

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, March 24, 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 will start with the folks who submitted Request to Speak forms. Please state your name and address for the record and please keep your comments to three minutes. Mr. Concemi?

Resident (Sam Concemi, Worthington Circle): Gentleman and Members of the Board, as you know, approximately a year ago, this Board asked me to form the Viera East Sound

Reduction Focus Group. Since that time, we have been turned down by the State and by the Feds. So, we have decided to go to the City of Rockledge to seek help in getting a sound barrier for the area along I-95. The city expressed some interest in helping us. I'll be honest. I don't have a commitment. They said that they wanted to know if we have local support. On Tuesday I went to the Homeowner's Association (HOA) for the Viera East golf community and they endorsed our work. Tonight, I'm asking this Board to endorse our work so I can take letters to the City of Rockledge to see if they will assist us on our behalf in setting up some sort of sound remediation. I will answer any questions that you have.

Mr. Colasinski: What does that endorsement mean?

Resident (Sam Concemi, Worthington Circle): Basically, endorsement simply says, "*I'm with you*" and that you endorse and support the efforts of the Viera East Sound Reduction Focus Group to seek abatement of excessive noise from I-95. This is not a financial commitment. It is not a commitment that you have to act on our behalf. It is simply saying, "*Go for it. We are on your side.*" I have given a copy of what I proposed to Mr. Carnasale who is a member of the focus group and I discussed it with him just before the meeting. Now it's up to you. I just need a vote to endorse or not endorse the efforts that we made.

Mr. Dale: There are two things that I want to cover. Just for clarification purposes, Sam, because we are under the Sunshine Law whenever we form a committee. Jason, could you just clarify?

Mr. Showe: Absolutely. This is not an official committee of the CDD. This is a resident group that's not affiliated with the Viera East community.

Mr. Carnasale: It's a focus group and that's exactly what it's called.

Mr. Showe: Absolutely.

Mr. Dale: I'm not trying to take anything away.

Resident (Sam Concemi, Worthington Circle): No, no, no. I'm very, very aware of the Sunshine Law and the last thing that I want to do is stub my toe here.

Mr. Dale: Right.

Mr. Carnasale: I'm the one that got him into the focus group a year ago.

Mr. Dale: I understand. Actually, he started the focus group.

Mr. Carnasale: He started it as a committee and I advised him to change it to a focus group.

Mr. Dale: The whole process at the very beginning. I remember the first meeting. The second part for me and I don't know how we are doing on the three minutes.

Mr. Showe: He used about two minutes.

Mr. Dale: I'm only doing this because we would be doing this as part of the regular meeting.

Mr. Showe: Right.

Mr. Dale: With regard to the financial commitment aspect, I'm glad that you clarified that. Do you foresee that as being static throughout the whole process or...?

Resident (Sam Concemi, Worthington Circle): I was speaking with Mr. Carnasale and the financing of this project is whatever it is. We don't know what it's going to be. I don't know what is coming down the road at us. I don't know if the Feds are going to support it. I don't know if it's done by the State. I have no idea how this thing would be funded. Again, as I said to Mr. Carnasale, we can't address that issue until we know what the issue is. This is basically something that's down the road. I anticipate next year, this time, we may be talking about the same thing again. Whether or not there is a financial aspect to this thing or not, I cannot answer that at this time.

Mr. Dale: Okay. You've been very upfront with us in the whole process. You've been great. I loved working with you on it. What I don't want to do is give any false illusions of, *"Like oh yeah, there's going to be millions there for a wall or something like that."* I guess what I'm saying is I don't want to get down the road and then pull the rug out from under you. So just as long as the expectations are clear on both sides.

Mr. Colasinski: I think this is just one step.

Mr. Dale: Yeah.

Resident (Sam Concemi, Worthington Circle): Exactly, just a step. I can assure you that the Board of Directors of the HOA had exactly the same questions.

Mr. Dale: Right.

Resident (Sam Concemi, Worthington Circle): What are we getting into here? We don't want to get involved a \$5 million project and we have to front it.

Mr. Dale: Right.

Resident (Sam Concemi, Worthington Circle): I said I don't know, the answer is the same here that I gave to them. We have to wait to see what the State or Federal Government is going to require from us. We haven't even looked at the accounting over yet.

Mr. Dale: Right.

Resident (Sam Concemi, Worthington Circle): That I'm sure it was going to get through to the mix sooner or later.

Mr. Dale: But I do recall the case that you made and there are a lot of statutory items that after the fact they weren't met and I see where you're coming from.

Resident (Sam Concemi, Worthington Circle): Thank you.

Mr. Dale: Alright. Is there anything else from the Board? I want to keep this moving tonight. We've got a lot on the agenda.

Mr. Showe: I think we can flag that under Supervisor's Request or if somebody wants to make a motion.

Mr. Carnasale: I would like to make a motion to endorse.

Mr. Dale: Let's just do it and get it out of the way.

Mr. Showe: The motion would be to delegate a Board Member to endorse the project.

Mr. Carnasale: I'm already on the focus group.

Mr. Showe: Sure. I think the motion would be to delegate Peter as the representative for the Board to just respond that the CDD is in support of the project.

Mr. Dale: Okay.

Mr. Carnasale: That works.

On MOTION by Mr. McCarthy seconded by Mr. Colasinski with all in favor delegating Mr. Carnasale to act as a representative of the Board to endorse the Sound Abatement Committee was approved.

Mr. Dale: There you go. Alright, Sam. You're good?

Resident (Sam Concemi, Worthington Circle): Thank you.

Mr. Showe: Next, we have Mr. Bianchi.

Resident (Tim Bianchi, Auburn Lakes): I want to thank the Board for restarting the cutbacks. It's hugely popular in my subdivision. I'm a Board member. You put it on a schedule,

which we shared with our residents. So, everything went phenomenal this year. Please don't stop doing it. It's a phenomenal effort on your part.

Mr. Colasinski: So, the cutbacks are the fire break?

Resident (Tim Bianchi, Auburn Lakes): Yes.

Mr. Colasinski: Not financial cutback?

Resident (Tim Bianchi, Auburn Lakes): No. If you're going to contribute to us, we'd really appreciate that. The other issue is on the Viera East Community Association (VECA). We had VECA meeting on Tuesday and discussion about the benches and meeting certain standards. I think Steve and I talked about it. They're going to try to broach that up again about where the scatterer is. If you could maybe get with Bill and talk about that. That to me seems like a smart thing for all of us, especially since you guys just went and got approval to put all of those in for ADA compliance. That is what the biggest safety issues are. I have some concerns with those. So, if you guys could reach out to Bill, who's behind me, to maybe talk about the benches and so on and so forth, it would be great. Thank you.

Mr. Colasinski: Yeah. Sure.

Mr. Showe: Next up, we have Ms. Koplner.

Resident (Sonya Koplner, Woodhall Circle): My first concern is, I feel the public has a right to comment on how this Board is managing the CDD, just as you all voiced your opinions in the year prior to your election, which were all recorded with written minutes. The fact that you want to save the taxpayers approximately \$1,000 per month contradicts how you've already wasted hundreds of thousands of taxpayer's dollars by the decisions you've made to date. For example, wasting so much money on the dog park like spending over \$10,000 for grass that doesn't hold up and it's not at any other dog park and it's horrible. Spending \$10,000 on the ridge for dogs to run over. The list goes on. By focusing on the dog park, you've delayed the irrigation project for a year costing us over \$200,000. The clubhouse renovation lawsuit cost the attorney's fees for the CDD more than \$400,000. I don't have to continue with all of the monies wasted, but everyone gets the idea. If you don't like complaints, don't stand there and complain. Concern two, you repeatedly state that you want the golf course to be self-sustaining, but when Tim proposed a great cost-effective way to increase the revenue stream with minimal maintenance by expanding the driving range, you put it at the bottom of the list of projects. I Googled inflation dollars for 2012 to present day. One dollar in 2012 is equivalent to purchasing

power of the \$1.24 today, an increase of \$0.24 over ten years. The average inflation rate of 2.14%, not 4% compounding was an increase of just under 24%. So, your argument is not valid about the amount of profits generated using 2012 dollar value profits last year, which was \$68,000, not \$45,000 as you stated. Increasing the range by 45% break-even for the return on investment, especially while an irrigation project is going on, after seven months, will provide a 100% profit going forward. Using last year's profits, the new driving range will generate over \$130,500 each year. This project could take place while you're doing your facelift of the club house at one time would not interfere with the other. Concern three, regarding Michelle's contract, one is for budget and one is for spending, who is going to keep track of her actual hours and monthly bills. Concern four. Comingling of the restaurant expenses with the golf course.

Mr. Showe: Thirty seconds.

Resident (Sonya Koplner, Woodhall Circle): It inaccurately reflects recording of the profits, taking away from the golf course and hiding expenditures for the restaurant. Thank you.

Mr. Showe: Next up is Ms. De Vries.

Resident (Jennifer De Vries, Durban Court): I just wanted to give some kudos to the Board because I read the minutes last time. I frankly thought some of the comments were not extremely fair. I want to first of all say the main purpose of this CDD Board is maintaining of the fire lines and retention ponds, basically water management and fire management. I see in the minutes that they're doing projects around those things and they are doing a great job. I see projects like maintaining the borders of the ponds, the midges, things like that. So, I want to say kudos to that. I had Sunday brunch at the restaurant a few weeks ago and I thought it was excellent. I really think that the restaurant is looking great. The waitress was friendly and she served us in a timely manner. We really enjoyed it. So, I just want to say kudos to the Board. The other thing that I wanted to say kudos to the Board for is making the golf course so profitable. Because in the past, I was looking at the financial statements and to me it seemed like there was a lot of money left on the table that we hadn't taken advantage of what we had in the past. The \$457,000 profit is nine times what it was in prior years. I just want to say kudos to the Board and thank you for that because we want the golf course to be self-sustaining. That was our goal and I think you've achieved that and even more.

Resident (Linda Avis): Hi question. You've taken the public comment period off at the end the meeting, so I wasn't sure what the purpose of that was because we don't have an

opportunity to comment on what you guys actually discussed at the meeting until a month or two months later. That was one question I had. The other one is about financial decisions. I'm just kind of curious. You said that you wanted to take away any unnecessary spending and don't want to provide charitable organizations any monies, but you're okay with buying flowers for the dog park opening and pizza lunches for the volunteers. It just mystifies because the last time you met in January, we were talking about some new technology platform that you wanted to look at to invest in potentially, but you've got rid of one that was actually covered by the cart fees with the GPS that actually helped manage the golf course. There was lot of discussion at the January meeting about who was responsible for fast play and all of that. So, I'm mystified as to your decisions. Then no offense to Michelle, congratulations on your marriage, but I just don't understand how you guys are elected. You are limited in what you can do. It's a civic duty to help manage our community, the waterways, the property, etc., but you're limited in your income yet. Sorry, Mr. Dale but your wife is now enhancing your personal household income by her contract. It's just that the optics are really bad on that to me. I don't know about the rest of the community. I heard other people say that. It's just not a good look. I just don't understand why you're limited, but it's okay to enhance that and I don't understand why a community of only 5,000 houses needs to spend that much money on marketing a lifestyle coordination as a consultant, when there may be other opportunities to bring somebody in. Yeah, maybe Michelle can help guide.

Mr. Showe: Thirty seconds.

Resident (Linda Avis): A college student sometimes can help or did you get bids. That was my question. Thank you.

Mr. Showe: Those are all the Request to Speak forms we have. So, we'll open it up for anybody else in the audience who would like to make any public comments at this time. Hearing none, we can return back to the agenda.

FOURTH ORDER OF BUSINESS

**Approval of Minutes of the January 27
2022 Board of Supervisors Meeting**

Mr. Showe: The next item on the agenda is the approval of minutes for the January 27, 2022 meeting. That's included as part of your agenda. We will take any corrections or changes at this time or a motion to approve.

On MOTION by Mr. Colasinski seconded by Mr. Carnasale with all in favor the Minutes of the January 27, 2022 Board of Supervisors Meeting as presented were approved.

FIFTH ORDER OF BUSINESS

New Business

A. Discussion of Lifestyle/Marketing Contract

Mr. Showe: Just for public goes purposes, Mr. Dale has filed a Conflict-of-Interest form. We will ask him to leave the room, so the Board can discuss.

Mr. Bedwell: Could I ask Michelle to come up here so I may ask a question?

Mr. Showe: Just for the Board's information. We did distribute a letter earlier this week that we received from Michelle withdrawing the enhanced contract and seeing if the Board would be amenable to some additional services under the current contract which are contemplated as additional fees that the Board could approve. So, with that, we can let Michelle go through it in basic terms. The letter says it all.

Ms. Webb: Right. Well, the letter pretty much says it all because I broke it down based on when I took this position and I went against other people that put bid in. Luxor is extremely higher than my bid. I didn't want you guys paying \$5,000 a month for something that is not as challenging and I could do it. When we started the Farmers Market, it wasn't there and I pulled it all together. The person was going to charge an additional \$1,000 on their current bid to do the Farmers Market to add that to their post. Over six months, I brought in over \$7,000 using the park and then accessing it. I plan on continuing it. So, if you even took that amount, which you probably know will double, it's pretty much paid for my position as a whole, which you guys originally accounted for. You guys already budgeted me originally for the pay that I'm getting at eight hours a week. Now the Farmers Market runs on average anywhere from 32 to 40 hours a month. It's not just mapping out placements, it's billing them, finding new vendors, moving vendors. I know somebody indicated volunteers could do it. I love having volunteers out there, but it is a full-time position to run that and get it activated. I think that I have 75 vendors now that we changed through in and out and I keep adding more. It's a daily e-mail response. I averaged out how many on average and that's probably a low amount because in my current contract it does say that any additional or large events, and this is considered the large event, would be paid for separately than from my pay. So, that's why I'm asking you guys just to

approve it. The Farmers Market will be considered that large event and will be added since it is way more hours than originally contracted before.

Mr. Colasinski: I believe everything you've indicated is already currently specified in the existing contract.

Ms. Webb: Right. It's exactly what's already been approved before originally.

Mr. Showe: Yeah. The original contract has a clause that says that the Board or the District, the Board's designee, in this case Tim, at some point, could approve additional expenses above and beyond the contract as long as they were approved in advance of her expanding that time. So, I guess the real question for the Board is, are you comfortable with her billing the \$1,200 to continue the Farmers Market?

Mr. Colasinski: I believe I am. I think part of the concept of volunteers is a nice concept, but it's not consistent. I think we've found that out when we were doing the dog park and the playground was that every Saturday we would have volunteers out there, but it was never a consistent crew and never consistent nucleus. We have something where you need to have consistency to be able to execute on time.

Ms. Webb: Well, my contract already includes five hours for any event for me to be there. So, I subtracted that out of my hours. I'm normally there 10 hours that day. I'm not even charging for that.

Mr. Colasinski: I'm just saying that I would prefer we have a dedicated resource to that in order to get things done.

Ms. Webb: Right.

Mr. Colasinski: Since that is a calendar date and we can't afford to hope somebody shows up sort of thing.

Ms. Webb: Right.

Mr. Bedwell: In your letter, you said that for six months you have achieved \$4,282 for the Farmers Market.

Ms. Webb: Right. An additional for sponsorship.

Mr. Bedwell: So, I divided that six times 12, if that's going to continue.

Ms. Webb: Right.

Mr. Bedwell: The one that I'm looking at is the \$3,325 in sponsorships. Is that a monthly thing? Do you think you can get that by dividing six times 12?

Ms. Webb: For this month, which is added into that, but you guys haven't pulled out yet, I already have \$625 in more sponsorships. I haven't even started pushing it.

Mr. Bedwell: In summary, the \$1,200 a month, there are several things that you're going to do.

Ms. Webb: Right.

Mr. Bedwell: Then you're telling me that the Farmers Market cost you about another \$1,200. So, that's \$2,400. Actually, I came up with \$2,888 as the total cost, but the billing from the Farmers Market is \$15,200 for the year, if we keep going the way we are. So, in effect you're costing this event about \$13,000.

Ms. Webb: Which is almost my original contract. Basically, you're still paying me my original contract, but your supplement would be the Farmers Market is paying the difference. So, it won't cost the District any money other than when is coming from the Farmers Market. The Farmer's Market is basically set up to be a benefit for the community, which is what we're doing.

Mr. Bedwell: Well, if my math is right, it's \$13,000.

Ms. Webb: Right. It may be lower if we don't do June, July, and August.

Mr. Colasinski: Well, this is much more than just the Farmers Market?

Ms. Webb: Yeah. We're going to have an Easter egg hunt and other things going on.

Mr. Bedwell: The whole marketing thing cost us \$13,000.

Mr. Colasinski: Right.

Mr. Carnasale: Yeah. Now, Steve just mentioned the fact that we're talking about June, July and August. Okay? My problem there is that in order to continue getting your vendors and getting your people there on a consistent basis, you can't play games with canceling specific months or whatever. You got to run through. Those months you may get smaller and they may grow or whatever.

Ms. Webb: Those months will grow because I already have everybody saying, "*Yeah, we would love for you to run it all season long because most of the other places do take off.*"

Mr. Carnasale: Yes, that's what I'm saying. So, I don't see looking forward canceling on any months.

Ms. Webb: Right.

Mr. Carnasale: Alright. Mainly because of the fact that you tried to get everybody to read into that day every month and it appears at the same time every month and they get used to that.

Ms. Webb: Right. So, if you guys are paying me per an hourly basis and I just report, you guys are getting e-mails from me at 1:30 a.m. So, if anybody wants to know if I'm up working, trust me I wouldn't be up at 1:30 a.m. if I was not working because I have another job to go to at 6:30 a.m. So, I'm definitely putting the time, if not more into it. It might be less in the summer. I might not have that many vendors I'm having to worry about because they are all telling me, "*No, we will not commit for this amount of time.*" So, it's been a process of talking to them to see who wants to and doesn't want to. If I don't have at least 25 vendors for the summer, I would not continue it anyway because that's just a lot of work for less. So, if I bill you every month for based on what it could be, that's probably the most it could be.

Mr. Bedwell: Where is this revenue going again, Jason? I don't understand. The only place that I see miscellaneous is in the Golf Course Recreation Fund.

Mr. Showe: Yeah, that looks like where they're putting it for now. I'm going to verify that, but we'll probably move that to the General Fund.

Mr. Bedwell: It's a recreation.

Mr. Showe: Yeah. That's what it appears to me based on the dollar amounts in the month-to-month, but I'll verify that. That's where that has been going.

Mr. Bedwell: We look at this pay like is the golf course.

Mr. Showe: Correct. That's what I mean. I think I'm going to move it to the General Fund because it's part of the park.

Ms. Webb: There's other things I'm looking at doing too. That's just the base revenue off of the Farmers Market.

Mr. Showe: Right.

Ms. Webb: Those other things are still generating more revenue as well as several grants that may even pay for the extra body needed at the park or at the park for maintenance.

Mr. Colasinski: I think we've got more than enough value based upon the original competitors that came forward to bid for this particular work and their costs for what they presented to us.

Mr. Carnasale: My only thing would be not to cancel it regardless of how small it got.

Ms. Webb: Good.

Mr. Carnasale: I don't know whether everybody is in agreement with that, but again, in my opinion from past things that happened, consistency is what brings the people there.

Ms. Webb: Right.

Mr. Carnasale: That's the same thing we're doing with the restaurant. We're trying to create consistency by having events that occur at periodic levels. Okay? We've had some problems with that because it hasn't happened there.

Ms. Webb: We only cancelled one.

Mr. Carnasale: But I'm just saying. That's the thing where people will show up expecting something and then not see it. That's a no-go bad look bad impression.

Mr. Colasinski: If it's weather-related you can't do anything about it.

Mr. Carnasale: Well, no. If it's pouring, that wasn't a problem. We canceled because it poured. Okay. I have no problem with that because that's an obvious reason why. What I'm saying is just the numbers alone.

Ms. Webb: Yeah, we haven't canceled any of them up until this point in time.

Mr. Bedwell: Jason, on the expenses, we are talking about the revenue. There's Marketing Lifestyle Amenities in the General Fund. Is that where we put all the expenses at?

Mr. Showe: Yes.

Mr. Bedwell: At least it's all together. I can make a case that we should allocate some protocols for different functions like the restaurant.

Mr. Showe: There is a portion of her contract that goes into the golf course and she specifically outlined as part of the budget process, items that would go towards the golf course, but I think we put her main contract in the General Fund portion. It wouldn't make sense to have those revenues come into the General Fund to offset the contracts. We'll make sure that is considered too.

Ms. Webb: The marketing budget had that based in there.

Mr. Showe: Correct.

Mr. McCarthy: Jason I have question for you. Explain to me why the Board was going to vote on this situation and then all of a sudden, the Board is not voting.

Mr. Showe: I still think the Board should vote because it is a new thing. It's a new concept. I think the Board should approve her to continue with the Farmers Market at an

estimated cost of \$1,200 per month. Then you would basically delegate him to approve those in advance on a monthly basis.

Mr. Colasinski: But there's the other activities as well.

Mr. Showe: Sure.

Ms. Webb: It's up to.

Mr. Showe: That portion of the contract is the same.

Mr. Colasinski: Alright.

Mr. Showe: This is an additional billable item under her current contract.

Mr. Colasinski: That's fine.

Ms. Webb: That is up to that about. When it's the busiest season, I have 52 vendors out there. That's very consuming of the time.

Mr. Showe: Paul to your point, I think the Board should vote on this because of the nature of the request.

Mr. McCarthy: Michelle, I have a couple of questions for you. As I mentioned about a month ago, I would support that \$30,000 provisional proposal that you made. You've done a very good job in terms of the flea market and playground. I and the rest of the Board really appreciate that. In terms of things, do you have any other clientele besides us?

Ms. Webb: No.

Mr. McCarthy: Prior to you coming on Board with the CDD, did you have any client?

Ms. Webb: Did I do this type for them? Is that what you're asking? I did it more as a volunteer basis for non-profit organizations.

Mr. McCarthy: Well, that's a good thing.

Ms. Webb: Yes. Actually, for Candlelighters of Brevard, I did get paid for some of the events for them.

Mr. McCarthy: I did some research. I went back to 2003 and 2004. We talked about the golf course and the restaurant. We'll talk about that later on, but in 2003, the rounds were 66,715. In 2004, there were 65,550 rounds. That was a tremendous amount of rounds. I contacted Mr. Jack Webb who was the first Board Chairman prior to Duda Company getting away from it. I asked him if he had any lifestyle marketing person and he said, "No." So, my mind starts working. We're bringing in 66,000 people. Why did that happen? Basically, the golf course was brand new. The ^{grades} were excellent. The fairways were excellent. The rough

was excellent. People were greeted in a positive value and so forth. I don't know how much value lifestyle marketing is to this point and I don't think it's worth anywhere near \$30,000. My suggestion is I would give her a raise, which she deserves for \$5,600, which would bring her final fee to \$20,000. We take the equation out of there where it is pre-approved by the General Manager (GM). I think it should be approved by the Board as opposed to the GM. That's my feelings.

Ms. Webb: The only reason I put pre-approval by the GM is because there are some things that are given to me that's not in my original contract that I've done for the golf course. If I have to wait for a Board meeting, a lot of it needs to be done the week that it's given to me. I don't mind doing that, but it's not part of my contract.

Mr. McCarthy: At the last meeting, we had a woman who said that she was willing to volunteer and help. Did you do any contacts with them?

Ms. Webb: I can. I know who she is. We've talked, but I think she's talking about the day of the event. It's great to have extra people out there. My charge is not for the day of the event because I pulled that out. So, yeah we would love that people out there volunteering. It would be very helpful.

Mr. McCarthy: It was a big help. The volunteer hours that they put into the dog park and playground was tremendous.

Ms. Webb: Right. I still managed that too because that's money that you guys can use. The more I record and keep track of volunteer hours is the more money you guys can apply if you guys apply for grants and things like that. So, it's important to manage that as well. It's not just about saying, "*Hey, come out and volunteer.*" That becomes a management position too, because you have to keep track of them for you guys as a government and what you guys do.

Mr. McCarthy: Potentially that's where I am. I would go \$5,600.

Mr. Colasinski: I actually am content with what we currently have in place and just have the hours for additional hours approved. That's my thoughts on that.

Mr. Showe: Does someone who want to make a motion? If that's your proposal, Steve, I think I can help craft the motion if that's what you want.

Mr. Colasinski: Yeah.

Mr. Showe: I think the motion would be under the current contract, there is a provision for additional hours. So, your motion would be approving \$1,200 per Farmers Market on a monthly basis going forward, subject to Tim's approval in advance?

Mr. Colasinski: I would agree with that. Yes.

On MOTION by Mr. Colasinski seconded by Mr. Bedwell with Mr. Colasinski and Mr. Bedwell in favor, Mr. McCarthy dissenting and Mr. Dale abstaining, approving \$1,200 for the Farmers Market on a monthly basis going forward, subject to Tim's approval in advance was approved. (Motion Passed 3-1)

B. Discussion of Meeting Policy

Mr. Showe: The next item is a follow-up discussion from the workshop, which is a discussion of the meeting policy and potential meeting schedule changes for the remainder of the year. So, we'll just open it up for any more discussion on that topic

Mr. Dale: That was my idea. Other CDDs don't meet on a monthly basis. The 55 plus community on the other side of I-95, meet on a quarterly basis. I think it would be very easy for this Board to move to a bi-monthly meeting agenda. The suggestion that Jason made was since.

Mr. Colasinski: Bi-monthly or quarterly?

Mr. Dale: I propose bi-monthly. You can propose quarterly.

Mr. Colasinski: Okay. That's fine. I just want to be clear, but you started off quarterly.

Mr. Dale: Well, I started off quarterly because that's what they do to demonstrate that not all CDD's meet on a monthly basis.

Mr. Colasinski: Okay. Thanks.

Mr. Dale: If we were to cut out six of those meetings per year, that saves the district roughly \$10,000. I don't like having meetings just for the sake of having meetings. I think a lot of the agenda items that we have going forward could be condensed into those bi-monthly meetings. That was my proposal on the table. So, does anybody want to discuss this?

Mr. Carnasale: Basically, when we look at the actual process as far as the legalities and the way it has to be performed, if we change it to every other month, then you have to advertise it as every other month. Then if something came up in-between, you can't address it because there's nobody here. However, you can cancel a meeting in maybe 72 hours' notice. So, if you wanted to go to the meeting where you saw this came out and there was zilch on it, the Chair

would still have the right to be able to cancel that meeting. My thing is that I see no reason to change it because of the fact that we don't necessarily have to hold it if it's scheduled, but we do have to skip it if it's not scheduled.

Mr. Dale: What you're talking about was Jason's proposal, which I thought was a reasonable one. It's still essentially the same concept.

Mr. Showe: It's the same concept. You're required to annually per for statutes advertise a meeting schedule. You can advertise the same meeting schedule you have now with a workshop and a meeting every single month. You can cancel any of those meetings. To Pete's point, you really can't do the opposite. If you need to schedule a special meeting, you have to advertise that so there is an additional cost. So, it's always our recommendation to schedule more meetings than you think you need and cancel the ones you don't think you need. Typically, the rules of the District allow the Chair to make that cancellation notice. We would typically not put an agenda out if we knew the meeting was going to be canceled. It would say on the website, "*Meeting Canceled,*" and there would be no agenda for that purpose.

Mr. Carnasale: From the way that I understand it, we have two weeks between work sessions and the regular meetings. Alright? At the work session, we will know whether or not we need a regular meeting. Alright? So, it's not that it has to be done in 72 hours. There's no reason why almost two weeks before that, the cancellation could go out. It would give some notice by doing that. It would be on the website. It would be Facebook wherever you want to put it, where everybody can see it. Alright? Basically, it still gives the Chair the right to cancel. Every time he cancels, we still save the money. So, I'm not saying he shouldn't do that. Alright, but what I am saying is that in the work session we will know whether or not we need that next meeting.

Mr. Dale: The only other part of that concept is for planning purposes. It makes it easier for Board Members. If we generally know that we would start this process, the first missed meeting would be May. That is what I would recommend because then it gets us on a on a cycle. The reason why I picked May as the first missed is I can promise you there's going to be nobody here in July. That's what happened to us last year and we couldn't get quorums for a meeting. So, I would prefer to be on that cycle where July is the off month. What it does is it allows people to say, "*Wow, Aunt Mary if you want to come down this month, I'm probably not going to have a meeting that day.*"

Mr. Carnasale: Well, it depends on where you place your priority on these meetings. Okay. I know for me they go onto my schedule and I work around those meetings and I take my vacations in that around those meetings. Okay? So, if you have that schedule and you know at the beginning of the year and you've decided not to go that time, then that's a decision you make individually. Alright? From my perspective, I think that this meeting is important and I have it on my schedule all through the year. It is already posted on my calendar.

Mr. Dale: Okay.

Mr. Bedwell: Jason, do we vote on something at every meeting?

Mr. Showe: Yes, you do, but that would not necessarily mean you couldn't cancel the meetings and we find other ways to handle those. So, for instance, the checks can still be sent out prior to approval from the Board. The requisitions, you would have to have an understanding that some of these requisitions would have to just be approved by staff internally and ratified at the next meeting. We can always ratify things. We wouldn't ratify anything that we weren't entirely comfortable with between Tim and I, that the Board is all in favor of. It obviously wouldn't require us to. Tim and I to do some more coordination making sure timing wise, we're hitting the marks with canceled meetings and planning. But I think that's where you use the workshops to go, *"Oh, shoot. We've got this thing coming up that we need to get approved, so we can't cancel the next one."* I think that's when those open dialogues would occur. There are ways to make it work.

Mr. Bedwell: Alright.

Mr. McCarthy: We went from having three public speaking areas down to one. That bothers me a little bit in terms of things. As I remember, these meetings we were having, were at least two hours and two-and-half-hours. So, we must have been very busy doing something. I'm having a hard time with canceling the meetings. I think that's a mistake in my opinion.

Mr. Dale: Is there a motion on the floor to do anything with this?

Mr. Colasinski: Do we even need a motion if we have the options?

Mr. Carnasale: We don't need a motion if we're going to leave things the way they are now.

Mr. Colasinski: If we leave things the way they are now, we have the option.

Mr. Carnasale: Then the Chair has the option of, during the work session. If he wants to cancel, he cancels.

Mr. Showe: You could make a motion if you chose to cancel future meetings. You would want to specify those dates and again, I wouldn't recommend that. Just in case something comes up, you'd want to have that meeting.

Mr. Dale: Right. I agree.

Mr. Colasinski: So, at the workshop meeting, we can make the determination as to whether or not we intend to meet later than month.

Mr. Showe: Yes.

Mr. Carnasale: Okay.

Mr. Showe: What we can try to do is start maybe preparing, even in advance, a draft agenda for that meeting so you can look at that draft agenda, and say, "*Is this a meeting we need to hold or not?*"

Mr. Colasinski: Yeah.

Mr. Showe: Obviously, I think per the rules, the Chair has the ability to cancel meetings. So, you could have that discussion in the workshop and then divert to the Chair.

Mr. Colasinski: Right. So, I don't see that we need a motion.

Mr. Showe: You don't need a motion. We're just trying to have that open discussion by the Board if that is the consensus.

Mr. Dale: That seems to be the consensus.

SIXTH ORDER OF BUSINESS

Old Business

A. Brevard County Lake Planting Grant Update

Mr. Dale: Moving on, the next item is the Brevard County lake planting grant update.

Mr. Carnasale: Okay. Basically, we started off with Michelle and I did show a video on the storm water education project. The focus group for the storm water education project, now the second focus group, now has many Viera supporters on it. Terry Mott is the Viera East resident coordinator. We use focus groups as opposed to using committees because committees fall under the same regulations as the Board. We can't talk to each other if they are a committee. Therefore, we have focus groups where people on the Board are not in charge of the individual group. However, they can be members of the group. Now, let's clarify why we're using the focus group. In this particular case, Ms. Terry Mott is the Viera resident coordinator in this project. Key members of the group are Brevard County natural resources, St. Johns Water Management District (SJWMD), Brevard Zoo, Rainwater Resource Council and me from the

VECDD. In addition to that, we have about 15 others from the University of Florida which are experts in the field. So, we have a large group. When you sit there and you look at this large group, if you were to apply the committee standards, all of those people are not allowed to talk to each other. It makes no sense, which is why the focus group is out there.

Mr. Dale: Pete, is there an update though? We've talked about this part like four or five times.

Mr. Carnasale: Basically, now we have two-fold problems. We had a problem with the complaint that was being addressed in terms of the growth on the lake. Okay.

Mr. Dale: Which complaint?

Mr. Carnasale: The grassy parts that were killed by ECOR. It was a complaint. As it turns out, it was not a legitimate complaint because as it turns out, that particular area, the grass that was killed, was the kind of grass that you want to get rid of. It was not the kind of grass that you want to keep. Am I right on that?

Mr. Showe: That's correct. It was an invasive.

Mr. Carnasale: Okay. So, they were doing selective killing. They were not just killing off everything along the edge. Because that came up, that kind of put the other piece on hold for a little while, because of the fact that Ms. Terry Mott, who's running this, wanted to see what was happening there because of the two consolidating. In addition to that, was the work that I was doing with the marketing coordinator in terms of creating the video.

Mr. Dale: Okay. How's the littoral shelf planting on the island doing?

Mr. Carnasale: The one that we've done, the littoral shelf on the island, is doing nicely. Basically, it's growing, slowly albeit. Okay? A lot slower than I would like, alright, but it is larger each time we look at it. As those plants grow, they should get closer and closer to each other, which is what the idea is.

Mr. Dale: The whole purpose.

Mr. Carnasale: We are also, as part of that, remembering that was more in line with putting it in place, getting it to grow and then apply for a grant. The grant would be for education and then the education would be pointing to that as the sample. We're not really trying to push that sample yet.

Mr. Dale: That's where you did your video though?

Mr. Carnasale: Most of it was done there, but we also did it on one of the lakes.

Mr. Dale: Good deal. Thank you. I appreciate it.

B. Action Items List

Mr. Showe: I can go through these quickly. We've got fire breaks which are still ongoing. Correct?

Mr. Melloh: Yeah. Obviously, they've slowed down, some because of the rain and what have you, but they had a good head start on it. They are ongoing.

Mr. Showe: The fountain project, obviously, is still on hold pending some available electrical connections.

Mr. Dale: Do we have any Bay Hill residents here tonight? Okay. Let's just move on.

Mr. Showe: I put the cart path extensions on here. We marked those as on hold, but I think it's part of the workshop. At your next workshop, we will bring you all of the remaining capital projects for the bonds. I think we wanted to have the Board go through the exercise of prioritizing those and then that will give us, Tim and I, our marching orders on how we bring back proposals to you.

Mr. Dale: Right.

Mr. Showe: Then the irrigation project is obviously ongoing. The payment performance bonds have been received and the vendors are waiting materials at this point to get started.

Mr. Dale: Good deal. Thank you.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

Mr. Dale: GM, give us some good news.

Mr. Melloh: Oh yeah. Obviously, we talked about the fire lines. At Woodside Park, the irrigation system is continuing to be installed over there and should be done soon, which is going to be great for us because the growing season is just round the corner. We will start hitting some of those sodded areas with fertilizer and what have you. Then we'll be able to water that end, based on the fact that we may not get the rain like we did today all the time. So, we'll be able to grow grass there. Inside of the dog parks, it's going to be a very difficult thing. I think, we all knew that. Heavy traffic and dog urine, no grass that's going to stand up to that. We selected Zoysia to put there because of the shade issues that we have, but then the other part of it is that we did not plant that stuff until October, which is well past the height of the growing season. So,

we're expecting a lot of that grass to take hold once we get into the summer growing season. There will be patches and there will be things that we have to repair and what have you.

Mr. Colasinski: There might be areas that we just decide not to put grass in.

Mr. Melloh: Right. My son had a baseball game down in Eau Gallie. The baseball fields literally right next door to one of the dog parks. I took a peek over there and they hardly had much grass over there just because of the traffic and the dog urine and that type of thing. So, it's just an ongoing thing. We all said that opening day was the best those parks were going to look and I think that's the case.

Mr. Colasinski: I think the heavy traffic areas we may just leave it with sand.

Mr. Melloh: Exactly.

Mr. Colasinski: We can have a mixture of sand and grass.

Mr. Melloh: Right.

Mr. Dale: You didn't mention though, the primary reason why it's so worn. It's because we literally probably have the number 1 dog park in the county right now and everybody and their uncle is using it.

Mr. Melloh: It is a very heavily used dog park.

Mr. Dale: Between that and the playground are 38 spots that we have there. Anytime you drive by in the afternoon, the place is jam packed, which I consider a good thing.

Mr. Melloh: Right. The only other thing that I would mention is we have the security cameras in process of being installed down there as well.

Mr. Dale: Right.

Mr. Melloh: Frank is working on those for us.

Mr. Dale: Right. We've got our VECA President back there. Tim, will you please make sure that we get Frank's information over to VECA.

Mr. Melloh: Yeah.

Mr. Dale: For the cameras and what we're doing, all of the security and everything, because I guess there were a few minor incidents over at Suseda Park.

Mr. Melloh: The good thing about Frank is he lives in Auburn Lakes.

Mr. Showe: Frank's the man.

Mr. Melloh: I have it at my office, but I know Jason could probably get it to you.

Mr. Showe: I'll get it right to you.

Mr. Carnasale: It doesn't hurt to have the coordination between the two.

Mr. Dale: Right.

Mr. Melloh: He does an excellent job.

Mr. Dale: Stuff like that, it's growing pains. It means the parks are popular.

Mr. Melloh: I did have the Rounds and Revenue Report for you. Through the 23 days of March, we sit at \$167,815 for cart and green fee revenue, which is \$7,296 per day, roughly \$1,200 per day ahead of budget. It looks like if we have good weather, which we're supposed to, we didn't today obviously, but I think it's supposed to be pretty good until next Thursday, we should be at the \$200,000 mark once again for cart and green fee revenues. We did that in February, which is unprecedented because February only had 28 days. So, we are doing really well. A dollar per round of golf is doing really well.

Mr. Dale: So, what I'm hearing is that we're ahead of pace of last year.

Mr. Melloh: Yes. Obviously, there's the weather.

Mr. Dale: Up to this point.

Mr. Melloh: That's it. All good stuff.

Mr. Colasinski: Before you go to the restaurant, I have a couple of questions for you. For last month, we have an expense for underused licenses and subscriptions. Our budget for the year was \$8,000 and we have a charge on there for \$7,140. The only thing I can remember last month was \$150 for the USGA. Do you have any idea what that was?

Mr. Melloh: For handicap fees for the handicap service.

Mr. Colasinski: How much is the handicap service?

Mr. Melloh: They've gone up significantly on that. It's \$15 per for about 400 people. We do collect some revenue from it. We do provide it for the associate members if they want it.

Mr. Colasinski: If we can somehow reflect the revenue in here so we know just what our real cost is to us.

Mr. Melloh: Right.

Mr. Colasinski: Very good. Thank you. The other thing is that the revenue from the golf course is actually doing very well this year and if we look a year to date, we're 14.6% ahead of last year in regards to revenue. The unfortunate aspect of things is that our expenses are outpacing inflation by nearly 2-1. Our expenses are up 16.8% this fiscal year compared to the previous year. So, we're slipping behind in that regard. Now we're halfway through the fiscal

year. We have the opportunity to make some adjustments one way or the other. You raised rates a short time ago. Right?

Mr. Melloh: Right,

Mr. Colasinski: That would reflect what percentage? Was it like 5%?

Mr. Melloh: It was 5% of what you directed.

Mr. Colasinski: But that was really intended to cover our 3% credit card charge. We're trying to offset that. So, there's a couple of things here. We have a couple of choices and our choices are up to you. I'd like to hear what your choices are. Not right now, but I think through this. We can either raise rates to try and reduce that or we can actually try and cut some of our expenses. There's a balance in there somewhere. I'm not saying that you just cut expenses or we just raise rates. I'll let you think through that, but that's something we need to deal with it. We have time now because that fiscal year ending at the end of September, we have a lot of people who have been working very hard trying to obtain that bonus. We'd like to make sure that we have something of substance there for them, so now's the time to make the corrections. We've got that imbalance in there in percentages and I'd like to see if we could do a little better on that. The other thing is that one of the things that we probably should take a look at is golf course operations. We're paying Chris enough now that we should be getting a few improvements in there that can help with some of the cost reductions. Take a look at our overall operations. Do we have the right people? Do we have too many people at certain times? Think about that as well. That's an area that we may not have looked at for quite some time.

Mr. Carnasale: Now, what I'd want to know is what's in dollars and cents as opposed to percentages, the difference between what has gone up in expenses and what has gone up in revenue. Because we're looking at the past and we've just done a 5% increase. If it's less than five percent of what the overall numbers are, then we've already done the adjustments.

Mr. Colasinski: All of those are detailed in the report that was provided. You will see that Jason's team does a great job and Tim of highlighting what the variances are between last year and this year. All of the line-item expenses are in there and you can see what the variance was from year to year. I'm leaving that up to Tim. I would suggest leaving it up to Tim to make that call in the balance.

Mr. Carnasale: Okay.

Mr. Melloh: I'll certainly give you more of a report. Just one of the low-hanging fruit things is last year we went 3 1/2 months without a Golf Course Superintendent so we did not have that salary to pay. We do have that salary, so obviously that expense is going to go up. Fertilizers, chemicals, all that type of thing have gone up quite substantially. Growing grass on a golf course is kind of like farming. Some years it's a good growing season and some years it's not. As an example, this year we've had a tremendous amount of trouble with mole crickets, so there's more expense going to kill the mole crickets and things like that. I'll get you more of a line item by line-item breakdown.

Mr. Colasinski: There are some expenses we can't compromise on, but then that may mean we have to adjust our rates correspondingly as well. So, that's something to go through the details and see what your recommendations are.

Mr. Melloh: Okay.

Mr. Dale: I'm going to pause you on your portion because we have a restaurant manager that we asked to come and give an update to the Board on what's going on with the restaurant. If that's okay with you.

Mr. Melloh: No. That's my report anyway.

Mr. Dale: Then we'll come back to see if you have anything additional.

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

Mr. Spencer: Sorry, I was a couple of minutes late. Someone's got to make the donuts, right?

Mr. Dale: Well, that's because you had a lot of people at \$6 hamburger night on Thursday evening.

Mr. Spencer: I'm going to give everybody what we've been accomplishing over the last couple of months, some financial figures and then what's coming next from us. I have this chronologically. Six weeks ago, we launched our grab-and-go breakfast menu. It's a good way for people to come in when they're playing golf. They can come in at 9:00 a.m. and get a breakfast sandwich and a cup of coffee. If they want to buy beer or soda or a Powerade, we're making sure that they're all taken care of in the morning. That's seven days a week, 9:00 a.m. every day. Four weeks ago, we launched the \$6 Burger Night on Thursday, which has been an amazing success. We have been able to see tons and tons and tons of new faces that have come

in. A lot of folks who are not golfers. A lot of people with families, which we really, really like. Especially people with teenage kids, this is a great value. We run a beer special on domestic Bud Light for \$6. In case anyone hasn't been to it, we give everyone a card for the \$6 burger. Then you can add anything that you want to. So, it's a really nice night, good value and really nice quality stuff. Two weeks ago, we launched a new menu, which will be probably the last menu that we do for a little while. On that menu, due to the success of burger night, we've launched five new specialty burgers, which have done very well. We also offer two new entree salads. To piggyback on rising costs, we did a small price increase. On our number 1 item, we did an 11% increase, which is \$1 more on our standard basic burger, because we were about 17% lower than all of our competitors. On every other item, we did a 5% increase on all of our sandwiches, which equates to \$0.49. That is just to keep up with the rising costs of food in our inflationary market. We also have completed or they completed for us, our new draft beer system, which is absolutely awesome. We went from four drafts that we couldn't keep cold and we had issues with flat beer and all these things, to eight pristine drafts. We're also running six local offerings anywhere for Tampa, Orlando, local intercostal right here in Melbourne. This has gone over amazingly well. One of the things that we've really tried to do with the beer selection, is not that we're serving a better, colder beer, but I've tried to tailor-fit what we do. Because a lot of our guys aren't into these real heavy IPAs and stuff like that. When you're playing golf, you want a nice easy drinking beer, so we've got Weiss beer and Brownell. The offerings that are really, really good that our customers have really enjoyed. We're selling a ton of it. Thank you to everyone on the Board that we got this done. It was not easy. There were a lot of moving parts to get it in, but we're super, super happy with it. We received financial specs. I want to give you the overview on the financials as they've gone through the last couple of months. We've grown about 10% month over month since we opened in October. We started off selling \$23,000 and last month we sold \$45,428. We're also up about 100 percent year-over-year from the previous proprietary sales. With that being said, that's not the important number. When you begin a new business, it's always difficult and takes time, it takes money and it takes people. However, this last month we've been able to profit \$5,846 in this very expensive inflationary market. There's a lot of ways that we've done that, but it really is just about keeping our costs and our people in line. Currently, we're running a 35% food cost. My goal is with a minor price increase in a couple of weeks is to trim two points off of that. I'd like to see that and be able to do that in the

next 60 days. Beer costs were running at just 30.93%, which is a little higher than I would like. But with that being said, we run happy hour every single day. We run wine and whiskey Wednesdays. We run discounts for members that we always appreciate. There are other things that we're doing in order to promote business and make sure we're taking care of our costs. Our liquor cost is at 32.78% and our labor cost is under 35% for the first time. We're at 34.87%. In modern times here in 2022, especially when you talk about those food costs, these are good numbers. Most places are not running this right now. With the exception of one other place, we are the least expensive independent restaurant in our area in zip codes 32940 or 32955. So, I applaud the people that work for me that put in just a ton of work to make this work. So, with all that being said, we get everything moving in the right direction. I want to tell you a little bit about what we're doing next, the things that we're doing that of course benefit the restaurant and the golf course, but also the things that will benefit the community. Some things we haven't done before or haven't seen before. One of the biggest things that we're working on is developing a customer online ordering platform. Tim, how many golf cart riders that we have that can come up to the golf course? People who are a golf cart ride away?

Mr. Melloh: You mean as far as private cart owners?

Mr. Spencer: Yeah. People who lived in the neighborhood.

Mr. Melloh: We have over 200 registered private cart owners in the area.

Mr. Spencer: We are developing an online ordering platform to create an entire curbside pickup where you can come up either in your car or on your golf cart, and order online, pay online and be able to drive up. Whether or not it's a designated parking spot, if you're driving up, you can call the restaurant, say, *"Hi this is Mr. Jones. I'm here to pick up my order."* We walk it down and we put it in the backseat of your car. Conversely, if you're a golf cart ride away, same thing. You can come in and we will bring it right out to you. If you're on the golf course and you're on number seven and you want to order a couple of burgers and a hot dog, a candy bar and a Power-Aid, it will be in the bag ready to go. If you paid for it online, you don't even really have to stop. So, it's something that we've been working really hard on. It takes a lot of time and energy when it comes to finding some services but were building the program. We expect to have it up within the next 30 to 45 days. I think it's going to be a great service. The other thing that we're doing is we've identified that we can enhance our front-end service. The kitchen runs on a clock right now. Our next goal is to be able to give our customers and our guests and

everyone in the community fantastic services. So, we are revamping our in-house, front-house training program. We have what we call "*Steps of Service*," which is basically a manual of how you are to greet the guests and check them out, every step that you're taking. These are things that we developed before I ever got here, but with everything put together, sometimes this becomes one of the things that you end up doing a little later on. So, our new focus over the next several months is going to be to provide the best service in the area that we possibly can. Lillian has agreed to help me to work individually with every one of our existing people. Every new person that comes aboard, will get an extensive training program so we can really enhance that level of service. It's going to be tremendous. New training materials will be updated one-on-one in order to get these folks and get this server service level to where we need. St. Patrick's Day was a record day for us by a landslide. We did \$3,100, which was \$700 more than we've ever done in a single day. With doing that volume, we saw some challenges and some opportunities and some things that we need to change. Some of it being staffing. Some of it also being the operations on how we can do things and how to structure things a little bit better. We're going to implement some new things. The addition of a new position will be someone that can handle those really busy nights, especially during daylight savings time. We get the golfers in a lot later now and they will come in and want to want to grab something. It's during dinner service and we need to make sure that we accommodate for what they need so they're not lost in the shuffle, while everything's busy and being able to focus operationally on how to do that, to make sure we staff that person that can accommodate for those additional requirements. I always use the term, "*This is what good looks like*," to make sure that we're putting in place the operational aspects, the training that's necessary for these people and to make sure that we're providing a good service to each and every person that comes in. I think that's it.

Mr. Bedwell: You touched on what I saw was the problem. I was there on St. Patrick's Day and the bottleneck to me seemed to be the waiters. Two to three were trying to bring up sales in one POS system and were standing in line waiting. You know what I'm saying?

Mr. Spencer: Yeah.

Mr. Bedwell: We need either two POS systems or maybe the online ordering will help some.

Mr. Spencer: That helps.

Mr. Bedwell: One guy came up and gave the girl a \$100 bill and she's trying to make change for \$3 drink. These golfers have got five minutes to get to the 10th tee.

Mr. Spencer: It's tough.

Mr. Spencer: The bottleneck is the POS system. There were three or four guys trying to people got their food and stuff and these two guys came in to get drinks and couldn't get drinks.

Mr. Spencer: One thing that we're looking at doing, with the creation of a new role for those type of days, especially when we have holidays and the Masters, is an iPad mobile POS. Tim and I have discussed during the Masters, bringing the beverage credit up there so people can get a cold beer or a cocktail and we can ring them right up to alleviate that. You're absolutely right. We had a line from the register all the way to the back door, which interrupted service to all of our other guests. So, to try to do both at the same time, is a challenge. It will always be a challenge, but we're going to work hard to try to make sure that we can run that as smoothly as possible.

Mr. Bedwell: That was the only thing I noticed.

Mr. Spencer: We noticed it.

Mr. Dale: The video of what happened that day shows it and you can see the line. That's exactly what it was.

Mr. Bedwell: Thank you. But your dinner that night was \$11.95. I thought that was extremely low. I went to called Times Square because that's where we go and they charge \$23.95. I don't know if I could find another restaurant for less than \$17. It was outstanding. My wife and I loved it. I'm just telling you. I just thought \$11.95 was too low.

Mr. Spencer: Well, we serve a six-ounce portion, which is the same that we do on our Reuben Sandwich every day. To tell you the truth the cost on it was right there.

Mr. Bedwell: Okay.

Mr. Spencer: I don't ever like to leave money on the table, but I always want to give it a value.

Mr. Bedwell: I just wondered what your opinion was, if you could've sold it for \$15.95 and not lost any revenue. I don't know because for some reason it's cheaper in the golf course cafe. I don't why that is.

Mr. Spencer: Also, something that I know we've talked about time again, especially as we're a little new and we're trying to bring people in, we really want to showcase quality and

value, to try to give people a good experience when they come in and say, "Wow, this is really great." We want to give people a good value.

Mr. Bedwell: I'm amazed at how much volume comes out of that kitchen. My concern is how do you pump out more volume if you want to keep the revenue going?

Mr. Spencer: We feel, as in my sweaty guys, that we can go and do almost double the volume that we do now, the same amount of kitchen staff in that same facility. If I have done my job properly, we can do that.

Mr. Colasinski: Earlier last year we had someone who owns two restaurants, Brock, you know who he is. He came in and took a look around and he said, "*With that sized kitchen, I'm able to do 175 people in my restaurant.*"

Mr. Bedwell: I just feel like with just two people, you need more people.

Mr. Colasinski: Like he said, the kitchen is running very well.

Mr. Spencer: My thing is that it's all about efficiencies and quality. We make everything, but it's about the talent that you hire. You have to hire really good, experienced guys and then really work those efficiencies. I know I have stolen everything that I can from every single person I've ever worked for coming here.

Mr. Bedwell: The last thing, your waiters in the morning, Chris, is the most wonderful upbeat person I've ever met.

Mr. Spencer: She happens to live across the street.

Ms. Webb: I recruited her. She's our neighbor.

Mr. Bedwell: She's unbelievable

Mr. Spencer: She's never worked in a restaurant. She's a schoolteacher. It's a good testament because we can bring folks like that, who've never worked in a restaurant and they're able to give you a great experience. They don't have a whole lot of experience other than working here. She's fantastic. We're very happy to have her.

Mr. Bedwell: It's nice to be around someone that positive.

Mr. Spencer: That's right. I said the same thing.

Mr. Colasinski: I do want to bring up some elements of caution. Since October we've been on an upward trend. That's our normal cycle when we start getting people back. The real measure of success will be in the months of June, July and August. That is obviously our hardest time of the year to draw people into the golf course. We'll also be having some construction

going on this summer with the irrigation system and properties within cart isles extensions. The seeds that you have been planting in the last six months, will really started to blossom in the months of June, July and August. That's going to be the real measure of just everything that was done previously. We're going to have to depend a lot on local people in those months. I wouldn't expect the financials to be as good as they are the last two months because we just are not going to have that volume of people. But as long as we can make it through those months. You guys have seen previous years before. It's dry in the restaurant in those months. So, I would anticipate that, but you'll keep working on building that good nucleus of customer-base and hopefully we can get through that period.

Mr. Bedwell: The difference is he is open in the evening in the past few months. So, evening people will come whether it's July. It depends on the golfer. Hopefully, this smooths it out.

Mr. Spencer: The other thing that we've figured out, and you're absolutely right, is there are two segments of our business. There are the folks who come in during the day that play golf because we're playing golf that day and then there's everyone else who comes in from 3:00 p.m. None of them are playing golf that day. Some of them are. They're finishing up. The other thing that we really have figured out is with our current level of staffing, we know where our breaking point is. We know that we got to hit about \$40,000. We'll make it a little bit of money on \$40,000 and then everything else that we do on top of that is gravy profitability wise. So, what my goal is, between now and when we start to get to June, if we can continue a 10% growth, if we do a dip down due to snowbirds and due to irrigation and construction on the course, we should be able to ensure that we stay over that mark. You're absolutely right. I had an hour-long conversation about it today.

Mr. Bedwell: Do you think you can stay over \$40,000 during the summer, if \$40,000 is your reference point?

Mr. Spencer: I would like to say that we can do more than that to maintain profitability.

Mr. Bedwell: Okay. We're really going to have to drive on the marketing side and social media side to keep the gases flowing.

Mr. Colasinski: Special events would also help with that too.

Mr. Spencer: Absolutely. We can work some of those things in and just get people, give them that good value and that good experience.

Mr. Colasinski: I echo what David said about food in the kitchen. The food is top notch. I really enjoy it. Everything that comes out of there is very good. I appreciate that you recognize the need to improve the front end of that with the service side.

Mr. Spencer: We got to make it match up. We're not doing a whole lot that is really fancy, but it's got to be good and it has to be consistent all the time. The services are key.

Mr. Colasinski: Well, it's the interface to the customer.

Mr. Spencer: Correct.

Mr. Bedwell: Thanks for update.

Mr. Dale: Two things for you, Jeff, a comment and a question. One, you're correct Steve. Out of all the comments, as Chairman of the Board, everybody wants to tell me everything. I do get a lot of comments and I get a lot of comments about the restaurant. I have never received a complaint about the food in the restaurant. The food is always quality. Where I have received some comments though, and I appreciate you addressing the issue, especially with regard to St. Patrick's Day, I have gotten complaints about the service issue. I appreciate the fact that you're coming up with solutions on especially the peak times. I really like the fact that you just shared that you have an operational training program that we're going to be delving into a little deeper. I know we're five months into it. Things don't always go as planned. I know for a while there we were just trying to keep our heads screwed on as we were going along. It seems like it's been a long time, but it's five months that we've been in business with the place. But I had started receiving those comments, so I appreciate you addressing those. The last that I have for you is more of a question. In the evenings, in your opinion, are they all coming from the Viera East Golf Course or they coming from different neighborhoods? What is your customer base made up of?

Mr. Spencer: I think it's a mix of people. We have people that are living in the areas we're marking primarily to the CDD in this area around here with a boosted sponsored post on Facebook that they go out in this area. We're not getting a lot of people that are driving long distances. We are getting some and there are some people that I know and, some people that Lilian knows and some people that know our staff or just have heard really good things. So, we're getting some of those. But also, with that being said, I think the primary people are ones that live close. I also think that the gas prices have a little bit of something to do with that and we're trying to take advantage of that. We live where there are 300 homes in the CDD and there

are probably 12,000 homes right around it. So, we look at it look at it like it's a community place and that's who we're marketing to. We're getting a lot, but we're not getting people that are driving here from Indialantic. As time goes, we will get people that hear about what we're doing and want to check it out. Our biggest focus and something that I really looked at for burger night is, is to try to get people to come in two, three, four times so they can have a good experience over and over and it gets to be part of their regular routine in those and it starts right here. It starts right here in your own backyard and that's the most important part of it. Then we'll worry about getting people from Indialantic.

Mr. Colasinski: Is there anything you need from us as a Board?

Mr. Spencer: At the moment?

Mr. Colasinski: Yeah.

Mr. Spencer: No.

Mr. Dale: How is that range hood holding up?

Mr. Spencer: We feel that we might be exceeding the capacity of the hood in the kitchen. On Thursday nights especially, the dining room is getting a little smoky because we're doing such high volume and there's not a lot of suction. So, we did talk about getting a quote on a modern stainless-steel hood because everything is getting sticky and greasy.

Mr. Colasinski: There's also an outdoor grill. It's up to you. What works best for you?

Mr. Spencer: We always make sure that we try to do the best with what we have. It's something that we've done from day one and we'll continue to do that. But I will say, we're outgrowing that piece of equipment and it is a little bit of a concern. Some of the things like the fire inspectors and things like that don't like to see when you have smoke in your dining room because the ventilation system isn't pulling it out. I will get a quote on it.

Mr. Dale: Please.

Mr. Spencer: That's the best answer I can get on because it is a little dated.

Mr. Dale: I would rather have that than black mold in the ice machine.

Mr. Carnasale: The last time we asked you that question, we wound up with the new ice machine. Now the question is coming up again and since those have been solved, now it's a matter of where do we go from here? How do we improve it?

Mr. Bedwell: My last question is, have you been having a surprise inspection from the county?

Mr. Spencer: Yeah. We didn't have anything. There were no critical items.

Mr. Bedwell: That's good.

Mr. Spencer: There was nothing really of concern.

Mr. Bedwell: Alright.

Mr. Spencer: We were happy with that.

Mr. Dale: Are there any other questions?

Mr. Carnasale: No. My question was already answered.

Mr. Dale: Thank you, Jeff. Take your family, go home. Go to work tomorrow morning and keep cooking good. GM, I'm going to go back to you.

Mr. Melloh: I have nothing further.

Mr. Dale: Alright. Good deal.

B. District Manager's Report

i. Consideration of Requisitions #80, #81, #84, #85, #86, #88, #89

Mr. Dale: Let's go through the requisitions.

Mr. Showe: Our requisitions are the ones from last meeting. Requisitions #80, #81, #82 and #83 were pulled because they weren't specific bond expenses, but we have Requisitions #84, #85, #86, #88 and 89. They're all reimbursements to Viera East for our supplies for the dog park and Hook & Eagle.

On MOTION by Mr. Colasinski seconded by Mr. McCarthy with all in favor Requisitions #80, #81, #84, #85, #86, #88, #89 were approved.
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ii. Ratification of Requisitions #87

Mr. Showe: The next one is a ratification of Requisition #87. We went ahead and paid this requisition in the advance of the Board's approval. It is a contractual payment in accordance with the irrigation proposal with the irrigation contracts. This was for performance and payment bonds. We wanted to make sure there wasn't any delays on that project. Because it's a contractually obligated payment, we just went ahead and paid it. So, we would like the Board to ratify that payment.

Mr. Bedwell: Is this for something they've done?

Mr. Showe: This as part of their payment. This is the performance and payment bond as part of their contract.

On MOTION by Mr. Colasinski seconded by Mr. Carnasale with all in favor Requisition #87 was ratified.

iii. Consideration of Stormwater Assessment Proposal

Mr. Showe: The last item we have is a proposal that we handed out. We e-mailed it out to the Board. During last year's legislative session, there was a new requirement for the District to complete a Stormwater Needs Analysis. Every CDD in the state is having to go through the same process. It's all statutorily required. The engineer has put together the proposal to do the 20-year stormwater analysis. This will only have to be done every five years as the current legislative request. That could change before we hit the next five-years, but that's the way it is now. He gave you a very competitive price based on what we've seen from the District.

Mr. Colasinski: Did the legislature provide any funding to do these?

Mr. Showe: You know the answer to that.

Mr. Dale: It's what they call an unfunded mandate.

Mr. Showe: It's a very competitive price based on what I've seen for other Districts. It's a requirement.

Mr. Bedwell: It has a negative impact on your expense reduction. We didn't budget for it.

Mr. Showe: Correct. It has to be done by June 30th. It would be our recommendation that the Board go ahead and approve it, so he can go ahead and get started on that.

Mr. Colasinski: I'll make the motion to approve this because this is something we can't avoid.

Mr. Showe: You really have no choice. We could seek another engineer, but I'll tell you, from what I have seen, I would expect it to be higher than that.

Mr. Colasinski: Let's get it going.

Mr. Bedwell: What are they checking for? I'm not sure I understand. What are we going to get a value back from this? Are they going to say, "*You're now in a flood plain?*"

Mr. Showe: No. Part of it I think it relates back to what happened with that condo building in Miami. I think they've passed a lot of legislation that says, "*If you're a Special*

District, you have to analyze what you own and future need for it.” He's going to look at all your stormwater plans and your stormwater facilities and say, “To maintain it, you need to set aside ‘x’ amount of dollars.” So that's what you're going to get out of the report.

Mr. Carnasale: What's really interesting with that is we can do our own analysis here, but much of it is dependent on areas to the west of us as to whether or not we'll actually function.

Mr. Showe: Correct.

Mr. Carnasale: We'll do it, but it's not insurance that everything we do will function.

Mr. Showe: I can't tell you when we complete this report, when we send it up the Tallahassee, where it's going to go or who's going to look at it or if there's going to be any critical analysis of it, but that's the requirement.

Mr. Dale: I'm sure they created a new department for it.

Mr. Showe: I'm sure they did.

Mr. Dale: I plan on supporting it. Does he go out and look at every culvert?

Mr. Showe: Yes.

Mr. Dale: I see a good amount of benefit with that.

Mr. Showe: He has to come out to the whole facility and look at all of it to evaluate it.

Mr. Colasinski: Right. We have a couple that we have to fix too, right, Tim, like #7?

Mr. Melloh: Yes.

Mr. Colasinski: That's part of this plan too.

Mr. Showe: Correct.

Mr. Colasinski: We have money for that. We just have to get it done.

On MOTION by Mr. Carnasale seconded by Mr. Colasinski with all in favor the proposal with the District Engineer to prepare the Stormwater Needs Analysis was approved.
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Mr. Showe: We appreciate that.

C. Lifestyle/Marketing Report

Mr. Showe: Next up is the lifestyle/marketing report.

Ms. Webb: I sent everybody the report. I've actually been talking with Eddie and we're working right now to do a Masters watch party at the golf course on April 9th and 10th. There

will be some decorations at Hook & Eagle. I already put a menu out for that. I just actually just sent Eddie the other part of it now, so he's to start working on getting that posted at the golf course and on social media. Hook & Eagle actually has up to 13,000 people that now see their posts because they boost it. They do a little bit more on Facebook marketing for them as well as Google marketing. I'm hoping that's adding the drive to getting more people that aren't from the area. Actually, my hairdresser just went to Hook & Eagle. She lives in Indialantic and said, *"I've been seeing it at all over your Facebook."* I actually met someone in her salon that lives right down our street that I've never met before who loves Jeff. I was like, *"Oh, well, you got to go try Hook & Eagle."* It's funny that I'm in Melbourne hearing this. It's definitely getting out and around to other people.

Mr. Colasinski: By the way, the Masters itself actually provides an app that you can watch the Masters on and it divides into several categories. You'll get several groups that are featured groups. You'll get certain holes and you'll get Amen Corner. There's a variety of views that you can actually put at the same time in the restaurant if you're actually going to have a Masters watch party. So, start thinking about how you can show those. They're not going to come over cable TV, but they will have several views at the same time.

Ms. Webb: Okay. I'll get with Eddie because we've been e-mailing back and forth.

Mr. Colasinski: Alright, but there are other technologies that we may want to bring in to be able to do that and they're not that expensive or anything.

Ms. Webb: Yeah. We are writing a list now of what things we want to do.

Mr. Colasinski: Multiple views would be a way to enhance that though.

Ms. Webb: Yeah, because he wanted to have a couple of games in the restaurant too.

Mr. Colasinski: He can certainly do that, but just the variety because there's so much going on at that tournament at once. The enhancement of several views helps to enhance that experience.

Ms. Webb: I'll definitely talk to you. We've got that coming up. They've got all music for the month of April all planned out already. Karaoke is going to be every Friday night, basically through December. So, we're already starting that. I've attached to the e-mail that I sent out to you guys for my status report, feedback that I have received. One person told me that Hook & Eagle had the best hamburgers around. I'm sharing with you guys what I'm getting back from people all over the place. These are not mainly golfers. We also noticed on the Viera page;

they're posting our Farmers Market now as well. So, we're kind of getting out on other sites. I've added four more offsite groups from Brevard County that's now supporting us and hosting our stuff and has accepted us. So, we're definitely growing. It's funny because the majority of the people who are on the Farmers Market is 81% women, as well as the same amount that's on the Viera East CDD page. So, there must be a lot of moms that are enjoying the park. I'm actually meeting someone at the park tomorrow. They wanted to do an event. She's a breeder and they have a reunion of the dogs that she bred out. They post food and everything else. So, I'm meeting her at the park and see if they want to actually connect the event at the dog park to Hook & Eagle. She said an average 100 people come. I just need to find out if they're going to do that so we can pre-plan. So, I'm meeting them. I'm getting a lot of those type of requests as well as whether we can have a birthday party or dog meeting at the park. I'm having a lot of people looking at us. I have acknowledged to them that we do not close the dog park for any event as part of our agreement. So, we do have a lot of opportunities. Like I said, I've gotten some more sponsorships coming in. I've actually put together a yard sign or part sponsorships that I'll be placing up at the park. One of the things that I've sent out already for is requesting for sponsorships for the music part of the park. Like I said, I'm looking at working with Andrea at the zoo. She's using the park. I wanted her to do something once a month with families to have a relationship with the zoo. They would come out and do zoo activities. She's also helping me write hopefully a grant that will help the groundskeeper for the park. We might be able to pay his salary or their salary for a grant. So, we're working together with that as well as the Farmers Market. We put all of that together and then had to cancel it. Now we're starting the whole system again. Actually, April will probably be one of our bigger ones because the one that they usually have for the grant, were done in March. So, I'm just going to ask for the county to give me another six months approval because I got a new license again. You have to apply for that. I will be sending the little forms we have to fill out to the GM. That's going to be coming between this week or next week.

Mr. Colasinski: The bio that you're making for Eddie, can you actually post it on our Facebook page as well?

Ms. Webb: I can.

Mr. Colasinski: Please do because we got to get the word out about him and his skills.

Ms. Webb: Yeah. I'm locked out of Facebook. I was just talking to Tim. Whoever created the Facebook golf page, their e-mail is what's driving it. So, whenever I try to get into it, it sends a link to the e-mail. I bypassed it to send me a link, but it's sending me a link that's in letters and it's saying it won't accept the letters. I'm going to have to call Facebook because they're going to have to disconnect it because someone changed the password at that e-mail address and we don't own the e-mail address. So, whoever's got that e-mail address changed the password. I can only get in for posting through Instagram because I created Instagram for the golf course. So, I can still post on that page. I just don't want to lose all of those followers on that page. I'm going to have to unlink that other account to that one.

Mr. Colasinski: The other thing is that I need you to go out take a look at the irrigation installation at the park. They were busy trenching today and Ed talked to them about the heads out there in the area south of the playground. Because I mentioned that we're going to have vehicles out there, he said that the installer said that shouldn't be a problem with vehicles. They ran over the heads. However, they are putting a number of boxes out there with those plastic covers on them.

Ms. Webb: Right.

Mr. Colasinski: I was talking with Ed about that and Ed suggested potentially putting some vertical PVC pipe around those so that people wouldn't run into those. I just want to get some feedback from you based on the usage. For instance, they're putting sprinkler heads right along the sidewalk where we have all of those tents too.

Ms. Webb: Right.

Mr. Colasinski: So, when that turns out, all of our vendors materials will be destroyed.

Ms. Webb: I'm going to go out on Saturday and walk it because even in some of the places where they put some of the things, I'm going to have to redo the whole map.

Mr. Colasinski: If you do it before Saturday, because once it's done, it's done.

Ms. Webb: What are they doing?

Mr. Colasinski: They're digging trenches and putting in pipe.

Ms. Webb: I'm going to be there tomorrow at 4:30 p.m. to meet this lady.

Mr. Colasinski: That's fine. Take a look then and see what's going on. They have things marked in that area where the sprinkler heads are going to be, but they're busy digging. They

had the water turned off today actually for a while. We had to go get it turned back on for the restrooms because they had the water turned off.

Ms. Webb: Tomorrow when I meet her out there, I'll walk it.

Mr. Colasinski: I'd rather find out now about any problems that you might have functionally before we get too far down the road.

Ms. Webb: Yeah. I will. That was my intent this weekend, to determine how I re-map this for vendors and which direction should they go.

Mr. Dale: Then ultimately once everything's in, we're going to need to show her, but for a couple Board Members to act as emergency responders. We are going to need to be tied into how to turn off manually the system if need be, just in case.

Ms. Webb: I know they're going to put it on a timer and probably early morning, but we wouldn't want it on an early morning on a Saturday because it would make the ground wet and everything wet.

Mr. Dale: Yeah. So, that's just a heads up.

Mr. Melloh: We'll just get with Ed and make sure everybody understands what to do.

Mr. Dale: Go through a training or whatever.

Mr. Melloh: Because again, if you lose power and the time clock goes off and things like that.

Mr. Dale: Or things like coming back from vacation on Sunday when I had to go out and do the fire hydrant thing. All I was able to do was shut it off at the main.

Mr. Melloh: I thought when they installed that, they would've put an isolation valve out there.

Mr. Colasinski: We can always approve it if we want to, but it is what it is right now.

Ms. Webb: Yes, because we're also going to be using it for our Easter egg hunt for the community for the kids. We have to make sure that we're not messing anything up on that one either.

Mr. Colasinski: Take a look.

Ms. Webb: Yeah.

Mr. Colasinski: You can use the trenches for hiding Easter eggs if you want.

Mr. Bedwell: Is it reclaimed water?

Mr. Colasinski: Yes. There's actually a pump coming out of that lake.

Mr. Bedwell: Does anybody over here use reclaimed water? We turn it on, hopefully, right after midnight, but it's gone by 3:30 a.m. Then it comes back on at 7:30 a.m.

Mr. Colasinski: There's a pump out of the lake that we're using, the lake water out front.

Mr. Dale: No, we're not even pumping out the lake. We have a well.

Mr. Colasinski: Yeah, we do have a well.

Mr. Carnasale: There's the well right near the corner.

Mr. Dale: It's not reclaimed. It's a well.

Mr. Colasinski: Okay, that's right. Thanks for the clarification.

Mr. Melloh: We're coming right out of the ground for that. So, water is not going to be an issue for us. Again, when we look at our budget next year, the idea behind all of this was so that we could overseed the playground, the field to the south of the playground, the dog park and what have you to put rye grass in there. We have 300 pounds per acre, which is what you'd use if you're going to overseed the fairway, let's say. It looks really, really nice even this time of the year.

Mr. Colasinski: Yeah.

Mr. Melloh: We can't do that without an irrigation system. It will look really nice next year if we decide to do that.

Mr. Colasinski: Oh yeah.

Mr. Melloh: Generally, seed isn't that expensive, especially for that park.

Mr. Colasinski: No. Not for that area, it's not.

Mr. Dale: We are going to be getting complaints about the smell, though.

Mr. Melloh: Smell?

Mr. Dale: The water smell. If we have a pump, that's sulfur water, correct?

Mr. Melloh: Generally, it's out of the ground.

Mr. Showe: If it's from a well, it typically doesn't smell.

Mr. Melloh: Pond water smells worse than anything.

Mr. Showe: The reclaimed water is what people have a typical problem with the smell.

Mr. Dale: Yeah.

Mr. Melloh: Typically, what you want to do, and I think Jim our, Superintendent, can speak better to this than anything, but when you get in this watering stuff like that, you want to do deep watering. You don't want to water every single day. You want to water infrequently

heavy. What that actually does is it causes the grass roots to dig deeper for the water so that they become healthier. So, if you water all the time, there is no need for the grass to dig.

Mr. Carnasale: They have shallow roots.

Mr. Melloh: Yeah, they have shallow roots. There's just more chances of fungus and things like that. We don't plan to water every single day. We can just make sure that by in large, Saturday is the day we never irrigate.

Mr. Dale: Deal.

Mr. Carnasale: Okay.

Mr. Melloh: When it's ready to go, we will get the schedule going.

Mr. Colasinski: Michelle, was there anything else?

Ms. Webb: No. The only thing that I'm working on right now is we have a possibility that we can advertise in one of the other local ones, the Viera East, Viera West and Suntree Magazines. We're negotiating prices right now. We can do a three-year committed ad to them, which would include four articles a year that we write. Jeff would be one that writes. Someone from the golf course can write an article. I don't know if you guys prefer just to do the ads and not do something like that or would you guys like something like that?

Mr. Colasinski: Well, what's the cost?

Ms. Webb: We're working on that.

Mr. Colasinski: I think the cost will be a big factor in that.

Ms. Webb: If we go that route with a commitment of three years, I just don't want to make a three-year commitment to somebody without letting you guys know if that's where you want to go.

Mr. Colasinski: There's other questions too. If you got a three-year commitment, how long have these people have been around also?

Ms. Webb: What? The magazine?

Mr. Colasinski: Yeah.

Ms. Webb: They just started. It's cheaper for the three years.

Mr. Colasinski: I don't doubt that, but I just want to understand how stable these places are. The year is changing quickly.

Ms. Webb: Right, but we're growing.

Mr. Colasinski: Right, and things will come and go also.

Ms. Webb: Am I hearing you guys that you would not want me to look at that part?

Mr. Colasinski: I just want to see what the cost is going to be.

Ms. Webb: I can send you what she sent me as the original purchase if I said yes.

Mr. Dale: Is this outside of the marketing budget?

Ms. Webb: It'd be within the marketing budget. I just don't want to make a three-year contract without asking if it's something you want to do. I don't know if Tim would want to write two articles a year for a magazine.

Mr. Dale: Well, let's get all the facts. I don't want to speculate.

Ms. Webb: Would you like me to send it to you guys and show you what it would look like?

Mr. Colasinski: Yeah, that's fine. Just include cost information on there too.

Ms. Webb: Okay. If it's an annual thing, I've been doing that. That's no problem, but now when I look at this, yeah, it's definitely cheaper to do that for three years. That would be a great option for Chef Jeff and Tim. I don't want to commit to a three-year contract if you guys are not wanting something like that. I'll submit it to you guys so you guys can look at it.

Mr. Colasinski: Alright.

Mr. Carnasale: Okay. But things that we're working on for all of Viera, which you have quite a few, are we coordinating with the HOAs and the Master HOA?

Ms. Webb: Well, a lot of our HOAs go through Fairway Management. She's been okay with some stuff that we've been giving her, but we're going to have to go independently to each HOA and meet with them and say, "*We put something in your paper.*" My discussion with her was that I had to go to each one of them.

D. Restaurant Report

This item was discussed.

EIGHTH ORDER OF BUSINESS

Treasurer's Report – Consideration of Financial Statements

A. Approval of Check Register

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

Mr. Colasinski: I think we've already done the approval of the Check Register.

Mr. Showe: Well, no. We did the requisitions. This is the Check Register.

Mr. Colasinski: That was the previous one. Okay.

Mr. Showe: Those are all in there with all the backups. So, Tim and I can answer any questions if you have any or just a motion to approve.

Mr. Colasinski: Some of these checks are for entertainment that's out in the future. I'm a little leery about approving checks for entertainment that's at the end of next month.

Mr. Showe: I think you hold them until they show up. Tim, is that correct or do we pay them in advance?

Mr. Melloh: No, we don't pay them in advance.

Mr. Colasinski: I'm a little leery of signing something that is for things that haven't occurred yet. That's my only perspective on that.

Mr. Carnasale: Okay. What we're saying here is we're asking Steve to sign, but that check is going to be held by Tim until they actually perform.

Mr. Colasinski: Actually, Jeff holds the check.

Mr. Showe: Correct.

Mr. Carnasale: Okay. That's fine. I don't have a problem as long as the check can be given back in the event that they don't show.

Mr. Dale: I think it's a matter of convenience, especially now that we've been talking about when people can sign checks.

Mr. Colasinski: Okay.

On MOTION by Mr. Colasinski seconded by Mr. Carnasale with all in favor the Check Register for February 17, 2022 through March 16, 2022 in the amount of \$150,020.61 was approved.

B. Balance Sheet and Income Statement

Mr. Showe: We give the Balance Sheet and Income Statement. Obviously, it's there for your information. I do want to point out that you are at 92% collected on your assessments, so we're in great shape there. Other than that, all those numbers are there if you have any questions. That's all that we have.

Mr. Dale: I want to get back to that 101%?

Mr. Showe: We'll get there. It's 92% for now.

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

Mr. Dale: Pete?

Mr. Carnasale: I've got a bunch of little things that I've noticed more so than requests. One was a broken fence around the playground. Basically, on the wooden fence itself, one of the bars was on the ground broken. That was caused by somebody sitting on the fence watching his kid. So, more so than fixing the fence, which we have to do, we'll probably need signs that read, "*No sitting or climbing*" on the wooden fence. On the other side, we removed the snail or the tiers, whatever you want to call them. I think we need more fill in sod there because that area gets flooded now.

Mr. Melloh: Where's that, again?

Mr. Carnasale: That's the area where we had the tires in there that looked like a snail.

Mr. Dale: It's between the two hills on the backside.

Mr. Carnasale: Yeah.

Mr. Dale: Tim, if we're talking fill in the large dog park, there's an area where mats are at right now. Somebody took the mats off of the hill, so now the hill is starting to wear on the side again. But that area in the large dog park is going to need some fill in there. It's a little sunk in and it gets all mushy anytime it rains.

Mr. Colasinski: It probably needs more sand in that area. We have to build that up. It always collects water there.

Mr. Dale: Yeah.

Mr. Carnasale: In line with that, we still need some kind of drainage and more fill at the bottom of the slide. When we had the heavy rain, that old square was filled to the top, which meant we had a six-inch puddle.

Mr. Colasinski: So, what kind of drainage are you suggesting?

Mr. Carnasale: Well, we either need something coming out of the black surrounding areas in terms of a hole so that the water can get out, or we need some kind of drainage or softer absorbent material placed in there. I'm not saying which. I'm just saying that we need it. Okay? Right around the hydrant is now where we get losing the most grass, because the wet comes out and drops it down. Then the dogs decide they're going to either have their baths there or they're going to dig there. We keep bringing that up. One of our residents just indicated to me that there two aggressive very large dogs, were brought to the park in early afternoons and one of our

residents had their dog bitten. He is not going to take it anywhere further as far as any actions taken. He just came to me with the information and wanted us to know. The flyers, our coordinator is already taking care of. We were talking about the irrigation pipes in the field before. I know the last time we did that, we kept cones anywhere around them and that seemed to work well. So, when you have the cones surrounding those, you definitely don't have them run over.

Mr. Colasinski: Well, cones are a manual effort. We need people to do that.

Mr. Carnasale: Yeah, but basically, you're saying that the solution is PVC pipe. PVC pipe doesn't necessarily bend. It could break and create problems to the cars as well.

Mr. Colasinski: Who's going to set up those cones?

Mr. Carnasale: Who set them up the last time?

Mr. Colasinski: The idea is not to repeat something manually over and over. You come up with a solution so you don't have to touch it every time. If you remove the touch time, the cost goes lower.

Mr. Carnasale: Once we have the watering system in place, we shouldn't have to have those things sticking up. Therefore, we wouldn't need the cones anymore.

Mr. Colasinski: You need something there all the time, not just part-time.

Mr. Dale: I think this is an issue we can resolve off-meeting. I do agree it needs to be a permanent solution.

Mr. Carnasale: Okay. Reading in the neighborhood news, they talked about drug paraphernalia being found behind a park. It was not our park, first of all. Let's get that very, very clear.

Mr. Colasinski: Why are we talking about it?

Mr. Carnasale: Because, basically, it ties in with the security needs that we need to have to make sure it doesn't become prevalent in our park.

Mr. Colasinski: I think we're addressing that now with the cameras.

Mr. Carnasale: That will take care of it.

Mr. Colasinski: So, why are you talking about it?

Mr. Carnasale: Basically, the sign that we have on the Clubhouse wall that says, "*Recent Improvements*," we do not have anything that has occurred within the last year and a half, but we

have three years' worth of stuff over five years old that has to go, even if it just goes and we have a blank there until we get the new one.

Mr. Dale: I don't disagree with you, Pete. I think that's part of the improvement project that our contractor is putting together. We don't have the entire cost of that, but there is an entire laundry list of things and that's part of it.

Mr. Carnasale: All I'm saying is, as a temporary solution, we could just pull the old one.

Mr. Colasinski: Pull the old what?

Mr. Carnasale: The old black sign with the white lettering on it that mentions recent improvements, since none of them are recent.

Mr. Colasinski: I would just suggest that rather than doing things twice, when they come through and we approve everything, that will get taken care of. It's been there for how long? It's not hurting anyone or anything. Eventually it will get removed. I don't want to touch it twice.

Mr. Dale: It's on the list.

Mr. Carnasale: How much work would it be just to remove it? We're not talking about replacing it.

Mr. Dale: But then you're talking about having a big square stained area because you're not going to have the paint matching. Some of it's going to be a little bit faded. It's just something that I would like to have happen all at once when we're doing the tear down. We've talked about putting up electronic monitors there.

Mr. Carnasale: Do we have any kind of timeline on that?

Mr. Colasinski: What is the urgency? Why is it urgent right now?

Mr. Carnasale: Well, I thought it was urgent six months ago, and I got the same answer. Now it's six months later and we still don't have anything planned.

Mr. Colasinski: Right.

Mr. Carnasale: So, what I'm saying is that nothing there is up to date. Everything there is at least three to four years old and some is five and six years old. I'm not saying that we should change the process of getting the new things into it. I am saying we should just remove the old which is not current.

Mr. Colasinski: That will happen. It won't happen tomorrow, but it will happen.

Mr. Carnasale: I would like for Tim to look at it and see what it takes to just remove it.

Mr. Colasinski: I don't agree it's urgent.

Mr. Dale: You can make a motion to do that.

Mr. Carnasale: Okay. I would like to make a motion that Tim look at what it takes to remove that single black sign. I'm not saying he has to remove it. I'm saying I want him to look at the potential and what it would take to do it.

Mr. Dale: That wouldn't require a motion, if he looks at gets back with you by the workshop. Would that be a sufficient timeframe for you?

Mr. Carnasale: Yeah.

Mr. Dale: Okay.

Mr. Carnasale: But again, we don't have five separate bosses. It's not something I can just tell him to do.

Mr. Dale: I understand.

Mr. Carnasale: That's why it's being done now.

Mr. Melloh: So, you just want the accomplishment section of that sign to be removed?

Mr. Carnasale: You have three boards. You have one board that has people on it and the other one has people on it. All that the one in the middle has, is the smaller print that says what has been the recent improvements. That's the only one I'm questioning.

Mr. Melloh: So, you don't want the whole board taken down.

Mr. Carnasale: I just want that black centerpiece that has the writing on it removed.

Mr. Melloh: Okay.

Mr. Dale: Take a look at that and come back with a proposal.

Mr. Melloh: They are accomplishments even though they were four years ago.

Mr. Dale: Let's just look at it and we'll discuss it at the workshop. Let's see what we're talking about.

Mr. Melloh: If it's easy enough to pull that out, do you want me to just pull it out and get rid of it and it's going to be a blank area there? I can do that

Mr. Dale: No, let's just take a look at it and then come back and discuss it at the workshop. Alright, Pete, you've got anything else?

Mr. Carnasale: I think it's enough.

Mr. Dale: Thank you. Dave?

Mr. Bedwell: Yeah. I'm a little confused. The middle of May is when we start the irrigation project.

Mr. Dale: May 1. Remember we bumped that up.

Mr. Bedwell: I would like a decision on the driving range. I don't want to put in an irrigation and then tear it up. I went out to the driving range at peak season. There was damage from the back to the front, to the left, to the right.

Mr. Colasinski: Are you talking about the tee area of the driving range?

Mr. Bedwell: The whole thing. I'm talking about where people are hitting and the tee boxes.

Mr. Dale: You're talking about the \$75,000 proposal.

Mr. Bedwell: Right. If we want to continue to grow, we need to pay for driving ramps, because the people come, they want to hit a few balls. Right now, there's no place for me to go out there and hit a five iron off of the grass, because our volume has picked up.

Mr. Colasinski: We were going to discuss it at the workshop.

Mr. Carnasale: That should be something that goes onto the list that we're then going to prioritize.

Mr. Bedwell: What I hate is the flying layer that we decided to keep after we put all of the piping in. That's my request that at a workshop, we talk about it.

Mr. Showe: I've got it on the list, yeah.

Mr. Dale: Paul?

Mr. McCarthy: Nothing.

Mr. Colasinski: I have nothing at this time.

Mr. Dale: I'm good.

TENTH ORDER OF BUSINESS

Adjournment

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


Secretary/Assistant Secretary


Chairman/Vice Chairman