

**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, July 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:

Darrin Mossing, Sr. <i>by phone</i>	District Manager
Jeremy LeBrun	GMS
Jim Moller	Golf Maintenance Superintendent
Chris Gaines	Golf Pro
Ines Campo	Golf Course Administrator
Michelle Webb	Marketing Director
Residents	

FIRST ORDER OF BUSINESS

Roll Call

Mr. LeBrun called the meeting to order at 8:20 p.m. All Supervisors were present with the exception of Mr. Colasinski.

SECOND ORDER OF BUSINESS

Pledge of Allegiance

The Pledge of Allegiance was recited.

THIRD ORDER OF BUSINESS

Public Comment Period – Items on Agenda

Mr. Dale: Did you get any public comment requests?

Mr. LeBrun: We did have one person that filled out the comment request card. Just a reminder, please state your name and your address and limit your public comment to three minutes. The card I have is from is from Ms. Linda Agans at 4768 Parkstone Drive.

Resident (Linda Agans, Parkstone Drive): I wanted to speak because I've seen in the last three meeting minutes, some discussion about a parking lot at the other end of the driving range. The residents of our community are really concerned about safety because that is on a bend. There are some misconceptions by the Board or staff in in the last minutes. I've never heard the rumor that you guys were putting in a parking lot in Parkstone. We have a small little parking area for our residents, which people that do use that at the end of the driving range, have come and used before. It is supposed to be for our residents. Mr. Bedwell said that he thought you guys were providing parking for golf carts, so I wanted to make sure that I understood that. I've never seen this line item on any of the agendas. I think it was April when you guys first raised the subject. You said that you would take it to the engineer. I haven't seen any report from an engineer. I haven't seen a plan for what this was going to look like. I was really concerned when Mr. Melloh said that he was planning on putting bottle brush hedges around the parking, creating another hazard around that bend. It's not easy to get out of Parkstone. People fly around that corner. Not everybody turns left leaving Parkstone after we turn right, which was another thing. I'm not even a golfer, yet my husband really wishes I would, but my parents were golfers. It seems like the design of that driving range was such that it was efficient from a perspective of being able to put the bunker practice down at the other end. So, you had a clearer area, which would be safer for the long-range balls versus a putting a green up near the clubhouse. I'm really concerned if you move that down there, you're avoiding having traffic into your pro shop. I thought you wanted to drive traffic to the pro shop w. You're eliminating the opportunity for people to go to the restaurant, but really my main concern is safety. A lot of people in our community walk, ride bikes, walk their dogs, push their baby carts and it's really concerning that there seems to be little disregard for the safety of the community. I don't come to these meetings every time because I got kind of upset that it feels like there's animosity towards the residents of the golf course community. We love it here. We've only been here three years. I don't know what pissed everybody off. We are so happy to be in Viera East and it just feels like a Joni Mitchell's song. You know you pave paradise to put up a parking lot. It just doesn't make sense to me to do that down there. It's not an amenity that people that live right there use. There hasn't been an

estate sale in our neighborhood for three years, for a couple of years. There's no private parking along the street out there because it's not a great place to park your car. It's really frustrating when our landscape people park there, as Dave mentioned at the last meeting. It's hard to get around. We've been locked in leaving the neighborhood when they have been there and people have been trying to get back and forth. So, I wish you would consider it. I want to make sure you guys get approval by an engineer and submit a permit, because I don't think our community is in favor of it. I'm sure we're not. I don't think you guys sometimes think about other implications in acting upon these things. I know you're trying to make money. I don't know what your situation is with the golf pro. I don't really care, but I do care about the safety. Thanks.

Mr. Dale: Thank you. Any other speakers? Alright. At this time, we're going to close public comments. Stick around. We'll probably wind up getting into that topic during the course of the meeting.

FOURTH ORDER OF BUSINESS

Approval of Minutes from the June 23 2022 Board of Supervisors Meeting

Mr. LeBrun: Next is the approval of minutes from the June 23, 2022 Board of Supervisors meeting. You have those minutes in your agendas. If there are no changes or comments, we would seek a motion to approve.

On MOTION by Mr. McCarthy seconded by Mr. Colasinski with all in favor the Minutes of the June 23, 2022 Board of Supervisors Meeting were approved as presented.

FIFTH ORDER OF BUSINESS

New Business

A. Discussion of Additional Clubhouse Improvements

Mr. LeBrun: Next on the agenda is new business. First is the discussion of the additional clubhouse improvements. Also in your agenda, there were some photographs and a narrative of the various improvements that are being suggested. At the last workshop, there was discussion about that. It was noted in the minutes that you all were on the same page about what would happen with the clubhouse. So, we'll go ahead and start that discussion.

Mr. Dale: I'll go ahead and lead that off. As you get into an old building, like we said at the last meeting, you discover that there are a lot of things to fix and those were identified. I think we had consensus to approve the additional improvements for the building, ranging

anywhere from additional framing, because of the lack of it around the air-conditioned spaces on to the ceiling, the restaurant, and the flooring. Where I'm going with this, additionally, it gets even better. We had a restaurant inspection today. Steve, I'm going to let you address the electrical issue that we brought up since the last meeting. At our restaurant inspection, we did great. There were no food-related issues, at least of substance, but two of the things that I noticed on the report, that I just got about 4:00 p.m. today were: A) We were getting hit because our outdoor refrigeration units don't have any cover over them and B) The ceiling, which we are addressing, fortunately. It also had a little bit to do with the ceiling inside of the kitchen area. I'm hopeful that can just be addressed by robbing from Peter to pay Paul, moving ceiling tiles over and grit from what we're going to be doing ceiling-wise in the restaurant. But if not, coming into this meeting, I texted Jeff, our Restaurant Manager and asked him, "*Does that mean I need to be asking for several thousand dollars more from the Board?*" His answer was basically, "*Potentially.*" I don't have more information on this other than now, we're going to be a month out before our next meeting when we're able to prove something. I guess where I'm going with this one is if the inspector says we have to have some sort of hard cover over the refrigeration units, I imagine something like that is going to run us \$10,000 to \$15,000. If we have to do something special in the kitchen, I imagine we're talking maybe \$5,000 to \$10,000 for that. I'm hopeful that we're not anywhere near that, but I guess what I'm saying is, on top of the \$150,000 we talked about at the last workshop, maybe we should bump that up to \$175,000 to allow flexibility to be able to do that during the month while we have the builder there. Because I don't know what numbers we're talking about for electricity.

Mr. Colasinski: The electric is not too bad. There are electrical outlets at the side entrance, the employee entrance past the dumpster. We have two boxes, but three refrigerators. So, Jeff had to run an extension cord from one to the other and there was a couple of other extension cords out there. We're trying to avoid, from a safety perspective, any use of extension cords out there, especially for refrigerators. We also had boxes at the smoker. There's a cooling machine that's used for the expanded tap system. That cooling system was placed only about a foot away from our electrical box. We would have to move that in order to meet the building codes. There's also some lighting there too, along a wall. There is a conduit that runs several lights on that wall and only one of them works. Jeff was also requesting a motion sensor for the last light bulb down by the dumpster. I don't know if that was just so that the raccoons could see

what they were eating, but that was the request. So, we're going to fix those lights. He's going to install two more outlet boxes on the wall so we can have direct plug-ins from the refrigerator instead of using extension cords. The way it was done before, we actually had a box in the ground and we'd plug it in down there. That is subject to any water getting in there. So, we're trying to make it a little bit more discrete and clean back there, electrically. That was just a small part of it as far as that goes. The Phase 2 work, which is just starting, is adding an outdoor bar outside of the pro shop and adding exterior TVs. Phase 1 is about to wrap up. There's going to be one over by the bar on the patio and one over by the entrance. There was also going to be eight speakers as well for audio. Phase 2 also includes the concrete coating of the breezeway, the restaurant and both of the bathrooms, since we will be doing carpeting in the pro shop. We are also going to remove drywall in the ceiling. We need to actually get a payment out there for Phase 2. Should I talk about that now, Ines? One of the issues that we have currently with that, is in our contract, we have it specified that we will pay the builder within seven days after receiving an invoice. The last two invoices have gone well beyond that. The first one went 12 days and this one has already passed seven days.

Mr. McCarthy: Why did it go so long, Steve?

Mr. Colasinski: Because we're using bond money, we need to notify GMS. We gave GMS the invoice. GMS goes to US Bank to request the money, which is then wired to the builder. But what we don't have control over the duration. That's been the issue. We can't control it. We currently have two checks that are overdue that we need to get to them now. Ines had a wonderful suggestion today, a good suggestion, about one of the mechanisms we could use to ensure on-time payment, which is to pull money out of our capital reserves, pay the builder and then we get the bond money back to us.

Mr. McCarthy: If that's legal.

Ms. Campo: This has been done in the past.

Mr. Bedwell: If that's legal, that's fine.

Ms. Campo: It wouldn't be an issue. It's just the process at the bank. It takes too long for them to approve whatever department and then actually do the process itself, of doing the check.

Mr. Colasinski: I would like to thank Ines for digging through all of those details today and coming up with an alternative solution.

Mr. Bedwell: That would be fine.

Mr. Colasinski: Okay.

Mr. Bedwell: You're talking about this letter here that you typed up?

Mr. Dale: Correct.

Mr. Bedwell: That says \$126,000.

Mr. Dale: \$126,000, whether or not we've gotten direction from the Board. I don't know which direction the Board was going in. It sounded like at the last workshop you guys liked the idea of the weather screens that come down to block rain.

Mr. Bedwell: Yeah. The weather screen and all of the additional stuff that you talked to Jeff about and the electrical. What are we talking about?

Mr. Dale: With the weather screens? I have no idea what they cost. A wild guess here is maybe \$15,000 to \$20,000. That puts us at about \$150,000. I literally received this at 4:00 p.m. That's kind of where I'm going with it.

Mr. Bedwell: If we don't spend it...

Mr. Colasinski: That's correct. We don't want to put an artificial obstacle in the way.

Mr. Bedwell: Right.

Mr. Dale: But what we do is we do it like we've done in past motions where we don't go above a certain amount. Sometimes we don't even spend the money.

Mr. Colasinski: Most times we don't.

On MOTION by Mr. Bedwell seconded by Mr. Colasinski with all in favor approving a not-to-exceed amount of \$200,000 for additional clubhouse remodeling expenses and delegating authority to Mr. Steve Colasinski and Mr. Tim Melloh to approve the expenses was approved.

Mr. Bedwell: I like that we are paying it out of the capital reserve.

Mr. Colasinski: That was Ines' wonderful suggestion.

Mr. Carnesale: That's an internal thing that we've done with a lot of other items.

Mr. Dale: It's just been crazy. The further we've dug into this building, the worse things are.

Mr. Carnesale: I'm not talking about that. I'm talking about Ines' idea of basically, taking from these parts and reimbursing what we've done before. That's not something new.

Mr. Dale: I understand.

Mr. Bedwell: Where is that branch of US Bank located? Is it in Orlando where GMS is located?

Ms. Campo: I am not sure where this US Bank is.

Mr. LeBrun: I know that they have branches in Orlando. I don't know if that's their corporate office.

Mr. Colasinski: Right. We don't know whether that's the one we're dealing with or not.

Mr. Dale: They're all over the country.

B. Discussion of Authority Transition in Mr. Melloh's Absence

Mr. Dale: The second issue in new business, is an item that we discussed during the workshop. As we all know, we have been without our Golf Course Manager off and on for medical reasons. We had discussed that no Board Member is able to draw a salary or anything, but we do need periodically, somebody with signature authority, to be able to check emails, write a particular check or make a financial decision. During the workshop, we discussed granting authority to Steve in the absence of the Golf Course Manager and we were crafting a proposal.

Mr. LeBrun: I have a motion if you guys would entertain it.

Mr. Dale: Yes, let's please.

Mr. LeBrun: The motion is to approve authority for Mr. Steve Colasinski to oversee golf operations, including approval of items already approved by the Board and authority to check emails and continue golf operations and the restaurant in the General Manager's absence.

Mr. Dale: Does anybody have any issues with the way the motion is crafted?

Mr. Colasinski: I think the way it's been working so far, Tim has been in and out and when Tim comes in, I step out. It's been working. I have not looked at any emails. Ines is monitoring that. If something needs my attention, I'm sure she'll bring it to my attention. It really has been more of just talking with Ed, talking with Jim, Chris and Eddie in the pro shop and asking what they need and if there any issues or anything like that. That's pretty much what Paul had done before.

Mr. Dale: Yeah. The only thing that I'm thinking is perhaps expanding it just a tad. Do you have any trips planned?

Mr. Colasinski: Yes, at the second half of September for a week.

Mr. Dale: Paul is the other person with signature authority in the absence of Steve.

Mr. Colasinski: I will be gone from September 16th to the 23rd.

Mr. Dale: That's my thinking.

Ms. Campo: So, if one or the other is missing, in the case of checks, I could speak to GMS or vice versa.

Mr. Dale: True. But it's not just about signing the checks. Sometimes we need to buy something or somebody has to make a decision and we can't wait until a Board meeting.

Mr. McCarthy: I would like to have Steve and I sign the checks because we look at the checks and sometimes there are questions that come up, rather than send them to Orlando.

Mr. Colasinski: Right.

Ms. Campo: The only reason I would send it to Orlando is if you've already looked at it or Steve has looked at it.

Mr. Dale: Right. Yeah.

Ms. Campo: If someone's on vacation and we need a second signature.

Mr. Dale: Yeah. I get where you're coming from.

Ms. Campo: You would review with it as a Board, but there should be a second signature as a backup.

Mr. Dale: Right. The only addendum I would recommend is that Paul be the backup.

Mr. Bedwell: In Steve's absence, Mr. Paul McCarthy would be backup.

Mr. LeBrun: We will just have the motion say, "*As presented, adding Mr. Paul McCarthy as Steve's back up.*"

Mr. Colasinski: Yeah. That's fine.

<p>On MOTION by Mr. Bedwell seconded by Mr. Carnesale with all in favor delegating authority for Mr. Steve Colasinski to oversee the golf operations, including approvals to items already approved by the Board and authority to check emails and continue golf and restaurant operations in the General Manager's absence with Mr. Paul McCarthy serving as backup was approved.</p>
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SIXTH ORDER OF BUSINESS

Old Business

A. Brevard County Lake Planting Grant Update

Mr. Dale: Pete, do you have anything on the lake update?

Mr. Carnesale: Yeah. Basically, we're looking at status of the CDD Stormwater Education Project. Tim and I discussed, after looking at the condition of the plants, which were dying because they weren't in water anymore and after talking with the focus group, this is what they came up with, based on the CDD's decision to postpone the project, due to the damage caused by some of the plants during the recent drought. Mr. Carlos Cuevas advised us that he was not looking at going forward with the application for the grant. Me and Ms. Terri Mott went back to Carlos and said, *"This is an education grant, not a planting grant. It should have absolutely nothing to do with it, in terms of the timing of when we are doing the planting. We intend in January or thereabouts, to replace the plants with larger plants in the water. The reason we can't do it until then, is because there is no water."* Alright? So, basically that's where we are with that. I believe Carlos is going to go ahead with sending it forward because of the conversation between me and Terri and Carlos. Basically, we're also looking at broadening the scope of the project because we're looking at other areas around the Viera East CDD that want to get involved into this as well. Okay? That's fine because if we can get as many people involved in it, the better, as long as nobody's against it. Alright? We're looking at areas like um...

Mr. Dale: Multiple areas. I don't know that we need to get specific.

Mr. Carnesale: Basically, Baytree and Viera West want to get in on the education projects.

Mr. Dale: Right.

Mr. Carnesale: Okay. So, we're looking at putting some of them onto the focus group. Again, we're not going to try and run the focus group. That's exactly what we were trying to avoid in the first place.

Mr. Dale: Right.

Mr. Carnesale: As far as the Board is concerned, I've got a copy of the actual letter that came to me by email. Of course, it came to me today, which explains what I've just said and is more detailed.

Mr. McCarthy: This seems to be vectoring like this. What's the possibility of finishing this in your four-year term?

Mr. Carnesale: I think that it'll get underway and be active within the four-year term.

Mr. McCarthy: We are looking at a couple of years left.

Mr. Carnesale: I know, but we didn't start it at the beginning of the term.

Mr. McCarthy: You started in January of 2021.

Mr. Carnesale: Okay. So, we did a planting of small plants. It was a timeframe that we were trying to figure out where we could put it. Okay. Now we know we need larger plants that have a better root structure. We also know the types of plants that we need and the layout that they can be in. So, we don't necessarily need as qualified an installer as before. Okay. We might be able to get lower-level volunteers to help while somebody just oversees it. The focus group tries to hold the price that way, because that way we wouldn't have the labor force, although the plants would cost more. The other pieces we might decide on a different location because we found out that the current location, although it's great for view, is very hard to take care of because it's on an island. We can't get trucks or anything onto the island to be able to do any work along that planting area. That was one of the reasons why Tim would not order the plants.

Mr. Dale: Let me interject here just a little bit, Pete. I'm not sure that we need to wait for the county on a lot of this stuff. What I mean by that is exactly what you said. It's about education. Well, we're actually at the point now, and I don't want to steal any of Michelle's thunder, but we have thousands of people that read what we do on our social media sites. If we were able to put together some sort of presentation package, brief brochure, whatever you want to call it, this is what we have Michelle for. This is what we have social media for. It's something that I think we can do very inexpensively. If you and the group and Terri were able to put something together, I think that could accomplish at least half of the goal of what we're trying to do, which is to get the word out that these plants are supposed to act as a filtering mechanism, so we don't get red algae and everything else that you're not supposed to get. That's why we maintain a 10-foot swath before the lake areas. I don't know. I'm just throwing that out as an alternative option because Carlos is moving at the speed of government. I think we could actually get something going there.

Mr. Carnesale: We don't need to pressure him at this point. Part of our problem is that he didn't send it out when we wanted it out, when the plants were still good and now he's using the plants as an excuse.

Mr. Colasinski: That's the government that he is referring to.

Mr. Dale: Yeah. I'm throwing that out. I think perhaps take that to the focus group. Because I don't believe that Michelle has the time or the knowledge or the inclination to put

something together. But she would certainly take whatever you gave her and distribute it to the community.

Mr. Colasinski: Okay. It's really going with virtual media as opposed to printed.

Mr. Carnesale: Yeah, but we wouldn't stop the other.

Mr. Colasinski: It's okay to get the word out.

Mr. Carnesale: We could've gotten it out sooner.

Mr. Dale: Right. That's what I'm saying. The whole point is to get the word out to everybody for education purposes. I think a lot of people would appreciate that. I know that I've learned a few things from it.

Mr. Carnesale: We have our video. She is the one who shot it.

Mr. Dale: Right. Something hard hitting, to show people. Thank you for the update though.

Mr. Colasinski: I'm not giving up on this, but you want to get to the point of having value for the community.

Mr. Carnesale: Most definitely. We're not talking about giving up on it. What we're talking about is the alternative of using larger plants and waiting until there's water.

Mr. Dale: Right.

Mr. Carnesale: We can't bypass that. That's a delay we can't control. We can't put the plants in there now and then wait for the water because they'll die.

Mr. Colasinski: Something tells me we're going to have a hurricane this year because we don't have any water around here. It has a way of happening.

Mr. Carnesale: Well, as long as it happens before we put the plants in. A lot of activity is going on right now and I want to keep the Board apprised of this. We had a discussion, Ines and the builder and Josh from our IT area, and we're trying to keep Chris, Eddie, and Jeff engaged with this too, because there's a lot of sequencing that needs to occur in order for this to continue. Because we're going to shut down the restaurant for two weeks to do the floor and ceiling. We'd also have to put the new hood in there too. The builder indicated that he spoke with the hood vendor and they're going to try to do it September 13th through 19th.

Mr. Dale: Right.

Mr. Carnesale: But we still have to get the other items completed in the restaurant. Jeff actually wants to continue to operate the restaurant, but actually do it out on the patio, where he

could cook outside. We want the refrigerators in the restaurant outside to just store food. He still wants to keep the restaurant going so his people can keep being paid. We also have the logistics of the pro shop, which Chris and I had some conversation today about, regarding the preferred area of operating the pro shop from, because the pro shop is going to be undergoing remodeling as well. We're going to try to get that done, I believe, the second half of September. All of these figures are supposed to be coming together. So, I'm putting together a project plan and then I'm going to send it out to everyone like Ines, Chris, the builder, Josh our IT guy and Jeff, just so we can all say, *"Okay, is there anything that's missing from this?"* I'm going to sit down and actually figure out the sequence of events so everyone has a shared understanding of what needs to happen and when and it is possible to do that. Because there's many dependencies. For instance, Ines brought up a very good point. We're going to be redoing the bathrooms in the Clubhouse. When we shut one down, we need to have an alternative. Maybe we need to have a porta-potty on-site for a little while. That's a possibility for the men to use. The other thing is that we are responsible in the contract for moving the equipment out of the kitchen in order to install the new hood. We also have to move all of the furniture out of the restaurant in order to do the flooring. We have to move the office furniture out of Tim's office and Ines' work area so the floor and ceiling can be done. In the pro shop, we have to put in the new counter and all of the new displays. So, a lot of synchronization needs to occur regarding how we are still going to operate the pro shop. So that's where we're at with this. I'm trying to target the 1st of October to get all of those things updated and completed so that we can be back in full operation again by October 1st. There are going to be some rough spots. Most of you have seen in your passages through the Clubhouse, what door you have to go into today. You have to figure your way around because we got guys everywhere doing drywall and stucco. Most of the stucco work is done right now. There are just a couple of exterior walls, smaller walls, that they're working on. There is going to be a lot of activity, so having a piece of patience is a good thing for all of us to have in the next couple of months. We did have an issue with the water and ice machines outside of the restroom area. We had to use an extension cord and unfortunately the extension cord impacted our water machine. So, the builder came out and put the outlet back in there. He wanted to wait until after he was done painting the stucco, but we said that we needed to have that in there, so we got a quick turnaround response. So, we have a builder that's at least willing to come out. You've seen what's been happening with the soffit. You see what's been torn down.

There's a lot of electrical stuff going in. Josh was there today to talk about cabling. For instance, at the bar, we need to put it in another point of sale. So, we were having discussions about the wireless aspects. Josh was suggesting installing the wireless repeaters in the ceiling. We've also identified the need for a couple of cameras for the restaurant, because when someone sits down on the patio, the people behind the bar don't know. So, we need some mechanism of visuals to know when somebody sits down out there, so that we can actually serve them. Because we may not have a server designated for that area. It depends on the time of day and season of the year. The other issue is Jeff offering curbside delivery service for the restaurant now. I don't know if any of you have seen the *Toast* app that he's currently using. When we bought the *Toast* System, there's actually a *Toast* takeout app, which has the entire menu. You can actually go in there and order what you want, pay for it on the app and you just come and pick it up. The location that we're choosing for curbside delivery is the front entrance of the Clubhouse where the canopy goes out to the curb. Because that's the best place to keep the restaurant staff dry when it rains. We wanted to get a camera there too so that we would know when people show up. So, that's something that we would have to put it in our notes on the *Toast* app when you order, "*Please specify your car so we know who you are when you arrive.*" So, there are just a lot of things like that, that are coming up that we're dealing with. Is there anything else that you want to add, Ines, from our conversation today?

Mr. Bedwell: Where is this app?

Mr. Carnesale: You can download it on Google.

Mr. Bedwell: Is it on our CDD website?

Mr. Carnesale: No.

Mr. Dale: Not yet. It's brand new.

Mr. Carnesale: It's called *Toast Take-Out*. Mr. Delicious Pizza is on there as well as Long Doggers.

Ms. Campo: There are various restaurants on there.

Mr. Dale: It will be advertised. It's coming up.

Mr. Carnesale: There's a lot of sign work that also needs to occur. Long Doggers is on there and we're on there. Mr. Delicious Pizza is on there. North Gasto Pub is also on there. It allows you to order online and then you can just go into a restaurant and pick it up. What we're trying to do, is we want to see if we can get people on golf carts. Last Sunday morning, when I

was in there eating brunch, some guy came charging in after playing nine holes and said, “*Hey, I want a bunch of beer and do you have any breakfast sandwiches?*” They said, “*No, but we can make one for you quickly.*” If you would have had the app, he could have ordered it and when he came in, he could have just taken out to the cart.

Mr. Bedwell: This app is called *Toast?*

Mr. Carnesale: *Toast Takeout.*

Mr. Dale: It’s the little handheld that the waitresses go around with.

Mr. Carnesale: The symbol looks like a piece of toast.

Mr. Dale: You know what's phenomenal about this? A lot of the restaurants locally are starting to use this specific system. What’s great about that, aside from the efficiency for us, is if ever we hire a server from a different area, chances are going to be good that they're already trained on it.

Mr. Bedwell: The POS system that they are using is used in a lot of restaurants.

Mr. Dale: Right.

Mr. Colasinski: Staff seems to be acclimating to it fairly well.

Mr. McCarthy: Steve, I have a question. Does the electrical go up to the ceiling for the bar?

Mr. Colasinski: The electrical for what?

Mr. Bedwell: You’re going to have electricity into that bar.

Mr. Colasinski: It's already there.

Mr. Dale: The outdoor bar you mean.

Mr. Bedwell: Yeah.

Mr. Colasinski: Its already there. It actually was brought down through the wall.

Mr. Bedwell: What about the plumbing and getting water in and out of there?

Mr. Colasinski: I don't know that there were any plans for plumbing.

Mr. Dale: I don't think there is any plumbing. They’ve got big commercial ice bins.

Mr. Colasinski: There is just really a drain for that.

Mr. McCarthy: Is there going to be a drain there? Because I don't want to see us digging out the water.

Mr. Dale: There’s going to be no mess. There are going to be a couple of refrigerators there. I’m trying to think of other stuff that he had in there.

Mr. Colasinski: I don't know.

Mr. Dale: I think he has a locked cabinet for liquor.

Mr. Colasinski: Somewhere we can keep place settings, menus, things like that. The seating area should be for 56 people outside.

Mr. Bedwell: The bar only holds about six. It's a beautiful view.

Mr. Colasinski: The restaurant itself?

Mr. Dale: No, the outdoor bar itself.

Mr. Colasinski: Oh, yes.

Mr. Dale: Keep in mind that the entire rail has a drink glitch, all the way around, so you can just plop your beer or whatever you're drinking. You can stand or be seated at one of the tables.

Mr. Bedwell: It's important we put a mirror there, because you can't ask waiters to stand out there and tell them that's their area to cover. It's too hot.

Mr. Dale: Oh yeah.

Mr. Colasinski: It's not really a mirror. It would be just a camera. Just some mechanism.

Mr. Dale: We have 484-inch ceiling fans going in. That will help with a lot of heat also. But tentatively, if all of the dates and everything comes together for the furniture delivery and all that stuff, I'm hopeful that by mid-October, we'll be brand new and shiny.

Mr. Bedwell: Okay. I'm looking forward to seeing it.

Mr. Colasinski: I think we all are. There's been a bit of a disruption, but it's also a good disruption. It's more exciting when things are done.

Mr. Bedwell: That's one of our big negatives. To be successful, you have to take away the negatives.

Mr. Dale: Right. The other thing that I love about it, is, essentially everything we've done, has an ROI on it.

Mr. Bedwell: Yeah.

Mr. Dale: Ranging from framing to the new roof, to the bar, all of that.

Mr. Colasinski: The other outstanding element is our irrigation system is making pretty good progress. Jim seems to be very happy with the installation. I like Jim's perspective to be honest with you. We had that grass at the front of the driving range and the builder that was

going to do the driving range, was going to charge us \$9,500 to pull that out. Jim said, *"Never mind, we'll do it ourselves."* He had it done in two hours.

Mr. Dale: It saved us \$10,000.

Mr. Colasinski: Yeah. He also said that they're also trying to charge us \$18,000 to take out the old irrigation system. Jim said, *"That's already in the contract for them to remove that."* Better yet, Jim said, *"I already have somebody willing to buy the old irrigation equipment."* So, there's some progress on it. I think Hole #4 is closed right now. Jim is happy with it and that's all I care about.

B. Action Items List

Mr. Dale: While technically not on the Action Items List, but for the purpose of the minutes and for Linda, I want to just again address the issue of the back driving range. To summarize the discussions that I know all of you are here for, I am bringing the issue up. I appreciate discussing the rumor, which was that we were going to put the parking lot in Parkstone. I was like, *"How would we be able to do that? We don't own anything in there."* But I will share that I am sensitive to what goes on the Parkstone. My ex-in-laws live in there. I've seen Parkstone built from the ground up. But the back driving range issue, I think has gotten a little out of perspective with some of the rumors going on. What the Board discussed is that out of fundamental fairness, if we are going to maintain a back driving range, there has to be access for everyone in the community to be able to utilize it. Right now, the only way people are able to utilize it, is if you're from that part of the neighborhood. Because of the golf cart issue, I actually have had people inside of the Viera East golf club community, come up to me and say, *"Well, I don't own a golf cart, so I can't go back there and do anything because I can't park on the street and I can't carry my clubs."* So, the issue was brought before the Board. We came up with the idea that we should have access for vehicles. It became an issue because as I understand it, the right-of-way on the outside of the sidewalk belongs to the HOA, but we own the inside of the sidewalk. So, we had to get permission from the HOA, which I understand we have, but I'm going to be blunt, I don't know completely where we're at with this issue because we have a course manager that for health reasons has not been able to focus on this. This hasn't been our number 1 issue, but it is an issue before the Board. I don't know that I would call it a parking lot as much as I would call it room to park a couple of cars. The bottle brush thing that Linda

mentioned, was an idea by Tim to make it more aesthetically pleasing. What I will assure the community of, is safety is paramount with us also. We're not going to install something that we think is going to impede things. My feeling is if the entire community cannot utilize a service of the CDD, then that item goes away. That's my personal feeling, and I'm only one of five Supervisors on the Board, but it sounded like the Board was unanimous about including a couple of spaces for cars. That's where we're at. We don't have a complete game plan other than the Board felt that there should be available parking.

Mr. Bedwell: I had Tim take me down there and show me. I had a total misconception. If you're standing at Golf Vista looking at area, down this way is where about six cars are going to be parked.

Mr. Dale: Okay.

Mr. Bedwell: It's on the straight part of Golf Vista and not on the curve. In front of those six parking spots, he was going to put the bottle brush to hide the 5th car.

Mr. Dale: To make it aesthetically pleasing.

Mr. Bedwell: So, it's down farther than what you think. I thought it was going to be up by the green.

Mr. Dale: Right.

Mr. Bedwell: But it's not.

Mr. Dale: Right.

Mr. Bedwell: When he comes back, go down and have him show you.

Mr. Dale: Okay. Well, that's effectively where we're at with it.

Mr. Colasinski: We've also had a review with the City of Rockledge and our legal team has done a review.

Mr. Dale: I don't know where we're at with that.

Mr. Bedwell: The HOA has this property just inside of the sidewalk.

Mr. Dale: Right.

Mr. Bedwell: There's a swale there.

Mr. Dale: Right.

Mr. Bedwell: For drainage.

Mr. Dale: Right.

Mr. Bedwell: So, we've got sidewalk to the street and just inside, Tim told me he believed that belongs to the HOA.

Mr. Dale: Which is why we had to get their permission.

Mr. Bedwell: I felt better that the cars were going to be way down on the straight part, not on the curve of people coming around and people parking on the street.

Mr. Dale: Right. I do also want to address another wild rumor that I heard out there that we were forcing the Head Pro and Eddie to go down there. Nobody is forcing anybody down there. Tim had a discussion with the Head Pro.

Mr. Colasinski: Be careful. There is a person who provides lessons here, his name is Mr. Michael Hogan.

Mr. Dale: You're right. I am mis-utilizing the term.

Mr. Colasinski: That's correct.

Mr. Dale: You're right. Technically, Chris is the Head Pro. I did not mean to insult anyone. That was a discussion with Tim and Mike Hogan. Mike and Eddie felt that they would be able to utilize carts and do training down at that end.

Mr. Colasinski: This is not the time of the year because I know when we when we get to wintertime, there are no carts available.

Mr. Dale: Personally, I don't care where they go.

Mr. Colasinski: Now you can use them. Earlier in the year I asked Chris one Sunday morning, "*Hey, can I get a cart*" and Chris said, "*No, I'm sorry. We don't have any.*" Yeah, we didn't have any.

Mr. Dale: Which is the reason why we need parking down there, because the carts frequently are not available. So, if you have a District resource that is not available, that's the way I'm looking at it.

Mr. Colasinski: Carts are for golf, not necessary transportation back-and-forth.

Mr. Dale: Right.

Ms. Campo: I didn't think that area was a driving range. It's the practice area.

Mr. Dale: No, that is the back half of the driving range. You can literally shoot back towards the other end of the range.

Mr. Bedwell: You can go down there and hit balls back towards the putting green.

Mr. Dale: Yeah. With that said, let's segue into...

Mr. Colasinski: There's one more item.

Mr. Bedwell: Is this project big enough that we need it on our calendar, like the Clubhouse renovation, where we talked about all of these?

Mr. Colasinski: I don't think we're even close to a start date on something like this.

Mr. Bedwell: I know.

Mr. Dale: The Clubhouse renovations have been an issue because of the cost associated with everything. We had to bring everything before the Board. I'm going to be blunt. I think we should take that off of the agenda unless you have a specific update, Pete.

Mr. Carnesale: We talked about that three to four months ago.

Mr. Dale: You were good with that.

Mr. Carnesale: I had no problem with it being not being on the agenda on a monthly basis.

Mr. Dale: Okay. So, we can remove that item.

Mr. Colasinski: Before you change topics on me again, I wanted to ask our GMS counterpart whether we paid for legal review with the City of Rockledge. I believe it was for the parking lot, for the practice area back there, but I wanted to clarify that. I believe that's the only area back there that's in the City of Rockledge along that road.

Mr. Bedwell: Somewhere along Golf Vista or maybe the entrance road at the end of the golf club. North of there is Rockledge.

Mr. Dale: Right. Everything on that side of Golf Vista.

Mr. Colasinski: I just want to understand. Did we have a review? Did our lawyers review technical materials from the City of Rockledge for this activity as far as the back tee?

Mr. LeBrun: I'll have to check with Jason.

Mr. Colasinski: That's fine. That's all I'm asking. It is just an action item for the next workshop.

Mr. Dale: Actually. I don't believe that is what it was for, but I don't really want to get into it at this meeting. I think it was in regard to an e-mail that you received from Jason regarding another issue.

Mr. Colasinski: I just wanted clarification. That's all I'm asking for. I don't want to guess. I want clarification.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

Mr. Dale: Under Staff Reports is the General Manager's Report, which will be given by our Head Pro this evening.

Mr. Gaines: It is businesses as usual. I spoke with Ed this morning. They're doing mechanical pairing in the scrub jay habitat. As for the golf course maintenance side, I spoke to Jim. The irrigation right now is currently on Hole #4. This is the tenth hole that they've worked on. They started the driving range renovation. There is a little bit of a speed bump there. There was a problem with the bulldozer used to get the sod out of the way. They had to spend two days fixing that. So, we are behind the pace on that. As for the golf operations side, for rounds and revenue for July of 2021, we did \$96,011.50, which was an average of \$3,097 per day. Right now, through July 27th when I ran the reports, we're at \$86,768.32 or an average of \$2,213, which is a little over average of last year. So, if we have to good weather, we're on a pace to break the rounds and revenue for next month.

Mr. Bedwell: We are sure going to lose a lot of money.

Mr. Gaines: Does Tim usually cover Hook & Eagle sales?

Mr. Dale: Yeah.

Mr. Gaines: For July of 2021, the restaurant, did \$21,376.28. Right now, through July 27th, we've done \$40,585.24. After speaking with Jeff, he expects to be somewhere in the \$48,000 range by the end of the month. There was a question regarding some expenses that came up. Originally, I believe the number was \$15,000, but after speaking with Jeff, it was about \$10,000.

Mr. Colasinski: Yeah, that was with Cheney Brothers.

Mr. Gaines: So, there was \$5,000 with Cheney Brothers.

Mr. Colasinski: Well, there's \$5,000 for the *Toast* equipment and then the back billing for Cheney, which was the other balance of that.

Mr. Gaines: That's all I have for now.

Mr. Dale: I just want to comment. Those were phenomenal numbers, \$48,000 in July.

Mr. Colasinski: In the summertime, yes.

Mr. Dale: I'm stunned that we're getting those kinds of numbers.

Mr. McCarthy: When I look at June, three months prior, there were expenditures for \$45,000, and then it jumped to \$61,000.

Mr. Dale: That's what he's talking about.

Mr. Colasinski: That was the expenditure for Cheney Brothers. What happened was there was an account that was established to pay Cheney. When they delivered, they would draw from it in the ACH account. They didn't activate that account until the third month. So, we had all these back bills. They said that they hadn't been paid. That was over \$10,000.

Mr. McCarthy: It didn't look right to me.

Mr. Colasinski: I agree. It didn't look right to me. That's why I asked Jeff.

Mr. Dale: Then the other \$5,000 was the capital that should have come out of the bond money.

Mr. Colasinski: Yeah.

Mr. McCarthy: That's fine.

Mr. Colasinski: I'm glad you're asking questions. That's good. I appreciate that.

Mr. Dale: Ines, do you want to talk about the vandalism today just briefly?

Ms. Campo: Okay. This morning or actually it was midday, Jim brought to our attention that someone slashed the Hook & Eagle sign, the one at the entrance of Murrell Road and Clubhouse Drive, from top to bottom. That happened yesterday. They hadn't brought in the sign yet. They've been busy. At Woodside Park, someone slashed a few of our banners out there. So, Jim and Ed checked the cameras that were installed at the park, only to find a well-dressed elderly gentleman. We caught him on camera. I got a picture on his face. I got a video of him actually going up to the sign and slashing three of the ones that were at the park. We called the Sheriff's Office and they came out immediately. They saw the pictures and they know exactly who he is. At Viera East, we have a local bum who is always in the area that is always well-dressed. You would never think he was homeless. He is from out of the area. He hangs out at the 7-11 on Viera Boulevard. So, he's well-known in the community. I reported this to Steve and to Rob to have the Sheriff write up a report. They know who he is and now it's up to us to decide what to do.

Mr. Dale: I spoke to the Sheriff before the meeting. She was about to get off when she called me back. She doesn't work tomorrow or over the weekend. So long story short, on Monday, I'm going to be filing a report and we'll be pressing charges. That's it.

Mr. Colasinski: Okay. Next item.

B. District Manager's Report

i. Ratification of Requisition No. 108

Mr. LeBrun: I just have a few items. The first one is the ratification of Requisition #108. This is for some of the golf course irrigation work. You have the requisition on Page 73. It was signed off by Jason and by the engineer and is just for the Board's ratification.

On MOTION by Mr. Colasinski seconded by Mr. McCarthy with all in favor Requisition #108 as stated above was ratified.

ii. Ratification of Requisition No. 109

Mr. LeBrun: Next is the ratification of Requisition #109. That is for the roof. It is on Page 74.

Mr. Colasinski: We needed a new roof.

On MOTION by Mr. Carnesale seconded by Mr. Colasinski with all in favor Requisition #109 as stated above was ratified.

iii. Consideration of Requisition No's 110-114

Mr. LeBrun: The next item is the consideration of Requisitions #110 through #114. Those are on Page 84 of your agenda. We will have an authorized agent sign off, an engineer signs off and at the next meeting, we will bring it for ratification.

On MOTION by Mr. Colasinski seconded by Mr. McCarthy with all in favor Requisitions #110 through 114 as stated above were approved.

• Consideration of Requisition No's 115-117 (Added)

Mr. LeBrun: We just received Requisitions #115 through 117 today or yesterday. They are not in the agenda. There's a physical handout that we printed out that has all of those for your review. It is the next draw for irrigation. That is Requisition #115. Requisition #116 is the draw for the irrigation and #117 is the hood range deposit. Those were the three items that weren't in your agenda, but it is the same thing. The Board will ratify those at the next meeting.

On MOTION by Mr. Colasinski seconded by Mr. McCarthy with all in favor Requisition #115 through 117 as stated above were approved.

C. Lifestyle/Marketing Report

Mr. Dale: Michelle, you've been so quiet over there in the corner today. Let's hear from you.

Ms. Webb: We started Sassy Saturdays. After talking with Eddie, I think we're going to do another third Saturday of every month until October.

Mr. Dale: What is Sassy Saturday?

Ms. Webb: It's women's golf. It was on International Women's Day. I've had a lot of people reaching out to me saying, *"Can we do something again?"* I was like, *"Well, why don't you guys think about having something once a month."* They said, *"Sure."* There was a lot of talking back and forth with this group. They said that they would really like it on a Saturday because a lot of them work. They're all professional women and trying to make it to the golf course after work is really hard. So, we decided to try Saturday. We did have 38 more women show up. Some were part of it. They normally go to Cocoa Beach, but they live closer to us, so they prefer us to continue this. That wasn't even half of the 30 women that came to International Women's Day. With that group, a lot of them are on vacation and getting ready for school to start. So, we definitely have good interest in a women's golf clinic. I gave Chris and Eddie a briefing of what the women said about it, things that they liked about it and things that we might want to change. Everybody made a little money. The golf course make money with the ladies. They actually were buying things in the pro shop. Some of them aren't even golfers, but they wanted a mug and wanted to look the look. One thing that I will tell you is that women like to spend money. They want to look the look. They want to look like golfers. So, they're going to come in and buy clubs and things like that. We don't really sell clubs, but we definitely could make a good connection with playing golf. So, we're definitely going to get with Eddie and continue to focus on this. He's already giving me three dates on a Tuesday that he's going to do mini clinics for these ladies. Trying to do a clinic with 30 ladies is hard because you have some that never play golf, some that are intermediate golfers and some that have more professional skills. It's hard to get them all in one 30-minute class, so we started breaking it down. That is something that we're going to continue to do. The Viera East golf course is in the top three

finalists for the Florida Today Best of Brevard, which is for the best of the best. They will be announcing the winners on September 7th at a dinner banquet. We did get a table of 10. I figured you can decide. We will definitely make sure to put you on the list because you guys make the golf course. Chris, you're on the list to go. That table is basically for most of the people that are on the golf course because they are here to do their best.

Mr. Dale: Just on that issue really quick for the Board, my feeling personally is to have people like Ines or Tim. We take care of them, but I guess my feeling is if a Board Member goes, the Board Member should be paying for it. I don't know. I want everybody's opinion on that.

Mr. Colasinski: Have fun.

Ms. Webb: Well, they do give us some tickets. So, you can decide that.

Mr. Dale: Would the Board have a problem if a Board Member utilized a ticket for this, whatever it is. I don't even know what to call it, a gala or whatever.

Mr. McCarthy: It's fine.

Ms. Webb: It's \$75 dollars a ticket in addition to what they provide to us. We did get a table for the members of the golf course. We're in the top three, which means we're going to get something.

Mr. Dale: I suspect we're at least top two.

Ms. Webb: I believe we're going to be top one. I also talked with Steve a little bit about, when the ladies came out, we made a package deal with having some beverages out on the golf course. Well, the Hook & Eagle coolers were left from divots. A lot of them are ripped. They are not very nice. We didn't have enough, so they are using Ziploc bags. Now I know that we're putting a lot of money into the golf course, but in the future, it might be something that we want to look at investing in because a bunch of women run around with Ziploc bags full of ice and beer. They were okay with it, but I don't think it's a good representation of what we can offer.

Mr. Colasinski: We had conversations about that and conversations with Jeff and Chris about that. Jeff has a mechanism if we were to buy the coolers. Chris was going to check into asking what price they actually have. So, that's in the works right now. Then we have to figure out, based on the price, whether we want to try just a small amount of these first. Because from what Chris was saying, they are \$100 a piece.

Mr. Gaines: I haven't spoken with them directly, yet.

Mr. Colasinski: It's fine.

Mr. Gaines: I did a quick look-up because the sand bucket right now is short of \$120.

Mr. Colasinski: Yeah. They are a special fit on the golf cart.

Ms. Webb: If it's two women in a golf cart...

Mr. Gaines: You could comfortably fit probably eight.

Ms. Webb: Yeah.

Mr. Gaines: Then obviously throw ice over the top of it.

Mr. Colasinski: I just wanted to let you know that we dug into it a little bit more and are trying to get cost information at this point.

Ms. Webb: Just to let you guys know, I've sent my report for June and July, and all the things we've been pushing out. Understand when I say, "*Push out*," a lot of times when I put an ad out through Facebook and social media, there are things called, "*Boosters*." So, if you want to boost an ad to another 50 miles per mile radius from where you are, they charge you for it, just like they charge you for the ad. By boosting some of our ads, we've increased our readers from 8,356 people in June to 45,170 people. That means we've reached over 4.1 K of people that we contact on a regular basis that get to see our ad.

Mr. Dale: 45,000 independent people, not the same person over and over.

Mr. Colasinski: At what cost?

Ms. Webb: It depends on how long I run it. Sometimes it's \$5 a day. Sometimes it can be \$11. It depends.

Mr. Colasinski: Only because we have a budget here. I'm trying to understand.

Ms. Webb: I gave you what I kept as a running record of what I spent. A lot of it is \$100 and we're actually running ads for employees. You'll see that running Facebook ads and boost are not expensive. They're not too expensive as running an ad in the newspaper. That's why I increased the budget because if you guys are growing and we want to do more things, there is a couple of other ways of us marketing, running ads for, but it's going to boost our ads up. Social media doesn't cost as much, but you actually reach if not more people than sometimes your ads in the local newspaper.

Resident (Not Identified): Can I ask a question?

Ms. Webb: Sure.

Resident (Not Identified): I've been asked by other residents, including my son who is very much into social media. Do you post in the events section on Facebook?

Ms. Webb: Not always.

Resident (Not Identified): Because he doesn't find it there and he didn't even know about us until he started to come over.

Ms. Webb: GolfNow is trying to help us. Tim and I have been working on this. Facebook restricts me from getting in. You have to authorize yourself and they have to verify you. I sent in my credentials. Tim sent in his credentials and they denied both of us. GolfNow can still get in. I get in the back way by going through Instagram, but I now have to send in my license. I have to send in my paid receipt from you guys. It's like this whole big thing that Facebook has in order for me to get in. They send e-mails, but the number goes to Tim, but Tim said he's not getting the number. So, there's a definite deficit between them.

Mr. Colasinski: I think we need to assess Facebook for being in our community where they give us money. If it's that much of a problem...

Ms. Webb: Well, with this new authorization, they cannot steal your identity. This is what they're trying to do. I don't particularly want to send in my tax report. I don't think they should have any access to that. But I'm going to the back door. I haven't sent in to GolfNow because she still has access in there right now. What you see on there is either through Instagram or it's her posting. I tell her, *"Please make sure you put this in the event section."*

Resident (Not Identified): This was brought up to me by more than just my son.

Ms. Webb: Yeah.

Resident (Not Identified): That's why I wanted to mention that because that's pretty much where we all find out whether you want to do it on the weekend.

Ms. Webb: Right. We also have all of the calendars posted. Hook & Eagle doesn't have this on their site, but the golf course has it on their site on their monthly calendar. The Viera East CDD site has a calendar.

Resident (Not Identified): People need to realize that it's not just the golf course.

Ms. Webb: Exactly. I'm actually a little scared to post Saturday night events because they're getting an overload of calls. I'm getting a little nervous on this one.

Mr. Carnesale: There are some TV channels that basically have events.

Ms. Webb: Yeah. Channel 13.

Mr. Carnesale: Okay. I'm questioning what it would take to get on there.

Ms. Webb: Jeff and I talked about it and he's not ready for that, with the hood issue that we have right now with the restaurant. So, I'm not doing that until we are done with the renovation. He's a little nervous about me doing too much. We're a little nervous about Saturday night. We've already talked about that. That's why I've added more to the budget. For \$450, they'll come out, videotape your event and blast it everywhere. They are well watched in the community and everybody looks at them and looks on their site for events. So, we could pay him \$450, if we wanted to do a grand opening of the golf course after it's all done. I definitely want him talking about it because he's a big promoter in this area, but it's \$450 dollars every time he comes out. He did come out to the opening of the dog park and the playground, but he did that as a community thing. But if it's our business, he will charge \$450. I talked to him about that as well. It's a nice package. I budgeted \$6,000 because if we're growing so much, I don't know how much more we're going to have and if we're going to do any golf tournaments. So, I just kept it open. You'll notice, even in June for engagements, we had \$1,442. Engagements mean that people pass it along. It went from \$5,050. We had an increase of over 259 people sharing our posts and having exchanges with each other. Our restaurant is getting out there. It's a lot busier. I was very impressed with them. Jeff was like, "Stop." We also increased trivia to every Wednesday night. I do it twice a month. Lily is now doing the other two because I cannot do four times a month. Saturday night social is getting popular. Jeff said he's getting at least 15 to 20 calls a day. There are definitely more women than men, but women like to have fun and they drive. I'm going to have to replace some banners. I did notice from the video, he focused on realtors first.

Ms. Campo: Joe said that they might be a little bit unstable.

Ms. Webb: He got every realtor sign.

Ms. Campo: He got our signs. He got the Hook & Eagle signs. There are also realtor and mortgage company signs.

Ms. Webb: Yeah.

Mr. Dale: I did remind the Sheriff's Department that they have trespass authority. That has been granted to them. We had to actually go down and fill out a form a few months back and anybody that's in the park before or after dusk, the Sheriff's Department has the authority to trespass them.

Ms. Webb: My final thing. White Rose Farms will be at the Farmer's Market. They will be offering fresh seafood and fresh produce. I talk to about 21 people around this county.

Mr. Colasinski: That's a huge accomplishment. So many people asked me, "*When are you going to have produce?*"

Ms. Webb: The biggest ones are all open on Sundays. They already have a commitment on Saturday. They're consistent with that. Two say they are coming out, but then they don't have enough to bring out from the store to the Farmer's Market. 321 Farms up in Titusville keeps wanting to come down here. Her husband will manage the store, but she is a little nervous that they will probably sell out. It is summer. We only had, I think, 22 vendors this last time because everybody was on vacation, but that's okay.

Mr. Carnesale: We had 22. We also had less people come, but it leveled off so that the people that were running their businesses, were still making the profit that they were looking for. That's what brings them back.

Ms. Webb: I had people email me and say, "*Hey, is the lady with the barbecue sauce going to be there next time?*" These are the emails that I get. I ask, "*Why are you emailing me? I won't know until this time.*" I tell them to check our site. I try to post who is going to be there. We definitely have people coming back. I have a positive vibe there. They are just sweet and nice people. They look out for each other. They love our community. We get compliments all the time that we are the nicest ones in the county. They said a positive vibe comes from everybody and that's why they do so well. They are well liked. I'll be putting another application in. It runs out in September. So, it will be October through the next six months. Because you have to apply to the county every time.

Mr. Carnesale: You've been very positive with these people and very nice with them and the whole bit. After you are gone, I usually go around and ask each and every vendor how they're doing. That's why they've got that kind of an opinion. More than one person is involved and more than one person is interested. They're interested in what you are doing, not what I can get, but how are you doing business-wise.

Mr. Dale: Right.

Mr. Carnesale: That's why I was able to make a comment that they are still making the sales.

Ms. Webb: They're very gracious that we've done a-12-month one. They said a lot of markets are shut down and this is their business. So, they are very gracious that we opened the park for them. I am trying to add music, but like I said, we've been really busy. I've been trying to get support for Hook & Eagle. So, he hasn't had to pay any money out to other people. We had trivia last night. People said they love coming and had a good time. We definitely have been hearing really positive things from everybody.

Mr. Dale: Have we found out anything more about the grant that you discussed the one time?

Ms. Webb: Which one?

Mr. Dale: The recreation grant for seniors to play golf.

Ms. Webb: There's a recreation grant for seniors that I've been applying for. They are not taking applications until August. I've been looking into it. One I tried to apply for, but because you guys have a government bond, it made us ineligible because of bond money. But this one didn't sound like it had any bond money. I also have a friend who works at the zoo who does all of the grants. She's looking at it too. The last one I looked at, we spent a lot of time looking at it and we got disqualified. So, I am still looking at them. I'm hoping that we can get more support at the golf course for seniors to come out and play. If the expenses drive up, they might be eligible for something that we can do as a promotion. Like I said, the application isn't until August, which is a couple of days away.

Mr. Bedwell: I don't understand these numbers. Is this what you spent this year?

Mr. Colasinski: This is your plan.

Ms. Webb: That's the plan for next fiscal year. You should have gotten an Excel sheet.

Mr. Dale: That's why I'm asking. If you're asking for a certain amount for marketing or whatever, I want the Board to be clear.

Ms. Webb: You should have gotten this sheet. Jason gave me a sheet, but they had a lot of stuff on it that really isn't marketing like the expense for the ads. Is that one for marketing?

Mr. Colasinski: Say that again?

Ms. Webb: The ads that are posted for employees, that expense should be on the marketing spreadsheet.

Mr. Colasinski: I don't believe so.

Ms. Webb: Okay.

Mr. Dale: I don't consider that a marketing expense.

Ms. Webb: Alright. Because when I get the report from Jason, it has the ads on there and the Hook & Eagle sign for the building. I don't think that's marketing. We'll just have to delete them. I just try pick out what I feel should be the marketing costs and put in my Excel sheet, so we can keep up with the budget.

Mr. Bedwell: What is this second page?

Mr. Colasinski: The spreadsheet.

Ms. Webb: On the spreadsheet is what I have spent.

Mr. Bedwell: This is what you have spent.

Ms. Webb: Right and what is projected to be spent.

Mr. Bedwell: This is the plan for it.

Mr. Colasinski: Correct.

Ms. Webb: This is what I have spent so far based on the numbers I've been given.

Mr. Bedwell: How do you split up this? Did it go in the General Fund or in the Recreation Fund? It's all going towards the restaurant and golf course.

Mr. Dale: Right. That's why I want to have this discussion.

Mr. Colasinski: We're not really doing anything on here for Woodside Park, other than the three events down here. What Dave is asking is where we get the money from. There's the Recreation Fund and then there's our General Fund.

Ms. Webb: Right. For the Farmer's Market, I said, "*Woodside Park Farmer's Market.*"

Mr. Colasinski: I think it's all recreational.

Mr. Webb: If I understand it, we spent \$86,700 and we have \$23,500 coming in as revenue. The net of that is \$64,000.

Mr. Colasinski: Is that correct?

Ms. Webb: Yes.

Mr. Bedwell: Does that include your salary?

Ms. Webb: It does not, well, the proposal does.

Mr. Colasinski: The budget plan includes your salary, right?

Ms. Webb: Yes. Last year, I asked for \$56,850.

Mr. Colasinski: For the total?

Ms. Webb: Yeah, for the total.

Mr. Bedwell: So, you don't have yours in a lump sum. It's spread out?

Ms. Webb: No, mine's on the bottom page. If you look at the back page, it says, "*Current Marketing/Lifestyle Coordinator.*"

Mr. Bedwell: I see \$23,540, but that's the revenue from these projects.

Ms. Webb: No. Right above it.

Mr. Bedwell: Where are we at on this budget?

Mr. Colasinski: That's what her second sheet was.

Mr. Bedwell: Yeah, I know.

Mr. Colasinski: With regards to the new fiscal year.

Mr. Dale: It looks like an increase of about \$10,000, basically.

Mr. Colasinski: I haven't correlated the two.

Ms. Webb: You guys don't remember. When I did this budget for you last year, Hook & Eagle was not a part of it. I've had to move a lot of this around to market for Hook & Eagle. Because when I did this for July, Hook & Eagle didn't start until October 1st.

Mr. Colasinski: Right.

Ms. Webb: I had to take out a lot of things that I had and segregated other things to cover stuff that Hook & Eagle asked me to do, like the prize money for Hook & Eagle. They're asking for all of it to come out of marketing. That's why I wanted to do two times a month because they don't have enough in the marketing budget to cover four days a month. The revenue by October should start picking up so that they can take it out of there.

Mr. Colasinski: You have national marketing and local marketing.

Ms. Webb: National marketing was for International Women's Day. That's national marketing. We pay \$159 for them to be a part of that and they give us all the brand names and things like that to use. That's an international marketing event.

Mr. Colasinski: That's the \$4,700?

Ms. Webb: Well, in general. This year, when we did it, we had a sponsor for t-shirts.

Mr. Colasinski: Right.

Ms. Webb: The sponsor brought their own beverages. So, I've going to eliminate that for next year. They have the alcohol or whatever they want, from Hook & Eagle.

Mr. Colasinski: Did you charge people to participate in that event?

Ms. Webb: No.

Mr. Colasinski: Okay.

Ms. Webb: It was all paid by a sponsorship.

Mr. Colasinski: Okay. So, we made money.

Ms. Webb: We made money. Because the sponsorship that came in, actually, I think there's a little bit left. Wasn't there, Chris?

Mr. Gaines: Sponsorship money for?

Ms. Webb: International Women's Day.

Mr. Gaines: Yes.

Ms. Webb: We actually made a little bit more than what we had paid for.

Mr. Dale: Well, not only that. Some of that was just pure profit because it goes to the golf course to pay for rounds that nobody was utilizing anyways.

Ms. Webb: Hook & Eagle got paid for \$35 each for a dinner and alcohol. It was good that, that was paid by sponsors. They didn't want to tell a sponsor he couldn't bring alcohol because they did not want him not to sponsor next year. But I did tell them that next year, we're going to have to increase his sponsorship money to include alcohol.

Mr. Bedwell: Well, we have to rework this budget.

Mr. Colasinski: To get that in here.

Mr. Bedwell: The golf course has \$35,000, the General Fund has \$18,000 and the restaurant has nothing. We don't have a recreational P&L.

Mr. Dale: Right.

Mr. Bedwell: We have a Recreational Fund. I assume that the restaurant bills are paid on that same checking account as the golf course. It's kind of confusing.

Ms. Webb: Well, these things are separated.

Mr. Bedwell: We have one checking account for the recreation.

Ms. Webb: Yeah, but for financial purposes, they're going to support the park.

Mr. Bedwell: We need to set up our revenue for this \$22,540 and then an expense of \$86,753. We're at \$53,000.

Ms. Webb: That's if all of this happens. Like I said, I just had it based it on the way we've been moving and going towards events and things like that. If we keep doing all of these bigger things and then we advertise, that's what keeps the people coming in.

Mr. Colasinski: So, what do we see as the next action plan here with regard to your marketing proposal? We need to get it into the budget.

Mr. Bedwell: We've got 3\$5,000 in the Golf Course Fund, \$18,000 in the General Fund, but I don't know what that's for and we've got nothing in the restaurant. The restaurant is pulled out of this golf course budget, so we don't have a budget for that.

Mr. Colasinski: We don't have any advertising money allocated for the restaurant in our budget.

Ms. Webb: I know because, as I said, it wasn't part of last year, remember?

Mr. Dale: I understand, but Dave is bringing up a very good point that we have to update our budget to reflect that.

Mr. Colasinski: We're got \$53,000 accounted for in the budget and we need another \$11,000.

Mr. Bedwell: I don't think we need \$18,000 in the General Fund.

Mr. Colasinski: Right.

Mr. Bedwell: Unless that's Woodside Park or something else.

Mr. Colasinski: Right.

Mr. Bedwell: What else would be General Fund? I don't know. Everything I see her doing is either in the restaurant or the golf course.

Mr. Colasinski: For the various events that go on.

Mr. Bedwell: The Farmer's Market comes out of Woodside Park, right?

Mr. Colasinski: Yeah. Her intention is, really, for other people to get engaged. So that's recreation.

Mr. Bedwell: That's recreation, but we don't have a recreational P&L statement.

Mr. Colasinski: Yeah, I understand.

Mr. Bedwell: We have a restaurant P&L and a golf course P&L. We're going to need to put \$86,000 in expenses and \$22,000 in revenue.

Mr. Colasinski: Right. In the Proposed Budget.

Mr. LeBrun: There is time before the public hearing on the budget. It's up to the Board on whether you want to move that around.

Mr. Colasinski: Actually, we should. If you want to contact me about that, we could do that. We will have to sit down and go through the budget and figure out the best place to put that.

Mr. Dale: Yeah.

Mr. Bedwell: Do you have a copy of this, Jeremy?

Mr. LeBrun: Yes.

Mr. Bedwell: Because that's what you've got to get to in the budget. Let's split it up somehow.

Ms. Webb: A lot of it is just basically advertising.

Mr. Dale: Yeah. That's why it was imperative to get this in today.

Mr. Colasinski: Thank you for pulling it together.

Ms. Webb: Monday, I start back at my regular job.

Mr. Colasinski: You're on vacation for seven weeks. All right. Anything else?

Ms. Webb: That's it. It's been busy.

Mr. Colasinski: There's no question about that. There's lots of activity.

Mr. Bedwell: We need to make sure there's money.

Mr. Colasinski: That's correct.

Ms. Webb: When I was in Hook & Eagle on Saturday, there were four people there.

Mr. Colasinski: For Sassy Saturday?

Ms. Webb: Yeah. A lot of these are driving the revenue.

Mr. Dale: For the restaurant.

Mr. Colasinski: The event this Saturday will as well.

Ms. Webb: Right. This Saturday.

Mr. Colasinski: You're spending money. Right?

Mr. Dale: We have a singles event this Saturday from 6:00 p.m. to 8:00 p.m.

Ms. Webb: If we didn't have Wednesday night...

Mr. Dale: We've had singles calling into the restaurant all week long.

Mr. Bedwell: I was single for 16 years. I know what that's like. If you don't meet them at the office, where do you meet them?

Mr. Dale: Right. Well, that's the thinking behind the event.

Ms. Webb: Every single one of them said, *"I love this."* One lady said, *"I wanted to play golf. I went out with my husband. We got in an argument and I hated it."* She told me that she came to the last two events and loved it, but she couldn't play golf with her husband. It's the same thing with Robert. I can't play golf with him. You guys want us to do it in a certain way

and we don't listen. Anyway, they enjoyed the socialization and the fun. There were women that never played golf and women who had some experience. Those ladies were so nice. It's very nice to see and the word is spreading. One lady said that the only other course she knows that supports women's golf is Cocoa Beach. That's why they prefer to drive here than Cocoa Beach. It is definitely a market that we can tie into. I have a feeling that other courses will start doing it. We should definitely corner this market quick, because these women are ready to buy outfits, golf clubs and everything else.

Mr. Colasinski: Eddie is trying to get some agreement with Moon Golf to come out and do a club demo for the women out here as well.

Ms. Webb: Yes. They want it.

Mr. Colasinski: Right.

Ms. Webb: It was eight cents this time. If we had golf clubs, we'd probably be selling eight cents of golf clubs.

Mr. Colasinski: Yeah. That is something Eddie is evaluating. He is trying to get some agreement with Moon Golf. We might allow them to do things here and then we get some things from them. So, that's in progress. We are supposed to meet with them tomorrow.

Ms. Webb: These ladies are sending me pictures of what they buy to wear.

Ms. Campo: Some of them are wearing tennis outfits.

Ms. Webb: So, there's definitely a market. They are having fun and I think it's a great market.

Mr. Colasinski: Okay. Thank you.

Mr. Dale: Thank you, Michelle.

D. Restaurant Report

There being none, the next item followed.

EIGHTH ORDER OF BUSINESS

Treasurer's Report – Consideration of Financial Statements

A. Approval of Check Register

Mr. Dale: All right, Treasurer's Report.

Mr. LeBrun: We have the checks for June 15th through July 20th.

On MOTION by Mr. Colasinski seconded by Mr. Carnesale with all in favor the Check Register for June 15, 2022 through July 20, 2022 in the amount of \$167,183.81 was approved.

B. Balance Sheet and Income Statement

Mr. Colasinski: I had one item that threw me for a loop. We have a prior month and year comparison. One, in particular, was for the golf course. It had the revenues and expenditures on it. I looked at that for golf operations and it showed a variance of \$94,000, which compared to the year before, would have been a 41% increase. But I went through the previous year's report and this report shows a total of \$226,528. So, I went line-by-line in last year's report and added it all up and it's about \$295,000. So, it's a false flag to me, as far as the amount because that's a 41% increase. I'm wondering how we did it and what we are doing. I went through last year's report and it actually has a much higher number than that. So, our variance is much smaller than that. Much smaller than that. We're within our budget, so that's not an issue, but I just wanted to make sure that these things are correct so that we don't have any false flags when we come in here. I can show you the page if you want, Jeremy.

Mr. LeBrun: Okay.

Mr. Colasinski: Because it doesn't have a page number on it. I just want to make sure we're looking at the correct data.

Mr. LeBrun: Yeah, Definitely.

Mr. Dale: Okay. Thank you, Steve. We appreciate it.

NINTH ORDER OF BUSINESS

Supervisor's Requests

Mr. Dale: Pete, do you have anything?

Mr. Carnesale: No.

Mr. McCarthy: No.

Mr. Bedwell: No.


Mr. Colasinski: No.

Mr. Dale: I believe I'm good also. At this time, I will entertain a motion to adjourn.

TENTH ORDER OF BUSINESS

Adjournment

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



Secretary/Assistant Secretary



Chairman/Vice Chairman

