain into our pond.

Mr. Dale: That's what I'm saying. It feeds into the lake.

Mr. Showe: Physically we don't own it until it hits the pump.

Mr. Melloh: I'll give you a perfect example. We have called to the county's attention a couple of the drainage grates that go from the swales on the side of Murrell Road. They go down these big drainage grates and into our pond. Well, those things are rusted out and they were to the point where they were very dangerous. The county came out and replaced those things, so we were just giving them a heads up in that case. That's why I was saying in the beginning that anything on the side of Murrell Road is not ours. It's owned by the county. We have no road maintenance issues at all. What did the guy from the county say about those swales or drainage grates?

Mr. Showe: The guy from the county said that even though they are on the county ROW...

Mr. Showe: Why would that belong to the individual entity?



Mr. Showe: I don't know, but we can certainly reach out. I'll show them the email from the county saying, *"We believe these are yours. Can you just take a look at them and see if you can clean them up?"*

Mr. Dale: Right.

Mr. Showe: We have no teeth. We can certainly be friendly.

Mr. Dale: I think we can go that route.

Mr. Showe: Absolutely.

Mr. Dale: Just send them a friendly letter.

Mr. Carnasale: Are they blocking water coming into our pond?

Mr. Dale: No, it's not. It's the stuff that parallels the road that fills up whenever there's a big rain and we see the water levels coming up next on the sidewalk. I've lived here for 25 or 26 years and it does seem that when we get some average rains, the water level does come up a little higher now.

Mr. Melloh: It does this job. It drains into the main arteries.

Mr. Showe: Eventually it gets from there to us.

Mr. Dale: Exactly.

Mr. Melloh: When we had the tropical storms a while back, the St. Johns River was 10 to 12 feet above the flood plan. If it's high and all of our inner canals go there, it drains at a slower rate. Sometimes when you have the bigger rains like that, it has to work its way through. Like right now, the water level is below all of these drainage structures that we have, but then there are times where you get too much rain. It's doing its job. It's not a small task, but it's one of the tasks that the edge crew does when we have a lot of rain, which is to check all of those drainage structures to make sure they are not blocked. Of course, those guys are on duty when there is an approaching storm and during the storm itself. They will get out there and try to clean them out. They know some of the areas where it could bog down. If it actually starts to block one of the drains, they have these ropes that they could throw out there to bring out the debris. It's pretty cool, but again, that's just another one of those jobs that our District maintenance crew does that a lot of people don't know about.

Mr. Colasinski: Just a quick update. You and I talked today, but can you just tell the Board where we are at with the culvert on Hole #7 on the golf course?

Mr. Melloh: Yeah. Where we are at is we had Mr. Dave Bell come out the same day we did the measurements for the cart path extensions, as I was describing earlier. He's suggesting that we probably use some of the high-density polyethylene pipe there because it will only last for so long. We discussed how we are going to have to do that in two sections so we don't have to shut down the entire hole. But it's going to be probably more of a project than I think any of us thought. When we made up the bond line item there, it was just one of the culverts that collapses. Now both of them collapsed. Dave is waiting to hear back from Rob about the design and what size pipe we need. When Mr. Dave Bell left us that day, he said that he was going to immediately contact Rob to find out where he was with the design, but since then we have found out and we've discussed that with Jim, the Superintendent. Dave said that he can work around a six-inch pipe if he has to, but even if they do go down there with the main line, it's not like it's something that we want to do right away. It's not going to hold up the irrigation system and it will take a little bit longer for them to figure out how to get this accomplished.

Mr. Dale: Okay.

Mr. Melloh: That's where we are.

Mr. Dale: Thank you.

Mr. Colasinski: I have a couple of questions. Last month, we were talking about the balance between last year and this year with regards to the golf course and the increase in revenue that we're seeing this year. But we also talked about the increase in expenses as well. Because right now we're 14.5% higher in expenses this year than last year, but we're 14% ahead on revenue. I asked you if there is something that we can do to either improve revenue or decrease expenses, because our expenses this year are projected to be about \$2.1 million and last year, we did \$1.7 million in expenses. So, I would ask you just to go back and sit with Jim and see what we can do. There are some things that we have no control over, but there may be some things that we do and there are also the operational aspects with the golf course. Is there something that we can fine tune potentially to help decrease some of the costs in that area too?

Mr. Melloh: I did talk to Jim about that.

Mr. Colasinski: Okay.

Mr. Melloh: I started a list of some of the things that are familiar. One of the things is that credit card processing fees are greater because they were doing more business on the golf course. But then we just took on a restaurant that's now doing \$50,000. So, that's increased our credit

card processing fees. This year we had to buy some new computers for the grill. We also take note that the minimum wage increased to \$10 per hour. When you're comparing year over year, yeah, there's going to be more this year, especially in the pro shop. Of course, that's increasing to \$11 this year, so we're going to have the same process. There were some one-time savings that we had last year that we're not going to be able to initially have this year. We went a few months without a superintendent and saved salaries accordingly. Plus, we were down an employee or two last year. Jim's been able to rehire those positions. The Board did approve an additional \$10,000 to augment some of the bunkers with sand, but the big thing is last year, during that two-month period of time before we hired Jim and we lost Scott, there weren't a lot of us applying the proper amount of fertilizer and chemicals.

Mr. Dale: I thought it was turf enhancement or turf nutrition.

Mr. Melloh: It was the turf nutrition program. Because of early order purchases from the previous year, we got bigger discounts. We didn't do the early order program, I guess, coming into this year. Anyway, Jim tells me when he got here, like last year, there was a lot of fertilizer and chemical in stock that he didn't have to purchase last year that he's having to purchase this year. We're getting back into the early ordering program. I've got more details coming for you on that.

Mr. Colasinski: Yeah, that's fine. As long as you're taking a look at and trying to come up with a plan, I think that's all I'm asking for.

Mr. Melloh: Last year, we didn't have the janitorial service that we have now and that's \$20,000. We also did some soil analysis on #6. I've got a side-by-side analysis that I'm doing to try to figure out including those invoices.

Mr. Colasinski: That's perfect.

Mr. Melloh: But to answer to your question, how do you respond having a 5% rate increase in February. So, we still have that going on, but to go any further than that while we're doing a 17-hole golf course and doing our renovations, it's hard to go up on the price.

Mr. Colasinski: So, we're kind of shot then as far as the fiscal year goes, as far as increasing rates.

Mr. Melloh: I'm thinking for the fiscal year.

Mr. Colasinski: That's kind of what it sounds like.

Mr. Melloh: So, when we're talking about next fiscal year, the other conversation we're having is regarding a rate hearing.

Mr. Colasinski: We have to talk a little bit more about that.

Mr. Melloh: I think what we want to look at, and this is why I need further discussion, further vision from the Board is that, like last year, we were saying, "*Wow, it would be really great if we get to \$250,000 in profit.*" Well, we almost doubled that. Because like I said, I think the year before, we did have some one-year savings and now inflation is hitting us. Fuel was the same amount of money.

Mr. Dale: Just for the minutes, where the \$250,000 comes from, is the amount that we're guesstimating we need to save on an annual basis so the golf course is self-sustaining, that we can put that into capital reserves.

Mr. Showe: If you look at one of the last pages in your financials, we do a cash flow that projects out the year. Obviously, the restaurant is one where we don't have a good handle on for the full rest of the year, but it's still projecting \$260,000.

Mr. Colasinski: Well, the interesting thing is our threshold is \$250,000 to do the bonus, but there always seems to be something in September that just torpedoes that projection and I don't know why. If you go back historically and look every year, something happens in the month of September where we are way off on what we projected. That's the big difference between employees getting a bonus versus not getting a bonus. That's important to a lot of people, especially right now, since we can't really offer a significant raise because it's a recurring cost. The bonus is really where we can derive something to give back to the employees, because they are hurting too with regards to their quality of living and what they're making. That was part of the bonus plan. I really want to see what we can do to get there.

Mr. Melloh: Again, I try to keep the bonus program as part of the deal. I have been talking to Jim about this very thing. Let's reassess where we are with our expenses and make sure that we're not spending anything purposefully, which I don't feel that we are. We did hire a new Assistant Golf Professional. So, there are things as you go down line item by line items and say, "*Why is this \$5,000 more than last year at this time?*" That's what I'm trying to do.

Mr. Colasinski: I'm not trying to get to a root cause as much as developing a plan to remediate.

Mr. Melloh: Right. Again, if we knew what the root cost was, then maybe we could back off on it.

Mr. Colasinski: Unfortunately, some of that root cost is not under our control.

Mr. Melloh: Well, that's the problem.

Mr. Colasinski: It's one of the problems.

Mr. Melloh: I think if it was a normal summer and we the irrigation system was already in, I think we would respond by telling them to do another 5% increase in revenues, but it's getting harder to do.

Mr. Colasinski: Tim, just keep going with your analysis on that and we'll see what we can do.

Mr. Melloh: Sure.

Mr. Colasinski: I'm hoping that we could truly do something of significance for all the employees that are eligible for the bonus program.

Mr. Melloh: That's definitely my plan. I know a lot of guys ask questions about it. I know that they think about that. It's going to be an important thing. I think it's a great thing that you did. Again, I would like to thank the Board for approving that and let's keep it moving forward. But like I said, at this time last year, we were thinking that \$250,000 would be great. I think one of the things that torpedoes September historically is that there have been times we've been closed half the month of September because of rain. I've seen sales down around \$55,000 to \$60,000 in sales.

Mr. Colasinski: And hurricanes.

Mr. Melloh: When you're running \$140,000 worth of expenses, that's like an \$80,000 loss right there. You're expecting a loss because it's that time of year where you expect a loss, but when a \$30,000 loss turns into an \$80,000 loss, it's because of the weather. But we had great weather last year. Again, let's just cross that when we get to it.

Mr. Colasinski: Alright.

Mr. Dale: We can pick up 10 days from the current cart path extensions that we are going to be doing.

Mr. Melloh: It's hard to say, but when you get eight inches over two days, it's hard.

Mr. Dale: I understand.

Mr. Melloh: Even with the cart path extensions, we never want to close the golf course, that's for sure. So, we'll continue to discuss it. I'll continue to develop this. There is no reasoning, but then again, we'll see what we can do to develop a plan to get more revenues in-house. That would be great. I'm just hoping that we don't have to offer the discount rounds to get people to come out. For some reason, I don't ever see that happening, but you never know, people might push back on us.

Mr. Colasinski: We don't know where things are going to go either. Inflation is one thing, but people aren't going to have the money to spend on golf anymore. So, we'll see where it all goes.

Mr. Melloh: I am done with my report.

**B. District Manager's Report**

**i. Consideration of Requisition #90 - ADDED**

Mr. Showe: We have Requisition #90 that we presented to you from Landirr. This is their second requisition under the irrigation project for materials. Obviously, we'd like to have this approved so that they don't have to wait another month and we can keep them moving. It has 10% retainage, which is in our contract. Both the Irrigation Consultant and our engineer would have to approve it before payment is made, but it'd be our recommendation for the Board to approve Requisition #90 today.

On MOTION by Mr. Colasinski seconded by Mr. Carnasale with all in favor Requisition #90 as stated above was approved.

**ii. Presentation of Number of Registered Voters – 7,237**

Mr. Showe: We are required to announce every year the number of registered voters in the District. As of right now, we have 7,237 registered voters in the District.

Mr. Dale: That seems off to me. Is that from the Supervisor of Elections?

Mr. Showe: We get that from the Supervisor of Elections. They count how many people are registered to vote in the District.

Mr. Dale: I just thought we were around 7,900.

Mr. Showe: You guys are well beyond the point of crossing over to fully elected voters.

Mr. Dale: You made the announcement.

Mr. Showe: It's an irrelevant number that we just have to announce.

Mr. Dale: Alright.

**C. Lifestyle/Marketing Report**

Ms. Webb: The highlights is that I did request International Women's Day sponsorship from Harris, Lockheed Martin Industries, Crane Industries, Space Coast Realtors and some smaller private companies that I know help women. So, hopefully we're going to start getting some responses on those. We did trivia for the first time on April 20<sup>th</sup>. We had nine teams show up. We were busy until 8:30 p.m. even though we closed at 8:00 p.m. It was a great time and everyone had fun. Someone said, "*We'll see you next week.*" We were like, "*No, no, no, this is not a weekly thing right now.*" We decided to do it bi-weekly because everybody wants it. The next one will be on May 4<sup>th</sup>. I'm going to advertise for it.

Mr. Dale: What are the prize amounts?

Ms. Webb: We gave \$100 away at the last one.

Mr. Dale: What about the next one?

Ms. Webb: For the next one, I was going to go down to \$50.

Mr. Dale: I thought it was going to be \$75, \$50 and \$25.

Ms. Webb: Right, so it would be \$150 total.

Mr. Dale: The total is what I'm saying. That is fore first, second and third place.

Ms. Webb: Right. Everybody seems very happy about it. Anyone who comes dressed as a Star Wars character, would receive 10 points. We want to make it fun for everybody. I know that's going to help Jeff too because it made his Wednesday night way busier. So, we're going to keep on doing that. We had some major posts on 321 Flavor. They have 35.7K members on that site. When this lady posted her fabulous experience, it got tons and tons of likes. I think that's going to be driving some more patrons in because I also made sure I shared that on all the other sites that we have, not just that one. We had an Easter egg hunt at the park on April 16<sup>th</sup>, which was hosted by Colony Clowns. They did a great job. We had over 150 kids show up for the event. So, there were a lot of happy kids out there. I think that was a very positive community outreach. Mr. Tim Short, from the Florida Today newspaper who lives in Crane Creek, showed up and took some pictures. There were a couple of typos in the article, but I noticed that we it was posted in today's paper, which I was happy about. We put up two more posters up at the dog

park so right now our total is 25. I had two more people request information on that in the last two days. I just sent those out, so hopefully they will become sponsors. Even though the pilot dog park is done, we still post stuff on the site, like important things to remember at the dog park, such as not bringing your dog to the dog park if they don't have shots. We constantly get nice reviews. A lady posted the playground on one of her sites, and they had over 408 people like the playground and over 300 shares of the post. So, we're definitely getting popular. I was going to get some signs put up for additional parking in the grass area and, things like that, so people know about it. The Farmer's Market has been approved from April through September. They did give a special consideration because normally they only give applications for Farmers Markets to be held for six to nine months, but we did get approval to have one year-round. I put how much we made so far. March had to be canceled because of rain. We did a Master's event at Hook & Eagle. That was a busy weekend. We had some great people on social media saying that they had fun.

Mr. Dale: Thank you, Steve. Steve put a whole lot of time into that with the audio visual and making sure the Apps were set to the Masters and people were able to watch that before the actual network coverage began. That was pretty cool.

Mr. Colasinski: That was fun.

Ms. Webb: From 3:00 p.m. to 5:00 p.m. we got slammed. We gave away a couple of bottles of wine. The people who won the wine bottles were happy. We did a nice raffle basket. So that was fun too. We are trying to start little things and people seem to really enjoy them. I am seeing a lot of new people that I've never seen before there. Just to let you know, these are things that I'm going to be working on. From August 1st to September 1st, the application is open for the Waterfronts Florida Program (WFP), which is for any waterfront areas that might need support. I'm going to open that up and look a little bit deeper, so I'll let you guys know what we are looking for. The grants for the Florida Recreational Development Assistant Program are open from August 1st to August 31st. On June 22nd, they have a webinar on the criteria. I'm going to look into that one. There is also a Florida Communities Trust Program. There's a webinar on November 2nd about starting a Community Trust Program in your area and getting money for it. There's also a Land and Water Conservation Program. They are going to start giving grants out for that. The date is to be determined, but it will be during the 2022 to 2023 cycle. Then there's the 2023 to 2024 Recreational Trails Program for grants. I've tagged them all so we can look at



them and see if we can get this grant money versus taking it out of the bond funds. I will start applying for those grants. I wanted to let you guys that I'm researching the grants. This summer, I might take a grant writing program. Some of those aren't really intense grants, but they take a little time. I also have requests for people to use the dog park for some larger events, which I want to ask you guys about. We have one lady who is a sponsor that holds a reunion every year for all of the people that bought her dogs. She wants to hold it at the dog park. I told her that she can't have F&B inside of the dog park. It is not allowed. She wanted to know if she can use some of the grass area at the park to put up a tent and have about 100 people and if there's a charge for it. I said, "*Well, it is a community park.*" I didn't know if we wanted to charge for those types of events.

Mr. Colasinski: Well, the thing is, with a conglomeration of that many people at once, we won't have enough parking.

Mr. Showe: We would have to set up a rule and a rate and you would have to go through the entire rulemaking process again.

Mr. Colasinski: Right, but my point is, if you want to charge a fee, then we have to go through the rulemaking process. It's not trying to discourage it, but we would have to do an arrangement with the church to help people cross the street.

Ms. Webb: That's why she asked me.

Mr. Dale: If you were talking about 20 people or something smaller...

Ms. Webb: We've had birthday parties. I've seen people putting up tents.

Mr. Showe: Those are first-come, first-serve. A hundred people seems like a takeover of the entire park.

Mr. Carnasale: Then the question is, where do you put all the cars? We always have that problem with the events we already have.

Ms. Webb: Because it's a public park, do we tell them no or do we say yes?

Mr. Showe: We still have some ability to regulate. They can't take over the park in a way that restricts other people's use of the park. It's a public park. It's designed for people to come and use it.

Ms. Webb: Right.

Mr. Showe: The Board doesn't have rules for reservations. We can't tell them, *"You can't be here."* But if they're using the park in a way that's not allowing the rest of the public to use it, we can ask them to leave.

Ms. Webb: Right.

Mr. Showe: I would discourage her use. I would just say, *"Listen, we're not really set up for that type of event."*

Ms. Webb: Okay. If you have that many people even at a public park, you have to get a special event application.

Mr. Colasinski: Through the county.

Mr. Melloh: Does VECA use that as a profit center?

Mr. Spencer: They use the clubhouse for a nominal fee. If they rent the pavilion, they can still use the park, the swings and all of that. We've had a very large group reach out and we worked with them because it's a school group. We increased the fee a little bit because it's a lot of people, but it's a school. So, we can put some parameters in there about taking out the trash, stuff like that. This group will have to get an insurance policy.

Mr. Dale: I think that's the way they handled large groups. We work with VECA hand in hand.

Ms. Webb: I think she said the last time they did it, they could take the dogs and it had a bar.

Mr. Melloh: They had it off of Suntree Boulevard at one of the warehouses back there. They set up an indoor dog park where you could take your dog inside. It was right down from the Upper Deck. Basically, they had an area where you could let your dog run loose and they had a bar.

Ms. Webb: It has since closed. She said that they had it there the last time and I said, *"Well, this is something I have to bring to the Board."*

Mr. Showe: It would be my recommendation to deny the request because it's not a facility that's equipped to handle an event that size. If it was a small group, 10 to 12 people, I would just say *"Yes, you can set up a tent, just don't bother anybody else."* For that, it's not really worth going through the rule-making process, but for the event that size, we're allowed to say, *"You can't."*

Ms. Webb: Okay. That's why I brought this one to the Board. I can't make those decisions by myself.

Mr. Dale: Could you segue into the coming week or so, with Hook & Eagle and some of the things that are planned?

Ms. Webb: Oh, yeah. We have a really busy first week of May. We have trivia night this Wednesday night. Thursday night is the \$6 burger and of course, we always promote that. I don't know if you've seen the challenge on your site of the best burger cook-off.

Mr. Dale: Yes.

Ms. Webb: We posted new burgers to the menu and I put, "*Best burgers in Brevard*" with "*Best burger contests*" and underneath that it said, "*Game on.*"

Mr. Spencer: That's the battle-brothers, guys?

Mr. Dale: Yes.

Mr. Spencer: They want us to do their wing challenge.

Ms. Webb: Yes, but now they're doing a burger cook-off. That's in August at Wickham Park. That's the challenge. I think that would be good advertisement. I will be there for that one.

Mr. Dale: If there's a cost to that, we might even be able to get some sponsors.

Mr. Colasinski: I have to see if he's got enough time first.

Ms. Webb: We're having some Cinco de Mayo fun with tacos and margarita, in case people want to have some Cinco de Mayo stuff. We'll put it out there, but we're still the best burgers in town. On Friday night we have karaoke. On Saturday, we're going to be doing some fun little things for the Kentucky Derby like having some Kentucky Derby drinks. We're considering doing an online hat contest for the best hat, where people wear their hat and post it on the site. I figured that golfers are going to come in here and take pictures of people in hats. So, we have to be precise that it's got to be a derby hat. Then we have the Mother's Day brunch. They already started to take reservations for that. We're also going to open up golf for mothers on Mother's Day like we did for Father's Day. Our thought processes is it's going to entice husbands to bring their wives to play golf and then come to Hook & Eagle to eat. On Father's Day, even we lost a little bit of money on the golf course, the restaurant last year did the most its ever done. So, we really want to push that.

Mr. Dale: With that being said, we've talked about being in an all-hands-on deck week for several events. Jeff, we will let you take over.

**D. Restaurant Report**

Mr. Spencer: Sure. I will go over a couple of things that we talked about at the last meeting and what we're doing now. Since last month, I don't know if anyone had already brought it up, but we had a fantastic write up in Florida Today, which was really nice. I think it came out on Friday and Saturday and we looked at ourselves and said, "*Who reads the paper and who are all these people in here?*" We had a really nice boost of new people that came in that have been continuing to come in. We thought that they wrote a great article. Since the last time we talked, I know that we had talked about some front of the house enhancements to service. Some people are not on our staff any longer and we have some new people. Also, we were able to get some people who worked for us previously to come back. So, we're seeing a little bit better level of service. We've put into place a front of the house training program, where everyone who comes in now works with Lillian, who's still at the restaurant for a couple of shifts, so she can instruct them hands-on on the way we want to do that. They're given an employee manual with steps of service on exactly how we would like things done. So, we think that we're moving in the right direction as far as our increased level of service to all of our guests, which is really nice.

Resident (Not Identified): I would like to compliment your new chef, because on Saturday night when we were in there, he came out and greeted everybody at all the tables.

Mr. Spencer: That's Phil.

Resident (Not Identified): He thanked all of them for coming in. He was very personable and I was very happy to see that.

Mr. Spencer: Yeah. I've known Phil for 16 years. I think that it's a nice thing that we're able to provide some of these folks that are really qualified, a good opportunity to come over here. They're enthused and love what we're doing. They love the vision of it. So that's awesome feedback, thank you. Also, we lost four people in two days and it was a lot. But also, with that being said, it took us two-and-half to three weeks to become fully staffed again and for the most part, fully trained again. I think it's a good testament to the other people on staff that people are coming in and they really like this work environment. That's the reason why people are having such a difficult time hiring. Thank you, Michelle, for hosting the tribute event. It was a tremendous success. We had people calling the next day wanting to make reservations for the next event, wanting to know when we're going to do it again. I thought you did a fantastic job on

that. I have a couple of things that I'll talk about numbers-wise. Last month, we made just over \$51,000 in total revenue. We netted about \$5,800 off of that. So, it ended up being a really strong month for us, the first month that we had been well into the black. This month, we ended up doing \$51,000 and we netted about the same, right around \$5,200. We had a few more expenses. Our labor was down.

Mr. Dale: You're not talking about this month though.

Mr. Spencer: Yes, this is the first month that we cleared our financials. Tim and I talk about this all the time. You really have to look at things as far as a quarter goes, not just that one single month. So, I'm pretty happy with the profitability right now. We've done a couple of things in order to try to enhance the profitability. We've made a couple of menu adjustments and saw a couple of pricing adjustments, nothing too big, but those little things along the way make up to be big things at the end of the year. So, we're looking to finish out this month with a fantastic month. There's no reason in the world why we won't clear \$55,000 for the month. Every day we see new people. A lot of people from the outside have come in because of posts like 321 and Florida Today and the different things that they're seeing on social media. We're seeing five-star reviews on Google and Facebook. We had the opportunity on Saturday to do a fantastic golf event. Everyone left happy. That was really nice because we fed 86 people.

Mr. Colasinski: Twice. Right?

Mr. Spencer: Twice. We did breakfast and lunch. They had been here the year before when the golf was great, but they were a little disappointed in the F&B side. So, we made sure to roll out the red carpet for them, in the hopes that we get some of those golfers that play other courses to come over here and enjoy the experience that we give them.

Mr. Dale: That was the Suntree Rotary, just as an FYI, where there are a lot of movers and shakers.

Mr. Spencer: Yeah. They want to book some other small events over there, where they can do some meetings and some lunches and things like that. Especially in the summer months, we'll really look to do that because it will boost some of our sales. We know that the golf business, especially with the irrigation program, we're going to drop during the day and we're hoping that our nighttime business will continue to grow even through the summer months. We would see no reason why it wouldn't. So maybe we'll have the opportunity to balance that out and not drop down too much. We're very happy with all the support that we received from the

Board. Business is continuing to grow and we have no complaints. We're in the process of looking at a company called Toast. Tim and I looked at this together. We didn't talk about this last week, I believe. Toast is leader in POS systems. Anytime you go into a restaurant now and you see a server and they've got a handheld device and take an order at the table, usually nine times out of 10, that's a Toast program. We feel very strongly that this will be a fantastic way to increase our efficiency, reduce our labor and provide an overall much, much better experience to everyone who comes in. Because we have something that's a challenge every day in our operations that, a lot of places don't have, which is that we're trying to make sure that we're taking care of our dining guest, and at the same time making sure that we're taking care of the guys and the gals on the golf course. Sometimes it can become a challenge to do both at the same time, especially in times like now where you have daylight savings time. Players are coming off of the golf course and they want to get back out so they can be out there until 5:30 p.m. So, we're looking at ways at how we can most efficiently be able to best service them, without having a ton of staff that is going to break the bank in terms of the budget. With things like handhelds, somebody can purchase a beer and a bag of chips. They take your credit card and give it right back. It's also going to provide us with some absolutely amazing possibilities on how we can grow our business, meaning not just dining-in, but setting up a whole to-go program. What Toast enables us to do, is to set up an online payment platform where people can go onto our site, order online, pay online, and all they have to do is pick it up. So, when our golfers come in during the day and they want to order a hot dog and a bag of chips, they call and are given a number. They still have to come in and have to pay and go through that whole rigmarole, but this is going to be a phenomenal way that they're going to be able to pay for it and just swing in and grab it. We're also going to be able to offer curbside pickup for anyone who wants it. It's already prepaid. You can designate a couple of parking spots curbside. The other thing that Toast enables us to do is it allows us to utilize DoorDash® free of charge. So, the days of free DoorDash® deliveries are gone. That went away with COVID. Now, even Papa John's has a \$4 delivery charge on a pizza. So, the way that this works is it's free for us and the delivery charge goes to the end-user at a pretty affordable rate. When speaking with the representatives from Toast, they feel that we have the opportunity to grow our business overall about 30% between the carry-out, DoorDash® and the different efficiencies. That's a really big number. A lot of folks don't really understand that a restaurant usually only grows about 3% to 4% year-over-year. So, when you start to talk about

increments of 30%, those are pretty big numbers that you put on our efficiencies as well, but at the same point, that's where the goal is and that's where we're heading. So, we will find out a little bit more. Tim and I have bounced it back to the folks over a Toast POS three times or so, to make sure we're receiving comparable credit card processing rates. It has everything that we need. Jason, I will get a new contract back most likely tomorrow morning and I will bounce it over to you and Tim to see if there's anything that we need to go further, because it will be a 12-month contract. The biggest reason that we're looking at that, is not just the efficiencies and the opportunities for enhanced business, but to have a system that really works well. I think our system crashed three times tonight. It's tough. It's not built for what we're doing. We're overwhelming it.

Mr. Colasinski: I also think you're going to have enhanced customer experience in your restaurant as well, because you have less time that you have to spend on a POS and more time to spend with your customers.

Mr. Spencer: Absolutely. That's what it really comes down to. These big companies, even local multi-unit places, are not moving into this because they're not enhancing sales to save money. There's a reason why everyone's doing this. Because at the end of the day, when you get the ticket into the kitchen faster, it requires less guys to cook it. When you don't have to have the girl's going back and forth, it takes less servers to serve the food. As we know, over the next three to four years, as labor rates are only going to increase, this is a fantastic way to do a more enhanced experience with less people. The technology is getting so good and the guests are getting accustomed to doing it at other places. It's not foreign to them, but also at the same point, I want to make sure that we're still able to do it the old-fashioned way and the new way, all at the same time. It integrates, so we're not alienating anyone.

Mr. Dale: It stops a lot of those log jams that we're getting right now service-wise, where everybody huddles around the register up at the bar.

Mr. Spencer: Yes. That's the challenge in our business. It's not something that's ever going to go away. It's an inherent portion of our business, but it will greatly help that.

Mr. Colasinski: So, the 30% number that you said the potential business increased to, do we have the tools that is necessary in the kitchen to be able to accommodate a 30% potential growth in business?

Mr. Spencer: The answer would be that we have a couple of challenges.

Mr. Melloh: Jeff, do you mind if I just object one little thing here? I want the Board to understand, like me, because I've never heard of Toast before, until our very own Ms. Chelsey Decker with Golf Now said, *"Look, if you are wanting this type of service from your F&B operation, you should go to a company like Toast because they are golf-centric first and then they build a F&B operation."* I never heard of Toast until she told me that. But then after doing a lot of research on Toast, Lawn Doctors uses Toast. We've all heard of Viera Pizza, but Mr. Mike Acosta, who opened up a new restaurant called Mr. Delicious, uses Toast. If you want to order a pizza online and pay for it online, it's powered by Toast Online. That's part of where you can grow.

Mr. Colasinski: Beef 'O Brady's uses Toast too.

Mr. Melloh: My point was that is what made me feel super comfortable with the software, because I don't like being a guinea pig on anything we ever do, but I'm thinking who else uses it? Well, there's three that we just mentioned, high volume F&B operations that are using it. So, this is something that will really help out our operation tremendously. We're doing everything we can to get this operation rolling.

Mr. Dale: We've already started getting people doing takeout. I know you have several customers that come in every week

Mr. Spencer: The take-out business is growing. We're not promoting it.

Mr. Dale: Right. They are just coming in and getting the burgers.

Mr. Spencer: Yeah. That business is all the momentum of a Thursday night and we've hung our hats on that. It's a great promotion. It's a bit of a loss-leader, but at the same point when they come in on Saturday or on Sunday they say, *"Oh, we came here on Thursday night and it was so great, so we came back on Saturday."* That's how you grow. You grow your people who come in, but the to-go thing is just as important. They spend the same amount of money and it's just an on-trend thing to do now.

Ms. Webb: I can tell you just the couple of times that I've been in there to help with certain events that we have, we've had to shut off the register and re-boot it a couple of times. So, if they don't have to constantly go back to the register to get those orders in, a lot of that will speed up and that's what Toast is going to give. They can split those orders right at the table and they don't have to go back and enter it in.

Mr. Spencer: Then there's the backside of it on the payment.



Ms. Webb: Right.

Mr. Spencer: We always joke that we have three or four different types of customers. We have the guys who come in for golf and they want to get out quick. You have the people who come in at night who want to have a little bit more casual, lengthy experience. With Toast, we can drop a check just like we've always done or they can go up and pay, but we can also take their credit card right there or we can print it on a QR code that they can scan on their phone. So, there's the old-school ways of doing it and new-school ways of doing it, but at the end of the day, it eliminates a lot of table touches and gets people out quickly, especially during the day. That's what those guys during the day want. At night, sometimes the place is so busy that those extra couple of things will really, really help. It's like creating more hands without having to hire hands. That's a fantastic segue. A big thing that we are drastically exceeding the capacity on is the hood that's in there. We're running into a great big problem. Last month, when we launched burger night, all of a sudden, the restaurant was filled with smoke. Tonight, when I was over there, I took a little video to show everybody. This is the hood. We're cooking hamburgers and you can see where all the smoke is going. Can you see that?

Mr. McCarthy: Yeah. That's not good.

Mr. Spencer: It's probably not good. Steve saw it tonight.

Mr. Colasinski: I saw it first-hand.

Mr. Carnasale: That was the item that I asked you about for the last two months, that you said that is not a problem.

Mr. Spencer: It created a problem. In technical terms, we created a problem there.

Mr. Melloh: The hood system is on right now.

Mr. Spencer: Yes, it is on. Well, we had it professionally cleaned and serviced, but in three days, it was dripping grease already. Our hood is an old, galvanized hood. What it does is one thing, it just sucks air out. They haven't put those in restaurants in about 20 years. So, anyone that still has one is still grandfathered in. It never really falls out of code, but a newer system has an air curtain, which creates a curtain of air where your smoke and all that stuff goes up. It doesn't go into your kitchen and it doesn't go into the dining room. Because two Thursdays ago, boy oh boy, it was very hazy in that dining room.

Mr. Colasinski: It's the kitchen itself though too. It's not healthy for the people doing the cooking.

Mr. Spencer: The kitchen is pretty rough and it's really, really hot.

Mr. Dale: How about from a safety standard?

Mr. Spencer: There's a safety standard on this as well. Because the whole idea of that hood is not only does it suck out the grease and the heat and all those things, but in the unlikely event of a fire, it is supposed to go into the hood and the fire suppression system is supposed to put the fire out and all that stuff is supposed to go through the hood, not around it. We've created this problem with the amount of food that we cook on that one side and the amount of heat that we generate, but again, these are all good problems to have. What we have done is we have contacted two separate companies that both have third-parties; one through US Foods and one through Cheney Brothers. I'm looking for an independent to come out and give us an estimate to replace the hood and extend it a couple of feet in order for us to draft another fryer. Because as we continue to grow, we're going to run out of space.

Mr. McCarthy: Jeff, is it vented through the ceiling?

Mr. Spencer: Yes.

Mr. McCarthy: So, with the ceiling going forward, you got to get the vent.

Mr. Dale: Yeah, and the roof. That's why the timing is pretty good.

Mr. Carnasale: You're saying that you have two companies already.

Mr. Spencer: Yeah, but they haven't been able to get here for estimates. This is not in my field of expertise; however, I have been told, when you get someone in there and if they give you a bid and you accept it, you're still looking at several months out. Because they build them and its supplies and all of the 2022 problems. But I think it's definitely something that we should probably be looking at to get the ball rolling on, because by the time we get into the next season, if we're looking at that 30% to 40% increase, we're going to run into some problems.

Mr. Dale: Talk to me about coolers.

Mr. Spencer: Which part about coolers?

Mr. Dale: I thought there was a cooler issue also where we needed a cooler.

Mr. Spencer: Well, there are cooler issues all over the place because we're putting 10 pounds of stuff into five pounds of coolers, but we're getting there. We're up to the gills in our walk-in cooler, but we're making that work for right now.

Mr. Dale: So, if I understand you correctly, you are asking for a hood, two fryers and a cooler.

Mr. Spencer: Correct. The fryer that we have in there, we can utilize that to another capacity. If we're going to put in fryers, high BTU fryers that recover very quickly, it's worth the extra couple of hundred dollars to put in quality stuff because it runs all day every day. From what I understand and in talking to a couple of people, probably with the equipment and the hood, it's probably somewhere between \$45,000 and \$50,000. It's not cheap.

Mr. Melloh: Then you also have to factor in downtime and that's the big question to ask these guys.

Mr. Spencer: Like I said, I don't really know because if they're going to do an install, they have to get the piece we have out of there. The one thing that I know about this building is that building was built around everything. We took the beer coolers out and that took a lot, but to take a hood out and put one in, there could be several days of downtime.

Mr. Melloh: What adds to the length of time to get it, is the approval from the Fire Marshall because it is a fire suppression system. Those guys like to pull up their little red tent and send it back to the designer. You know how it is.

Mr. Spencer: Absolutely.

Mr. Melloh: It can take a while to get that.

Mr. Spencer: Realistically, I think we'd probably be looking at six months.

Mr. Colasinski: When you say six months, what is the milestone of six months?

Mr. Spencer: From what I'm hearing, if you start looking today, you're probably not looking at getting anything put in for about six months.

Mr. Colasinski: Okay. That's what I wanted to understand.

Mr. Spencer: Because of the materials and the bill time.

Mr. Colasinski: But you need to start the process now to get government approvals.

Mr. Spencer: Exactly. My concern is that the Fire Inspector comes in and we're hopping busy and sees that, and they're going to be like, "*Woah, hold on here.*" I'm worried that they're going to say we're out of code. We've created the problem.

Mr. Dale: I understand. So, we're at a point here where to me we really haven't spent anything. We bought a few bench seats and things like that, but we really haven't spent any bond money of substance on the restaurant.

Mr. Melloh: The Board approved \$50,000.

Mr. Dale: We wound up getting carpeting.

Mr. Melloh: You got the sandwich prep tables and two beer coolers. I have the list. If we add in the equipment, we're at \$42,000 right now.

Mr. Dale: Okay, \$42,000. Originally we were planning on spending much more than that as I recall. I'm not talking about from an equipment standpoint.

Mr. Melloh: We were discussing it. You approved \$50,000.

Mr. Colasinski: That was to get started.

Mr. Melloh: Yes, so we didn't have to come back every single time for every single thing.

Mr. Showe: These would be separate approvals.

Mr. Melloh: I think the situation you have here is that we need to put together the quotes, including the prior ones and then come back to the Board and say, "*Here's what we got.*"

Mr. Dale: Or the alternative is to do as we've done in the past, allow you and the chef to select the best quote. That way we're able to get the ball rolling. What I would hate is, let's say at the next meeting we don't have a quorum and then all of a sudden we're another two months down the road. Then we're in-season to try and put in a hood.

Mr. Melloh: We don't want to do that.

Mr. Dale: That's not where I want to be. We have done that for other items where you are authorized to make the best choice up to \$50,000 or \$55,000.

Mr. Showe: It sounds like there's definitely going to be a delay from approval to getting this stuff in."

Mr. Dale: Right.

Mr. Showe: So, if you authorize Tim to make the call, we'll bring it to the next Board meeting and you can ratify that decision at that point. If there's some huge problem, we can just tell them that we're canceling it.

Mr. Dale: Right. There you go.

Mr. Showe: I think that's the way to go.

Mr. Dale: I prefer to go that route so we can get the ball rolling.

Mr. Colasinski: Is there any motion required for that or just actions?

Mr. Showe: The motion would be to delegate Tim to make the decision on getting at least an initial deposit for the hood and the fryer and any other associated restaurant equipment and all agreements that we've brought back to the Board upon execution for ratification.

Mr. Carnasale: It would be for a hood, two fryers and refrigeration.

Mr. Dale: Whatever it is that they need.

Mr. Carnasale: That's what I got out of it.

Mr. Showe: Two fryers, a cooler and the adjustment in the fire inspection system.

Mr. Melloh: The kitchen package that Jeff needs to continue on with business because it is a safety issue. We need to make sure that we need to do that because that's not good.

Mr. Colasinski: I will approve that based on what Jason said.

Mr. Showe: I think the motion would be to authorize Tim to approve a kitchen package, subject to after approval, it will be brought back to the next Board meeting for ratification.

Mr. Colasinski MOVED to delegate the General Manager to approve a kitchen package, subject to providing to the Board at the next meeting for ratification and Mr. McCarthy seconded the motion.

Mr. Dale: Is there any discussion?

Mr. Bedwell: I would just like to know where the money is coming from. Is this a capital improvement out of reserves?

Mr. Dale: That's the way I look at it.

Mr. Bedwell: Okay.

Mr. Colasinski: Wait a minute.

Mr. Dale: No, out of the bond.

Mr. Bedwell: There's nothing on the bond list for the restaurant.

Mr. Dale: It falls into the clubhouse. I think that clubhouse category is enough.

Mr. Bedwell: Okay.

Mr. McCarthy: We're fortunate we have the bond.

Mr. Carnasale: That helps.

On VOICE VOTE with all in favor delegating the General Manager to approve a kitchen package, subject to providing to the Board at the next meeting for ratification was approved.

Mr. Showe: We will keep that on our list and will provide it back to the Board after its approved.

Mr. Dale: Jeff, is there anything else?

Mr. Spencer: No, I think that's all.

Mr. Carnasale: I would just like to make a comment on the calendar. I think it's fantastic that you're going to be busy, not just for the first week, but all the way through. I'm looking at karaoke, live music, burger days, taco days, Manhattan days a whole slew of different types of events going on throughout the month. So, I would congratulate you and Michelle.

Mr. Dale: Kudos, chef.

Mr. Melloh: Could I put a plug-in for the "Slap Yo Mama Chicken Sandwich"?

Mr. Spencer: We have a new menu every couple of weeks.

Resident (Not Identified): What's the pork one?

Mr. Spencer: It's the official sandwich or unofficial sandwich of Indiana, "Hoosier Doosier". The people who come in love the kitsch. They think it's fun. Actually, I changed the name of one of our salads, our cobb salad, to something different. I just re-branded it and we sold a whole bunch of them today. People like that.

Mr. Melloh: Great job.

Mr. Dale: Alright. Let's move on to the Treasurer's Report.

**EIGHTH ORDER OF BUSINESS**

**Treasurer's Report – Consideration of Financial Statements**

**A. Approval of Check Register**

Mr. Showe: We have the approval of the Check Register. It is in your agenda packet. We can take any questions or a motion to approve.

On MOTION by Mr. Bedwell seconded by Mr. McCarthy with all in favor the Check Register for March 17, 2022 through April 22, 2022 in the amount of \$777,531.92 was approved.

**B. Balance Sheet and Income Statement**

Mr. Showe: The balance sheet and income statement is in the agenda package. We are over 93% collected on our assessments. So, we're in great shape. I think we've already discussed the financials. I can answer any questions offline if you have any. That's all I have.

**NINTH ORDER OF BUSINESS****Supervisor's Requests**

Mr. Dale: I'm going to take the lead on this one because I have two semi large requests. The first one, I think will be received by a lot of people very favorably. I am going to make the recommendation that from the months of June to October, after 2:00 p.m., we reinstate free employee golf. The reasons for that are several, but I don't believe at this time, I know initially why we took things off the table. but we're specifically talking about after 2:00 p.m. The other criteria that I want to throw onto that is the employee has to work a minimum of 10 hours, which works out to two shifts or something like that, but 10 hours is the ballpark number I would throw out initially. That would be available only to employees of the golf course. I know that there are issues with PGA pros and this would be only an employee benefit. So, I'm going to open the floor for discussion on that issue or entertain any kind of motion if anybody is receptive. I don't normally make motions as Chair, but I am going to make that motion that we re-institute that.

Mr. Colasinski: You have to have discussion first before you make a motion.

Mr. McCarthy: What are the dates?

Mr. Dale: Let's go from June to October after 2:00 p.m.

Mr. McCarthy: Through the month of October or June, August, to July, August, September?

Mr. Dale: October is when our season starts back.

Mr. McCarthy: Okay, so through September 30<sup>th</sup>?

Mr. Dale: Right.

Mr. Bedwell: After what time, Rob?

Mr. Dale: After 2:00 p.m. You have to work a minimum of 10 hours a week, I think.

Mr. Colasinski: Tim, do you have an opportunity to keep track of those, I mean, to manage it? How do we manage that with the 10 hours a week? Do we have a mechanism for that?

Mr. Melloh: Chris is trying diligently to get to that level where everybody that we hire works two shifts. But where it becomes a challenge is sometimes you have a shift like a Sunday afternoon that is very difficult to fill by anybody. Then you have the guy who can work on Sunday afternoon, but can't work any other time because they have family. So, you're kind of like, *"Okay, well, let's hire that guy because he can work Sundays."*

Mr. Carnasale: Then the question becomes if he's available to basically work on Sunday, and if he's also available to golf, he should be golfing on a day that he seems to be available that he could've worked. The fact that he wants free golf, is telling me that he has the time.

Mr. Melloh: There's a \$22 cart fee for golf. We can still identify who that is.

Mr. Dale: Actually, what I'm proposing, just so I'm clear, is the way things used to work, there was not a cart fee before. Correct?

Mr. Melloh: Yes, there was no cart fee before. It was on a space-available basis. We would still want to make it on a space-available basis.

Mr. Dale: Right. It would be based on the space available.

Mr. Melloh: We're not talking about just letting him make tee times seven days in advance.

Mr. Dale: Exactly. Thank you for clarifying that, but I also am not advocating beyond this though.

Mr. Melloh: No, I understand the free golf part of it. I think that's great, but as far as us answering Steve's question, we can say, *"Well, you're scheduled to work one day a week, but unfortunately, you don't qualify for this program, unless we can get you some other hours some way."* Are you saying that if a guy is scheduled to work three shifts, but because he got rained out worked only two shifts?

Mr. Dale: If he gets rained out, then you re-schedule.

Mr. Melloh: You know what I'm saying? It is more about how we schedule.

Mr. Dale: What I don't want is the person that's perpetually scheduled for just one shift.

Mr. Melloh: I get it.

Mr. Carnasale: Or just doesn't show for a shift.

Mr. Colasinski: Well, that's different.

Mr. Carnasale: If it's rained out, it's rained out.

Mr. Colasinski: Well, that's a different issue.

Mr. Melloh: Yeah. I just wanted to be clear.

Mr. Dale: I'm good with it.

Mr. Melloh: That's fine.

Mr. Colasinski: So, then it's scheduled a minimum of 10 hours?

Mr. Melloh: You have to be scheduled 10 hours a week.



Mr. Colasinski: Okay.

Mr. Melloh: We can manage that.

Mr. Colasinski: I just want to make sure that you have a mechanism.

Mr. Melloh: Chris knows who is scheduled for what. That would perhaps help us take the guy that works one time for four hours.

Mr. Dale: And that's part of my thinking behind that.

Mr. Melloh: I like it, but I'm just saying that I just want to be sure it's the right way.

Mr. Dale: I want to see how that works over the summer to see if we can get more hours out of the existing employees.

Mr. Bedwell: Tim, how long is a shift?

Mr. Melloh: If you're talking about the cart barn as an example, it can be anywhere from Noon to 8:00 p.m. or 8:30 p.m. This time a year, the guys are there longer because we allow people to play golf longer.

Mr. Bedwell: I'm trying to think of something simpler for you to manage than 10 hours, if they have to work two shifts.

Mr. Melloh: That's two, five-hour shifts. Most of them work five hours. I think 10 hours, to be honest with you, is a perfect number, if you're going to require two shifts.

Mr. Bedwell: I would just say two shifts.

Mr. Melloh: The other part of it is, and that's another reason why I want to say, "*Scheduled for,*" because sometimes we'll take the starters and say, "*Hey, you know, we can handle it in the shop*" or a PA or something like that. I don't want the decision to be made, "*Well, I don't want to go home now because I want to get free golf.*" I think the easiest way to do it is to say, "*Scheduled for 10 hours or more per week.*"

Mr. Dale: All right.

Mr. Melloh: Because I understand the spirit of what it is we're trying to accomplish. I think 10 hours is a perfect number.

Mr. Dale MOVED to reinstate free golf for employees after 2:00 p.m. from June until September and Mr. Bedwell seconded the motion.
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Mr. Dale: Thank you, Dave. At this point, do we have any further discussion on the issue?

Mr. Bedwell: No.

On VOICE VOTE with all in favor reinstating free golf for employees after 2:00 p.m. from June to September was approved.

Mr. Melloh: So, I'm clear, it's June 1<sup>st</sup> through September 30<sup>th</sup>.

Mr. Dale: Correct.

Mr. Melloh: The fiscal year starts our season.

Mr. Dale: In the afternoon.

Mr. Melloh: 2:00 p.m., on a space available basis. We do have some groups that like to go out at 2:00 p.m., so we don't want anybody stealing their tee time. We're growing. One of the areas, Steve, that I meant to mention, is that is probably one area where we could do a slight rate increase. These are later in the day fees. Chris and I have already talked about that. We don't want to cross a red line. We want to see how people are responding.

Mr. Colasinski: 5:30 p.m. they were so stacked up to go off for the first tee.

Mr. Melloh: I was telling Rob earlier, that I was looking at my office window and there were 10 people hitting balls. Two people that just got balls were going to the range and Mike was giving golf lesson. We're a happening place.

Mr. Colasinski: It's a good thing.

Mr. Dale: One of the things I'm hoping, it's not a requirement, is this also winds up bringing up some morning tee times, from people that had memberships that also happen to be employees.

Mr. Colasinski: What else do you have?

Mr. Dale: The next issue is when we originally calculated our contract with Jeff, the restaurant owner, things were a lot different from an employee perspective. I know it was only six months ago, but with what the restaurant environment has turned into, it's hard to get a chef. We're winding up having to pay them \$18 or \$19 an hour. We had numerous ads out for chefs and had trouble recruiting, but when we made benefits available, we were able to find chefs. Now we have two chefs that are the foundation of the restaurant that also receive benefits. Those benefits cost us about \$8,000 to 10,000 a person.

Mr. Melloh: Yeah. We're looking at about \$800 a month.

Mr. Dale: And then the one server that we have is our foundation server. We can't afford to lose those people. That's why they have benefits. So, when we calculated how Jeff receives his bonus, it's based on the net revenues. I don't think it's fair to him right now, that those requirements got foisted upon him basically with the benefits. When we calculate his bonus, let's say he's at a net revenue of 0 for the year, what I would advocate doing is adding back in the cost of the benefits for his bonus calculation purposes, which I believe is at 25%?

Mr. Melloh: From what I understood is its 20% or 25%.

Mr. Dale: So, what this is, is a fairness clause. We'd be talking at the most, 25% of the \$30,000 that would get calculated back in. But he's just in a world where he has to offer that benefit to people.

Mr. Colasinski: We're also required to, by the state, for him to work full-time.

Mr. Dale: Thank you. By not having that, we'd have a lot of problems with retention. I think it's just the fair thing to do. I asked Tim, if we were able to add that cost onto the CDD or onto the golf course, and after a long discussion, the conclusion that we came to, was that the easiest way from a calculation standpoint is that still goes into the restaurant cost. All I'm talking about is for purposes of calculating his bonus. This would be an addendum to his existing contract that would subtract the cost of those three employees insurance out of the calculation. Is there discussion on the issue?

Mr. Melloh: So, we are going to still account for it as the F&B operation.

Mr. Colasinski: It would be a credit.

Mr. Melloh: We would credit him back for whatever it ends up being.

Mr. Dale: At the end of the year.

Mr. Showe: His contract has a section that defines net revenue. So, I think the easiest way to do it, is we can do an addendum that redefines net revenue as subtracting out any expenses for health insurance.

Mr. Dale: Yeah.

Mr. Showe: It's still accounted for in our accounting. It's still a cost to the District, but for purposes of calculating his net revenue, those are not included as expenses.

Mr. Dale: Right, because Jeff said that it really upset him. He said, "*Had I known this at the initiation of the contract, I would have had that written in as a clause.*"

Mr. Colasinski: Your phrasing is actually very good for health insurance costs. We may have more or less at the time. That number may vary.

Mr. Showe: I wouldn't define it by the number of employees or by the amount.

Mr. Colasinski: That's right. That covers pluses or minuses.

Mr. Showe: That category we would just exclude.

Mr. Colasinski: But if two people leave, then it's all covered.

Mr. Showe: Obviously, but that still factors the net revenue and the salaries. So, if he hires 20 people, it's going to make an impact.

Mr. Dale: I don't expect this to be the max, but let's worst-case it. We'd be talking about potentially an extra \$7,500 because 25% of \$30,000 is \$7,500.

Mr. Colasinski: I think we've done the math and we've got something here. If there is a motion for that, then we should have one.

Mr. Showe: I think the motion would be to direct staff to prepare an addendum to the contract that would pull out health insurance from the net revenue calculation.

Mr. McCarthy: Tim, what are we paying for his health insurance with his wife and kids?

Mr. Melloh: We don't pay for his health insurance at all.

Mr. Showe: Correct. He's not an employee.

Mr. Melloh: He's a 1099 independent contractor. What we have here is a situation where his staff are our staff, but yet it's under F&B. I'm not sure we should take this expense under golf course because it's not a golf course expense. The county would say that. We're trying to get the full definition from the employment company to find out at what point do we need to offer. Because the other part of it is, if anybody over 32 hours is considered full time, then that means if you don't want to offer him benefits, you have to keep him under 32 hours. What you want are really like you said, a good solid core of people. It really starts off with the cook, because no matter how good the servers are, if the food's not good, it doesn't make any difference. Jeff has impressed me quite a bit with what he's got going on there with the two guys that he has there now. Again, what this does as you go forward is, you have two early chefs now. It's going to free him to be out in front of the house a little bit more and be more the face of the operation instead of having to be the guy that's offsetting all of this labor, by being the cook of the kitchen. I'm not saying he's not going to do that. He's going to definitely do that. But I think this is a good idea.

It's still going to show you the profits and losses for the restaurant, but I think they are crediting him that portion.

Mr. Dale: I think it's the fair thing to do.

Mr. Melloh: I think that's a good idea. I really do.

Mr. McCarthy: I agree, Rob. I think that's a good thing to do.

Mr. Dale: Thank you.

On MOTION by Mr. Dale seconded by Mr. McCarthy with all in favor directing staff to prepare an addendum to the contract pulling out health insurance from the net revenue calculation was approved.

Mr. Showe: We'll draft that addendum for execution.

Mr. Dale: Thank you. One last thing. This doesn't require a vote or anything, but I know that there are a lot of people that read these minutes. I don't normally like to address wacky rumors that come from social media, but I am going to address one that I have heard, which centers around me being related to Jeff. I will say emphatically that the first rumor I heard was that I was related to Lillian. Then, when they found out that Lillian is of Hispanic descent, they said, "*Oh he's related to Jeff.*" Prior to Jeff becoming contracted under this District, I think I met him maybe twice in my life. That was when his band was playing at Tracey's lounge. It was one of those, "*Hey, you guys sound great tonight!*" So, there is no relation. For the people reading these minutes, whoever is telling you that, is lying to you. That is all I have, Dave.

Mr. Bedwell: Well said.

Mr. Dale: Thank You.

Mr. Bedwell: I wanted to just say a comment about what we talked earlier about expenses. I joined this Board many years ago because the golf course was terrible and the Golf Course Superintendent Budget was way too low. If you look at everything, the way they look at it, if they say if your golf course rack price is this, your Golf Course Superintendent Budget should be this. When you look at that, we're supposed to be about somewhere between \$1 million and \$1.2 million, which is about where we are. That's the biggest expense we have.

Mr. Colasinski: \$1 million to \$1.2 million for what?

Mr. Bedwell: For the Golf Course Superintendent's Budget.



Mr. Colasinski: Right.

Mr. Bedwell: If I go to Pinehurst, I'm spending more money.

Mr. Colasinski: Yeah. I'm just trying to remember that I have to subtract the golf operations out of that.

Mr. Bedwell: Because people's expectation is if I'm going to paying \$225 at the ocean course, which I did, I expect something a lot better.

Mr. Colasinski: Sure. I'm just trying to understand, because the expenses are Jim's. So, we have to subtract out that operation's cost.

Mr. Bedwell: We're in the range of where we're supposed to be based on what the published rate is.

Mr. Colasinski: Yeah. It's just right now we're getting so much inflation.

Mr. Bedwell: I know.

Mr. Colasinski: We talked through that already.

Mr. Bedwell: Maybe it's over \$1.2 million.

Mr. Colasinski: With the inflation, it probably should be.

Mr. Bedwell: Okay. That's all I have.

Mr. Dale: Thank you, Dave. Paul?

Mr. McCarthy: When I was Chairman and we went forward with the bond, it was interesting that I was accused of making all kinds of money from the contracts and so forth. No contracts were ever let out. A number of people accused me of taking advantage, so I know what you're talking about.

Mr. Dale: Let's just leave it there. Steve?

Mr. Colasinski: I have nothing since its close to Midnight.

**TENTH ORDER OF BUSINESS**

**Adjournment**

Mr. Dale: We need a motion to adjourn.

On MOTION by Mr. McCarthy seconded by Mr. Carnasale with all in favor the meeting was adjourned.

  
Secretary/Assistant Secretary

  
Chairman/Vice Chairman

