

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

The regular meeting of the Board of Supervisors of the Viera East Community Development District was held on **Thursday, February 23, 2023** 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
Jennifer DeVries	Vice Chairman
Steve Colasinski	Treasurer
Pete Carnesale	Assistant Secretary
Ron Rysztogi	Assistant Secretary

Also present were:

Jason Showe	District Manager
Jeremy LeBrun	GMS
Michelle Webb	Lifestyle/Marketing Director
Jim Moller	Golf Maintenance Superintendent
Dave Neuman	Grant Writer
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.

Mr. Showe: The Chairman would like to rearrange one or two agenda items.

Mr. Dale: We have some residents who want to speak and they graciously agreed to defer their public speaking until we get to another part of the agenda.

Mr. Showe: If the Board is going to vote on any items before public comment, if you have a public comment, just raise your hand on that particular item.

Mr. Dale: Just because we don't have a full house, we want to have full dialogue.

- **Discussion of Grant Writer** (*Item 5A*)

Mr. Dale: What we are going to start out with tonight is Mr. Dave Neuman is a professional grant writer and I am going to let him give his biography. There are many opportunities that I believe this District is missing out on. Many of the municipalities during COVID, wound up getting COVID dollars in the millions. There are all sorts of programs for seniors, parks, nature playgrounds, waterways, golf and recreation. We're so busy and I found out that this what they did for a living. I asked him to join the meeting and we're going to hear the kind of things that he can go through. We'll take it from there in terms of potential costs.

Mr. Neuman stated I am with United Solutions LLC. We are re-branding to 321 Fundraising. I provided a reference sheet for any kind of decision making and things of that nature. Let me just tell you a little bit about myself. In terms of fundraising, I'm a non-profit professional. I've been doing that for over 10 years now. I worked at Prevent Child Abuse America where they brought me in at a \$200,000 goal. When I raised \$200,000, they asked if I could make it to \$500,000. I was able to get to over \$3 million in two years annually and it consistently stayed that way. That was through grant writing as well as individual gifts. From there, I worked at the Florida State Senior Resource Association in Vero Beach. They are half government, half non-profit organization. In my government experience, I've worked as a Congressional Aide in Washington DC. I also worked in City Government as well as a City Clerk. As a City Clerk, I know generally speaking what you guys deal with on a day-to-day basis. In regards to grant writing and things of that nature, Rob reached out to me on some thoughts and advice and brought me here today. What I told Rob over the phone, was that I would be very happy to work with you guys and hopefully get some grants. There are tons of Federal, State and occasional county grants out there for municipalities. You guys are special because you're a CDD, which is a special designation, but you are basically considered a small municipality for all intents and purposes. When talking to the Federal Government and others, I will take four to six hours just to go through some basics. There's obviously a lot more research that can be done, just so you are aware, but I will present to you a little of what I was able to find from last Thursday to this Thursday and then open the floor to a discussion on what the Board would like to move forward on or if you have any questions. There is a grant through the Department of Economic Opportunity (DEO), which has a program for small cities in Florida. Usually, they are in rural communities, but you qualify due to your small size. You can see how

much cities get from this fund. The Community Development Block Plan, you may or not be eligible for. I need to look more into your demographic data to figure out if you qualify; however, it would help you for any sort of municipality needs. It's very general. It's for infrastructure and things of that nature. If its regular city services, they cover it. That one is going to be based on your demographics, size, things of that nature because they are very specific. It is supposed to help communities like your own that doesn't have a large wide revenue source, but still has to do basic government functions. So that would be Grant Opportunity #1. PWEAA2020 is another grant. Mr. Grant Viday is our local officer based out of Ft. Pierce. He said if we are going to be bringing in or creating new economic development within the CDD, we qualify for a grant, whether \$100,000 is your minimum to \$30 million. To give you an example of a group that's done this in the local area, FIT got this grant. FIT as you know is a municipality, but they decided to do a think tank type of incubator where they would be building business in their specific university, but also in the general Melbourne area. They were able to get a grant for over \$1 million. So, if there's something that's going on again, you guys are the subject matter experts in this area, but just to get those gears turning on that, you would qualify. He did tell me, *"I want to work with you, but you don't fit around a circle and a square hole."* I said, *"Absolutely, I promise, we will work in the best of intentions of what works in the community."* My discussion with him was about your golf course. That one did not fit because its already creating economic value. So, the issue that you have is, something that is non-existent or something that's coming in. The other thing to think about, before I move on, is let's assume for a moment that you have a business or entity coming in from New York and they decide they want to locate within your CDD. That doesn't count because that is already creating revenue and is already potentially coming to Florida. It's a Federal thing. It's all Federal. So, they don't care if it goes from state to state. They care about economic impact. If that makes sense, that's how that one works. He did say, *"Please keep on the line. We're going to stay in contact."* Because he believes that there is hurricane funding coming through, although this is very vague, much vaguer than this particular one, that you may qualify for. But he said, *"Can you give me four to six weeks for us to announce that one and then we can have discussion on it, if you qualify for something of that nature?"* He was very sparse on details. He said, *"Please stand by."* The raised grants are essentially for infrastructure. I presume, every group is different, but you have roads, sidewalks and buildings that you take care of.

Mr. Dale: Just as an FYI, we just dropped \$250,000 on two culverts.

Mr. Neuman: So, then you have a need. Perfect. If there is a way that you have an infrastructure need and it is sustainable, for example, if you are creating sidewalks that are becoming handicap accessible or something like that, if that's already part of the grant funding, those type of things could be through the raised grant, which is through the Department of Transportation.

Mr. Colasinski: So, the purpose by the Charter of the State is for CDDs to be a shared infrastructure organization.

Mr. Neuman: Okay.

Mr. Colasinski: The community shares the infrastructure and pays for it that way. That is our primary purpose.

Mr. Neuman: Okay.

Mr. Colasinski: We have other assets such as the golf course and the park, but that is our primary purpose.

Mr. Neuman: Okay. So, this may be one that is very relevant to what you guys are trying to do.

Mr. Dale: We have sidewalks all over the place that are being repaired.

Mr. Neuman: Right. You guys do a lot of that.

Mr. Dale: That's just a side note, but for those who don't know, Dave volunteered his time helping us to build the dog park and children's park. It wasn't every Saturday, but you were out there a lot and almost took one of the umbrella polls upside the head.

Mr. Neuman: I was just a little roughed up. The example that I wanted to give you with this one, was Clearwater is one of our closest municipalities. Remember, this is Federal, so they had a list of 170 projects. You may not need to do it for a transit authority, but I just wanted to give you a description of what they had done and what they had said. Remember, we're talking about the Federal Government. We're talking about the way that the administration thinks about things right now. That's how you want to think of it, regardless of your political leanings. Think about sustainability or equity. If you could put yourself in that mindset for the next two years, at least that's what you're going to be writing grants for in that kind of frame of mind.

Mr. Dale: Could you share the statement you made when you were talking about the COVID grants, when we were on the phone and you said that they couldn't give the money away?

Mr. Neuman: Oh yeah. For example, back when COVID just came out, they were just throwing money at states and counties. There were County Managers, even in our county and in the City of Melbourne, particularly where I live, where they had all of this grant money and there were not enough people asking for the money to take it. They had these huge stockpiles and they were just coming up with random ways to get rid of it. To give you an example, the City of Melbourne, if you haven't heard, at one point, pledged \$1 million for homelessness. I believe that came from COVID money. Because they found a way to say that COVID impacted, whether people could have a home and because of that, they were able to move it forward that way. But the Federal Government didn't care. They just said, *"Hey, here's some money, spend it on stuff."* As far as what we talked about yesterday, the county just gave away their grants for non-profits when it comes to COVID. Since we're on the subject, I believed I put out some phone calls that that budgetary money is the same money that they would also give to the State. So, I reached out to Senator Mayfield's office and Representative Altman, who represents this District. We haven't gotten a response yet, but I wanted to find out if there was an Appropriations Grant or something that your CDD may be able to apply for in the vein of COVID. I think that might be your route because I think the county will be tapped. They did their cycle a little differently, but the State right now is appropriating money for the year. So, I think you are in possibly the sweet spot because they are in session right now and there might be a way to do that. Like I said, I want to talk to their staff and find out what is available.

Mr. Dale: Michelle, awhile back they were talking about the Farmer's Market.

Ms. Webb: Titusville got money from COVID for their Farmer's Market. So as long as there was a bread and cheese vendor, they were given tokens to everything by the government to those programs to spend at the Farmer's Market. It was \$50 for everybody that came.

Mr. Neuman: The county did that with the park too. A lot of municipalities did that during that period of time.

Ms. Webb: We didn't qualify for some because you guys had too much money sitting in your pocket.

Mr. Dale: We had a bond that we took out.

Mr. Neuman: Her and I talked about it. It's really weird with these grants. Remember, I talked about our demographics earlier. They want you to do good, whether they are now throwing good money after bad, but not too good. We have to jump through a special hoop with each grant to figure out where we fit within this world.

Mr. Dale: Right.

Mr. Neuman: They are also on a rolling basis too, like the hurricane grant. That may be coming up because the hurricane came through over the summer, but there are other grants that opened up starting in June going through September. So, you don't even have the ability to qualify for that yet because they are not announced. You never know, they might not be announced later. They don't promise every year to year. You are going through a rolling cycle here with how the grants go. So just keep that in mind as well. In three months, you will have a whole new window of random grants that open up. The last piece on it was the sports program. Again, one of my focuses after talking to Rob, was the golf course finding ways to support it, grow it, fund it and the individuals to use it. That's one of your very large assets here that is good in two ways; good as in what you provide and good as in a wonderful thing for the community. There is one grant through the VA that's called, "*Grant for Adaptive Sports Programs.*" I have to call a contact on this one as well, but theoretically, if you were to offer disabled veterans three programs, it can't be discounted or paid, to allow them to experience, exercise the sports skill activity. You would be able to qualify for this grant program to help those disabled veterans, whether through physical therapy, mental health or things of that nature, if the VA decides that the service you are providing is a sports activity for disabled veterans.

Mr. Dale: Ironically, if we were to go back 15 years, we actually had a program that the CDD established for disabled veterans.

Mr. Neuman: There you go. It kind of fits right in there.

Mr. Rysztogi: All for disabled veterans?

Mr. Dale: All.

Mr. Rysztogi: Okay.

Ms. DeVries: That's a help.

Mr. Neuman: As long as it's free.

Mr. Dale: At the time, we were footing the bill for it.

Mr. Neuman: Exactly. Now they will throw money at it before you do that.

Mr. Dale: Yeah.

Mr. Neuman: So, there are opportunities there. The scope of work of what you would be asking me to do, comes in four categories. One is finding grants. Like I said, this was just a four-to-six-hour dive into what I could find, especially based on what you guys are looking for. Remember, the sky's the limit, but you guys aren't going to want to just fund \$50,000 of stuff.

Mr. Dale: Right.

Mr. Neuman: You guys want to be specific with your money.

Mr. Dale: Right.

Mr. Neuman: The second category is to provide funding strategy, which means sitting down and going through what you have and meeting with legislators, if it comes down to that. I put that in the funding strategy bucket. The third category is writing Federal and State grants. You are most likely dealing with a Federal and State grant. The last category is to manage grants that have been awarded to Viera East. Every grant is different. It is what it is. Sometimes they have you do a six-month update to say, *"Okay, where has the grant money gone, have you spent it, what is the good that it is doing for the community?"* Sometimes it's a 12-month grant or sometimes its quarterly. You never know, but I would offer the services to help you with that. I put the fees down for you in the cost of services. I bill at a \$50 per hour rate. If you're doing a grant, I give you a flat rate. One, it makes it easier for non-profits or folks like yourselves, with the hours billed, so you can budget and everybody is a little better off in the long run. I actually believe that is the easier way to go, but I want to be transparent on how many hours it would take. For example, a Federal grant is generally about 120 hours of work, which is three weeks' worth of work. That is what you are funding, which is \$6,000 per Federal grant. County grants take 40 hours of work. They are less stringent because they are closer to the community. So that would be about \$2,000. Again, I don't see any immediate ones out in Brevard, but we are still in the discovery phase. That's generally what I have. I can open it up for questions and discussion.

Mr. Dale: To summarize some of what you just said, we're looking at essentially \$2,000 to \$6,000 per grant, depending on whether it is Federal, State or county. Let me put you on the spot. I know there are no guarantees because I've been in the non-profit world and sometimes you strike it big and sometimes you don't.

Mr. Neuman: Sure.

Mr. Dale: Would you say that our odds are better than 50/50 qualifying for something decent?

Mr. Neuman: For something. Yeah. You guys are in a good position, generally speaking. You should be getting some sort of funding, period.

Mr. Dale: That's the problem. We don't get anything from anybody.

Mr. Neuman: Right. That's the beauty of the position you're in.

Mr. Dale: Other than taxpayers.

Mr. Neuman: Right. The big question mark that you have comes down to how you do it. For example, let's assume that this grant requires you to have a community that is 20% at the poverty line. I presume that this community is doing a lot better than that.

Mr. Dale: You'd be surprised. We have a few apartment complexes and condos and people who are living solely on social security.

Mr. Neuman: Okay. So, then you could possibly hit those. That's what I thought would be your weakness, which would be the poverty line metric. It all depends on what you're going for. Because if you hit the poverty time, you should be getting immediately that Florida Small City Grant. They have three different demographic indicators. I was trying to figure out which one would be your sweet spot, but we could all sit down and figure out that one. You have ample opportunity to get these grants. I appreciate you bringing that up. Again, no grant is guaranteed. I just did one for Life Recaptured. They are trying to get rid of human sex trafficking and are the only safe house for women in Brevard County. They wanted a county grant and said, "*Dave, we're going to fund you, but we don't have a lot of money.*" You could end up paying me \$4,000 and not get anything. At our county meeting on Tuesday, I said that they qualified for somewhere between \$40,000 and \$85,000. They received \$118,000 from the county. So, they went over and beyond what we thought. Now again, it all just comes down to obviously I will put the work in for you guys, but I just want to make sure you know that something random can happen. I am working with very specific government agencies. They are using you. They want veterans to have activities that the government funded. You are their route for doing that. They want to be able to put you on a flyer and say that was it.

Mr. Colasinski: Our community data is something that we don't necessarily have per individual or per household basis. Are there other places that it can be derived from?



Mr. Neuman: If we can find census data that hits this particular region, I think you would be able to get that.

Mr. Colasinski: Okay.

Mr. Dale: Jason, you might have access to data.

Mr. Showe: There's not a specific census metric for a CDD. They don't do it on that boundary basis.

Mr. Neuman: That's why I anticipate there will be a challenge.

Mr. Colasinski: We just need some help getting the data to be able to qualify for some of these because our entity doesn't have that.

Mr. Neuman: Right.

Ms. DeVries: We do get money from some advertising, but its 98% taxes. Right?

Mr. Colasinski: Right, but I'm talking about personal data.

Ms. DeVries: One of the things that I remember when the playground was built, that was being bounced around, is building an accessible playground. Correct me if I'm wrong, but we ended up building a natural playground because we received a donation.

Mr. Dale: It was part of the money.

Ms. DeVries: Exactly, but that is an idea that could still be on the table.

Mr. Dale: There are things that we can add to it.

Ms. DeVries: As an assessable area to the playground.

Ms. Webb: I'm still working on adding the music part, which could be derived from disability.

Ms. DeVries: Exactly.

Mr. Colasinski: We have the walking trail. As you go up and down Viera Boulevard, we own most of the walking trails on the side of the road and also up and down Murrell Road up to certain sections. We own a lot of those as well. That is our shared community infrastructure. We also have some other walking trails through scrub jab habitats. The part of Woodside Park that you may not have seen is there is portion that goes out to the south that goes around the lake. There is a walking trail there as well.

Mr. Neuman: Sure.

Mr. Colasinski: So, we have a lot of that.

Mr. Neuman: That one, I was trying to figure out. The Department of Agriculture, if I recall, had one for acquiring land to build walking paths, but they would not fund your existing walking path to be maintained.

Mr. Colasinski: Right.

Mr. Neuman: To me, that was a little bit of jargon. I don't know why they were very specific, but they did not want you to be able to maintain your current one. So, if you have places that you're trying to acquire or trying to build to create new walking trails, you may have a route there, but if its already existing, that's where you're going to run into trouble. Something could've happened four, five or six years ago where people were just renovating everything. No, no, no. We're about new. We're not about fixing. I don't know the history of why they're so turned off at the moment on anything that's being upgraded, but the only time that there was an upgrade or fix was with the hurricane funds. Then you have to prove that you have water damage, which your insurance would most likely cover.

Ms. DeVries: Are our sidewalks handicapped assessable?

Mr. Colasinski: Which ones?

Ms. DeVries: All of the ones that you were just talking about.

Mr. Colasinski: Yeah.

Ms. DeVries: We can't get the money to make them that way.

Mr. Rysztogi: The fee that was charged is based on grant approvals?

Mr. Neuman: No. It's all the same. I work with the Association of Fundraising Professions. Basically, how our Code of Ethics works is two-fold. We talked a little with Rob about it. One thing that I always get asked about are percentages. We don't work in the world of percentages, like if we wrote a \$30 million grant, I get 10% of that, which would be a huge windfall and I retire. Our incentive is to provide goods to the community. It also goes to private donors, so that the donor does not lose a cut or the government doesn't lose a cut of what's supposed to go to help other people. Secondly, as far as our success failure rate, it's like the law and lawyers. Its hours that I use of my time to go and do this. They could throw it out because they don't like the name Viera. There could be any possible reason that the government could throw it out.

Mr. Dale: This is just an aside, but the District probably has the largest scrub jay habitat if not in the State, but in the country.

Mr. Neuman: Okay.

Mr. Dale: In endangered species. We maintain that habitat for the scrub jays. On an annual basis, we also do fire break maintenance. You're talking about a lot of acreage.

Mr. Colasinski: The scrub jay habitat is managed in conjunction with Brevard Zoo.

Mr. Neuman: Okay. I'm assuming that its private and the government is working with you on that. Is that my understanding?

Mr. Colasinski: Right.

Mr. Neuman: But you are doing that out of your operations funds.

Mr. Colasinski: Yes.

Mr. Neuman: Okay. For scrub jay or infrastructure or things like that, if I had to recommend a direction that you want to go in and think of things that are going to alleviate your operations funding to build a project and say, "*Hey, we were going to do this*" and you save up this money.

Mr. Dale: Right. It enables us to build up reserves. This goes back to the \$250,000 culvert issue.

Mr. Neuman: Right.

Mr. Dale: One of the things that we are in the process of doing, is we have our District Engineer doing a report of 84 lakes. Each one of those lakes have a culvert and connection to the other lakes and ultimately to the flow way out to the St. Johns River. Some of them are concrete and some are steel. The ones that were on the golf course that we had to replace were steel.

Mr. Colasinski: So, we're doing an assessment.

Mr. Dale: We have to do that assessment, but we don't know where we're at right now. What I'm worried about is if we have 10 other culverts that are steel and as damaged as the other ones, they have a couple of million dollars.

Ms. DeVries: We need those to make sure that we don't flood in the event of a hurricane.

Mr. Colasinski: Right.

Mr. Neuman: Right. This is where you get into the different buckets of how the funding comes in. The economic development guy has a different need than FEMA does, but it's all Hurricane Ian related. So that's where we're going to play the game of which agency likes your culverts.

Ms. DeVries: Right.

Mr. Colasinski: We want to prevent a disaster instead of fixing it.

Mr. Neuman: Exactly.

Ms. DeVries: Right.

Mr. Dale: I also don't know if any of that ties into one of the things that the gentlemen are here for tonight, which is the discussion of midges. I know that's very focused on one issue, but you have midges, mosquitoes, etc. You can throw it all into pests.

Mr. Colasinski: Environmental.

Mr. Dale: Environmental. Yeah.

Ms. DeVries: We're going to talk about that tonight.

Mr. Neuman: Like mosquito abatement?

Mr. Colasinski: Yes.

Ms. DeVries: That's what this would be. That's the solution we're talking about.

Mr. Colasinski: The county has something; however, there are certain areas that we're responsible for with lakes that impact residents.

Mr. Neuman: Would you be able to show the Federal Government that you do some sort of abatement or some sort of management?

Mr. Colasinski: Yeah.

Mr. Neuman: Okay. Perfect.

Mr. Dale: Like the operational budget.

Mr. Neuman: Those are doable things that we can find grants for.

Mr. Dale: Even one of Pete's projects that he's tasked with, the littoral shelves, which is basically the 10-foot swath between the lake that's kind of a right-of-way (ROW) area, we've done plantings and other things. The whole purpose of a littoral shelf is effectively to act as a filter for chemicals and other kinds of runoff and also to help prevent erosion of people's backyards and things along those lines. Then if we can do that filtering, we wind up with less fish kills because there's not as much crud going into the 84 lakes that we own.

Mr. Colasinski: Okay. So where are we going with this? We've been talking for 30 minutes.

Mr. Dale: With all of that said, what my proposal is and Jason, you can craft any kind of motion if anybody is interested in making one, but the way that I would envision it going down, is what we've done similarly, when we've empowered an individual to have spending authority.

I'm also thinking with Michelle being the marketer and lifestyle coordinator, it should be tied into this also. Maybe she doesn't need to have approving authority, but she's somehow tied into it. That's my suggestion. Then we pick an amount. If a full grant is going to cost us \$6,000, I would say that we spend an amount up to \$10,000 or \$15,000.

Ms. DeVries: I'm thinking \$10,000.

Mr. Dale: That doesn't mean we're going to spend that. It just means that it can go to the approving authority and they have to make the case. I don't know how the Board feels about that. If you like that idea, Jason, you are the motion crafter.

Mr. Showe: We can craft something.

Mr. Dale: Does anybody have any additional input or doesn't like that idea?

Ms. DeVries: No. That's what I was thinking too, that we would give him an up to exceed amount to get started on this and see where we go and how we do. When you are talking about \$10,000 or \$15,000, it would cover a minimum of at least writing one grant.

Mr. Colasinski: Oh yeah.

Ms. Webb: Can we find a grant that pays your salary?

Mr. Neuman: No. In a non-profit government, you are not allowed to use grant funding for salaries or grant writing. I don't know why they are like that, but it's how I do that. I think it's to stop people from writing grants.

Mr. Dale: The trick is you have to go for the low hanging fruit on the first branch.

Mr. Neuman: Exactly. We'll that's the thing. I want to not shoot for the moon in a crazy aspect. I'd rather do something that's feasible, reasonable and go from there and give it our best shot.

Mr. Colasinski: So, let's throw some figures out there. Are we talking about \$5,000 or \$10,000?

Ms. DeVries: I think we're talking about \$10,000 for a minimum of one grant.

Mr. Dale: A minimum of \$10,000. That will allow for a big one and a small one.

Mr. Colasinski: That's what I was thinking. So, we need a motion for a not-to-exceed amount of \$10,000.

Ms. DeVries: Right. If it's successful, then we authorize more.

Mr. Dale: We would be crazy not to keep pursuing it. Pete, do you have any thoughts?

Mr. Carnesale: I'm basically in favor of this, but my only question is you are talking about income and poverty levels and since we don't have a database...

Mr. Dale: There are databases that we can get that from, but it will cost a little bit of money and it will be part of the process.

Mr. Carnesale: Okay. If we're saying that he needs to have the data to be able to say that 20% of the community is at the poverty line.

Mr. Dale: You know what kind of data is out there. You just have to pay for the services, is what it boils down to. So, we would be selective. We would be looking at dual purchasing. That's all part of Dave's job.

Mr. Carnesale: Okay. I'm just thinking in terms of where the data is going to come from for the various projects.

Mr. Showe: So, I guess the same question would be, who would the Board like to delegate that authority to, to approve those expenses?

Mr. Dale: My thought process is, I don't think we're approving authority, but I would like Michelle's input because of her experience with some of this. I would excuse myself from approving authority.

Ms. DeVries: I would like for it to be Steve.

Mr. Colasinski: I can do that.

Mr. Dale: You already write the checks anyway.

Mr. Colasinski: I sign them. GMS writes the checks.

Mr. Dale: They approve the check. You are correct.

Mr. Showe: Then the motion would be for the approval of a not-to-exceed amount of \$10,000 for grant writing with the authority for Steve to make any approvals on expenses for that \$10,000.

Mr. Dale: With input from Michelle.

Mr. Showe: That's kind of implied.

Mr. Rysztogi: So, Michelle and Steve would be involved.

Ms. Webb: I was a grant writer and I don't want to be.

Mr. Colasinski: I just approve the checks. She would be actually more of a technical advisor for the Board.

Ms. DeVries: Right.

Mr. Neuman: Absolutely.

On MOTION by Mr. Dale seconded by Mr. Carnesale with all in favor approving a not-to-exceed amount of \$10,000 for grant writing and authorization for Mr. Colasinski to approve the expenses were approved.

Mr. Dale: Welcome to the team, Dave.

Mr. Neuman: I appreciate it.

Mr. Moller: I met you a year ago, when we were doing the irrigation project with the St. Johns Water Management District (SJWMD).

Mr. Dale: Better late than never. We're happy to have you on board for the future.

Mr. Neuman: Thank you.

Mr. Dale: If we have time constraints, let's get in gear and give it the gas.

Mr. Neuman: Absolutely.

Mr. Colasinski: I think Jim has a multitude of things that he would like to have eligible in the environmental domain for a golf course.

Mr. Dale: Jim is our General Manager (GM). I focus on Michelle and I guess I just took you for granted.

Mr. Colasinski: Here we go again.

Ms. Webb: Jim needs to be a part of it too because he has way more parts that I know about.

Mr. Dale: Jim is our full-timer. He is the acting Golf Course Manager, but he is also the acting CDD GM.

Mr. Neuman: Good to know.

Mr. Dale: Thank you, Dave.

### **THIRD ORDER OF BUSINESS**

### **Public Comment Period**

Mr. Showe: We have a quote from Mr. Schulz on the midges.

Mr. Shores: Hi folks! It's a pleasure to be here. If you look back in the history of this creature, the midge, 18 months ago or two years ago, it started to come out of the lakes and

covered all of the houses adjoining Lakes 20 and 21. Steve was there. They were there for at least two years.

Mr. Dale: You're in Aberdeen, right?

Mr. Shores: Aberdeen Circle. I live on Lake 21.

Mr. Dale: Lake 21, which is the northwest portion of the community.

Mr. Shores: You guys were good enough to listen to us. We came in with an idea of doing larvicides. We sprayed the lakes and it helped. Then Mr. Joe Faella, the Director of Mosquito Control for Brevard County, suggested that we try putting fish in the lake. So, through your good auspices, we put catfish in the lake. Three days after the catfish were in the lake, the midges were gone and they have not returned for almost a year.

Mr. Dale: So, we have catfish in there right now.

Mr. Shores: We have catfish in there right now. So, I've been corresponding with Steve about this and one of the things that we came up with, is we wanted to ask ECOR what they thought about midges.

Mr. Dale: Right.

Mr. Shores: I'm just going to read something from ECOR, who sent this to Steve and myself. *"Since we have done only one stocking of Lakes 20 and 21, adding more young fish will create a diverse age structure of catfish in the lakes. Adding a diverse age structure, will lead towards a more sustainable population that will hopefully reduce and not need additional stocking in the future. A price for each lake could be decided."* ECOR said that you want to have a variety of ages of fish because the fish that they put in originally, are going to get old. You don't want to do it every year. My suggestion is that we do it every couple of years. The cost is minimal. It's much cheaper than all of the spraying that we did. It was \$1,800 to do that. I think we should restock the lakes.

Mr. Colasinski: But the cost is different per lake because of the size.

Mr. Shores: The spraying was \$1,800 for the two lakes.

Mr. Colasinski: I'm just trying to be specific.

Mr. Shores: Specially in your email, it was \$1,800. I believe that was for both lakes. So, we would like to ask this body to fund that because these midges are going to live in your lakes and land on our property and degrade our property substantially. Do it tomorrow because we are



worried that the midges are going to come back. So, we would like to see this done ASAP. It was actually \$1,800 for three lakes, Lakes 19, 20 and 21.

Mr. Colasinski: The quote was for two lakes.

Mr. Dale: But we have a midge problem on three lakes.

Mr. Carnesale: The question that I basically have is as the fish get older, will they create their own babies?

Mr. Showe: We actually received an email that I forwarded to Jim and Rob. That's the theory, which is that you stock it in the first year, stock it the second year and by that point, it's generating its own ecosystem because they only eat the larvae before they reach 12 inches in length. When they get to that length, they don't eat so much of the larvae. So, you have to have the younger ones as the younger ones will eat the midges.

Mr. Shores: Correct. That's what they say in their email. This might be the only time that you need to do it.

Mr. Dale: The first thing that comes to mind though and probably my biggest concern with it, is that I don't know that this is a Board decision. I look at this as a General Manager issue. The main concern that I have, is we've done a lot of talking about Lake 43 over at Bayhill. It is our biggest problem lake in the entire District. They get fish kills. There's a temperature inversion. We're looking into other things. That's actually a discussion that we're going to be having later on in the meeting about aerators and things like that. But where I'm going with this is I don't know how deep your lake is and what I don't want to do by adding fish, it to create another Lake 43 situation where we wind up with fish kills. Do you know where I'm going with this?

Mr. Colasinski: Well, we've asked ECOR about adding more fish and there weren't any issues with that.

Mr. Dale: Okay. I'm not an expert on it.

Mr. Showe: The fish kills were all from a non-native fish that were a nuisance fish. They were tilapia, which are very fragile. That's just what they do. No catfish were involved.

Mr. Dale: I'm not an expert on the nuances of stocking fish.

Mr. Shores: Lake 19 was 21 feet. I think Lake 20 was actually 22 feet and Lake 21 was probably the smallest one.

Mr. Moller: Lake 21 was around 11 feet or 11.5 feet at the deepest.

Mr. Shores: Right.

Mr. Moller: I think years ago, ECOR did dissolved oxygen studies at different depths of the lake.

Mr. Shores: You're right.

Mr. Moller: I want to say it was 11.5 feet.

Mr. Dale: Okay. I just shared my biggest concern, but I'm also of the mind to know in the past, a lot of past Boards and even sometimes with this Board, there were things that we started getting involved in that we should've let the people in charge to handle. Do you know what I'm saying?

Mr. Colasinski: Yeah.

Mr. Dale: Not that I'm trying to pass the buck or anything. If Jim feels adamant that we need catfish in the lake, then I'll approve it.

Mr. Moller: Wearing the old hat, the way that I view the situation with the golf course, is I like to go with the more bio-friendly angle rather than over fertilize and apply chemicals.

Mr. Colasinski: Right.

Mr. Moller: I'm not a big fan of larvicides or anything like that.

Mr. Colasinski: Right.

Mr. Moller: I know when we did the tilapia, they were tripod tilapia and could not breathe in an over-populated lake.

Mr. Showe: We're not putting tilapia in the lakes.

Mr. Moller: Everything I've seen so far on stocking the catfish, I don't see a problem. I think it's a good solution. Could the young fingerlings that fuel the larvae reach juvenile stage? Basically, midges have three lifecycles. The juveniles eat all of the worms and are hitting two lifecycles as opposed to the larvicides hitting it once. Before all of this, when I was Superintendent, that was one of the issues with Lake 21. That to me has always been one of the most unhealthiest lakes that we have on the property. Certain times in the summer, there is so much filamentous algae in there. It looks like there's just sheets of plastic floating around halfway through. That's the end lake in the chain of those lakes because you have the spillway there. It's just staggered. There's no movement. There's nothing.

Mr. Dale: Remember the issue we were going through by the #6 Green?

Mr. Moller: Right.

Mr. Dale: We wound up clearing out the brush and it became a big issue with a mosquito infestation. It corrected itself now.

Mr. Moller: I'm totally in favor of adding fish.

Mr. Colasinski: Alright. I guess we don't need a vote then.

Mr. Dale: Unless anyone has anything to say, I would just say, "No."

Mr. Rysztogi: That goes along with what we were talking about with Tim two years ago. We were trying to do a project in those three lakes and it seems to be working.

Mr. Dale: Right.

Mr. Rysztogi: So, we don't want to lose that at this point. Also, the lake that is in Stratford, they have tons of midges as well. They actually have a fountain. So, you would think that would help.

Mr. Dale: Right, because it's not stagnant water.

Mr. Shores: That's why we are interested in having more fish. Although, it may not be big enough for the lake.

Mr. Showe: Right. In my experience with CDDs, the fountains are more decorative. It really doesn't do a whole lot for the health of the lake.

Mr. Moller: You need dissolved oxygen. Those are the kinds of things that we're looking at.

Mr. Colasinski: So, we're going to add some fish?

Mr. Moller: Yes.

Mr. Shores: Are you guys good with that?

Mr. Colasinski: That's fine. That was just the first step. The second step is to provide better abatement.

Mr. Dale: I appreciate you guys being patient.

Mr. Colasinski: I appreciate you coming here tonight because no one else did.

#### **FOURTH ORDER OF BUSINESS**

#### **Approval of Minutes of the January 26, 2023, Board of Supervisors Meeting**

Ms. DeVries: I have a correction. I was here last time, but it says that I attended by phone.

Mr. Showe: It must have been carried over. We'll get it changed.

Mr. Rysztogi: I have a correction on Page 41. I said, "Outside bar" not "Outside war."

Mr. Showe: We need a motion to approve the minutes as amended.

On MOTION by Ms. DeVries seconded by Ms. Rysztocki with all in favor the Minutes of the January 26, 2023 Board of Supervisors Meeting were approved as amended.

**FIFTH ORDER OF BUSINESS**

**New Business**

**A. Discussion of Grant Writer**

This item was discussed.

**B. Consideration of Master Services Agreement with Club Caddie**

Mr. Showe: We included in your agenda some comments from District Counsel, so you can see that they reviewed it and reviewed the terms. They only recommended one major change, which was to the terms of the contract. You actually have to click on the link to look at the terms. Their recommended change was in regards to the indemnification. The original terms are that the District would hold them, defend them and indemnify them if there's an issue. Our counsel obviously does not want that in there. I just heard from them before the meeting that they are willing to strike that out. So that's not an issue. They pointed out some things. They recommended that the agreement automatically terminate unless there was expressed written agreement to renew. In most of our agreements of this type, I don't find that very helpful because you forget to do something and they just pull their services out. That's a Board decision. I would not recommend that. Other than that, it looks like everything is what the Board asked for. Like I said, they agreed to that one change in the terms. So, I don't have any other issues, as long as the Board is ready to move forward.

Mr. Dale: We had a lot of discussion at the workshop about this issue. Steve, would you like to summarize what we talked about at the workshop?

Mr. Colasinski: I don't remember.

Ms. DeVries: We all remember. We're all set.

Mr. Carnesale: I think more than anything else, the problem we had was with the indemnification. Okay, and since they agreed to pull that out, we would not be responsible for something that someone else is doing. It means a lot.

Mr. Dale: For purposes of the minutes, and I'm not going to get into all of the stuff that we talked about at the workshop, the primary reason is we just don't feel it's been a terrible

decision from a marketing perspective. I think the promises that were made were not delivered. The monetary aspect we feel is costing us way more than it should be costing us.

Mr. Colasinski: We have a significant economic opportunity by Club Caddie walking away with GolfNow.

Mr. Dale: Right

Ms. DeVries: Right. Minimizing the use of GolfNow.

Mr. Colasinski: You have to be careful when you say that.

Ms. DeVries: Okay.

Mr. Colasinski: Because that implies some sort of contractual relationship. Then we get into how much it's going to cost. Right now, we give up 12 tee times per day. We haven't even talked with GolfNow about this, but according to the tee sheet, we are giving up nearly \$175,000 per year in revenue to GolfNow. There are other things too that are somewhat detrimental. I made a tee time for Saturday and I used the website. I'm being charged a \$9.82 convenience fee, which GolfNow gets. The golf course doesn't get it.

Ms. DeVries: Right.

Mr. Colasinski: That's not something that says, "*I want to go back there.*" Most people will try to find the website that the golf course has, but GolfNow owns it and Habitat has one that you can go in there and book your tee times and so forth and you're not paying a fee to do that. So, I just see it as better marketing. We can keep more of the money and also keep our costs down.

Ms. DeVries: We control our rates.

Mr. Dale: That is a very important point. Because in addition to saving money and all of the other things, recently and even before, it cost us in reputation because we have a lot of golfers that say, "*Why am I paying this rate?*" It's sort of like the hotel commercial where the person walks up and they tell her to pay \$98, while someone else pays \$80.

Ms. DeVries: Exactly.

Mr. Colasinski: GolfNow will give them away for \$19 and the smart people will wait a few hours to see what GolfNow offers instead of paying a higher price.

Ms. DeVries: Right.

Mr. Colasinski: You have a lot of smart people who will do that. GolfNow wants to get some money as opposed to nothing so they'll cut the prices and cut us out of it.

Ms. DeVries: Right.

Mr. Colasinski: We pay the cost of having them out there, the wear and tear on the golf course, the equipment, our people and everything else.

Ms. DeVries: I think after the last meeting, we were all pretty much on board going with Club Caddie. One of my questions, because I've spent most of my career implementing software, they all say that its \$1,500. You just need a point person. So, who is that point person going to be for the implementation of this new software?

Mr. Colasinski: Mr. Stu Proctor.

Ms. DeVries: So, we have a point person.

Mr. Colasinski: Yeah.

Ms. DeVries: Can that person dedicate some time to it?

Mr. Colasinski: Oh yes.

Ms. DeVries: Okay.

Mr. Colasinski: There's staff behind them as well.

Ms. DeVries: Wonderful.

Mr. Showe: The only other question just looking at the contract, obviously, the GolfNow contract goes through April 19<sup>th</sup>. This one contemplates that they would start billing on April 1<sup>st</sup> for the services. So, do you want to have that date changed? You can run them concurrently for those couple of weeks.

Mr. Colasinski: I wouldn't mind having it run concurrently.

Mr. Showe: I just wanted to put that out there.

Ms. DeVries: It's good to have a backup plan.

Mr. Dale: Just for purposes of the official record, I think we should solicit the opinion from the Golf Course Manager.

Mr. Moller: We are both in agreement that this is a good move. I just had a Turf Grass Association meeting where we started our placement round and then I talked to a fellow GM. I won't say his name because he lives in the District. His golf course is making a change too. They are going to a different point-of-sale (POS) system.

Mr. Colasinski: I talked to Jim. They can only use two tee times a day.

Mr. Moller: That's what they are doing. They are giving GolfNow two tee times a day, the last hour before the golf course closes because no one is buying them anyway.

Mr. Colasinski: Right. Because all they have to do is wait.

Mr. Moller: We dictate the times that they get.

Mr. Colasinski: Right. That's a potential thing too.

Ms. DeVries: That's what I was thinking with GolfNow.

Mr. Colasinski: To be honest with you, they want us more than we want them because that's how they are making their money.

Mr. Moller: We give them 11:52 a.m. and 1:30 p.m. Those are the only tee times.

Mr. Colasinski: That's exactly right. That keeps you on their website. What's interesting is, you can go on GolfNow and find tee times for just about any golf course that you want. They will tell you the name of the golf course, but if you try and book a tee time and that golf course is not in their system, they will just say, "*You will need to go to that golf course's website.*" So, you're still going to have access. They will still recommend that to you because they want people to go to their site for guidance, but what you said would be fine too.

Mr. Dale: So, what are we saying? Do we want to entertain the two tee times?

Mr. Colasinski: No. That's a totally separate discussion. This discussion is about bringing Club Caddie on as being the POS system for the golf course.

Mr. Showe: We would look to the Board for two motions. One to authorize staff to engage in the contract with Club Caddie and two, allow staff to terminate the current agreement with GolfNow as of the end of the term.

Mr. Colasinski MOVED to authorize staff to enter into a Master Services Agreement with Club Caddie Holdings, Inc. and Mr. Rysztocki seconded the motion.
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Mr. Dale: Is there any discussion?

Mr. Carnesale: We can't change the end date in the existing contract.

Ms. DeVries: We can't change the start date either.

Mr. Carnesale: We may be able to get away with changing the start date by a couple of weeks. The overlap timeframe is the timeframe basically where we get a chance to see...

Mr. Colasinski: What dates are you talking about.

Ms. DeVries: There are 45 days to implementation. Let's say we sign a contract to start on March 1<sup>st</sup>, that means it would be ready in April.

Mr. Colasinski: Mid-April.

Ms. DeVries: We are close already.

Mr. Colasinski: The contract goes through mid-May. Is that correct, Jason?

Ms. DeVries: April 19<sup>th</sup>.

Mr. Colasinski: No, from GolfNow.

Mr. Showe: It goes through May. I have a note that we have to let them know by April 19<sup>th</sup>.

Ms. DeVries: Alright.

Mr. Colasinski: Right.

Mr. Showe: We have to notify them 30 days in advance. I will notify them early next week.

Mr. Colasinski: Right.

Mr. Showe: So that they could be prepared. Then we can start negotiating with them on what the arrangement is.

Mr. Dale: Right.

Mr. Carnesale: The only thing that I'm referring to now is the Club Caddie one.

Mr. Showe: So, there would be almost essentially 45 days of overlap officially.

Ms. DeVries: We have about 30 days.

Mr. Carnesale: So, we are talking about adding basically 15 days.

Mr. Dale: If I hear you correctly, it sounds like what you are asking for is to implement Club Caddie as soon as we are able to do so.

Ms. DeVries: Correct.

Mr. Carnesale: Pretty much, as opposed to limiting it to that specific date. If we can get it on board sooner, I would like to see it.

Mr. Showe: Yeah. GolfNow expires on May 19<sup>th</sup>.

Mr. Colasinski: So, if we make the motion to approve it, then it starts sooner.

Mr. Showe: Yes.

Mr. Dale: Pete, you had your discussion. Is there any further discussion? Hearing none,

On VOICE VOTE with all in favor authorization for staff to enter into a Master Services Agreement with Club Caddie Holdings, Inc. was approved.
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Mr. Dale: Now we have the second motion.

Mr. Showe: The second motion would be to authorize staff to execute the termination clause on the GolfNow contract to have that contract terminated at the end of its term.

Mr. Colasinski MOVED to terminate the current GolfNow contract and Mr. Rysztocki seconded the motion.

Mr. Dale: Is there any discussion?

Mr. Carnesale: Are we also going to be issuing a new contract in order to have that limitation?

Mr. Dale: No. This would carry through.

Mr. Showe: We'll have to have a new contract, if we are terminating the service contract that we currently have.

Mr. Colasinski: That's what this motion is for.

Mr. Dale: Is there any further discussion? Hearing none,

On VOICE VOTE with all in favor terminating the current GolfNow contract was approved.

**C. Approval of Draft Governmental Accounting Standards Board 87 – Lease Policy**

Mr. Showe: This is something that we're implementing in all of our Districts, especially ones that have leases, which you guys do. Governmental Accounting Standards Board (GASB) actually changed some of their definitions last year of how leases get calculated in the audits. It caused a lot of the issues of why our audit was a little late last year.

Mr. Colasinski: Are you referring to equipment leases or all leases in general?

Mr. Showe: Any lease. Specifically, here in Viera, there are mostly the equipment leases. We used to have a restaurant lease. So that got factored in last year as well. This is just a lease policy that fits in accordance with the GASB recommendations for anything exceeding an annual cost of \$25,000. It is considered a lease and the District has a Lease Policy. This is what we are

recommending for all of our Districts. We just need a motion of the Board to approve that Lease Policy.

Ms. DeVries: I read it and it seems fine.

On MOTION by Ms. DeVries seconded by Mr. Colasinski with all in favor the draft Governmental Accounting Standards Board 87 – Lease Policy was approved.
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- **Consideration of Master Services Agreement with Club Caddie** (*Item 5B*)

Mr. Colasinski: Who is going to contact Club Caddie regarding the contract?

Mr. Showe: I will. I wanted to make sure that they were going to make that change. We'll get the change made, have the Chair execute it and get it right to them.

Mr. Colasinski: Okay. Very good.

Mr. Showe: We'll also notify them.

Mr. Colasinski: I just want to get it going.

Mr. Dale: Time is on our side right now.

Mr. Moller: Should I contact GolfNow next week or should I wait until April to give them the 30 days?

Mr. Showe: We need to notify them in writing, which is in accordance with their accordance. So, we'll draft the letter, email it to them and mail it to them by FedEx so it's tracked. That way, there's no question. It's on my list to take care of it.

Mr. Dale: Do they have handhelds with this system?

Mr. Colasinski: You can get handhelds for iPads or tablets for the starter shack, so they can see the real-time link between the tee sheet and the Pro Shop.

Ms. DeVries: He said that we had to buy our own.

Mr. Colasinski: I think the main thing is getting it going.

Mr. Dale: I don't want to get into a situation where we have a huge line.

Mr. Colasinski: Let's not get into the details.

Mr. Moller: I already have an iPad for the irrigation system, but the guys got so used to using their phones, that I don't need all four of them. I have one extra that I can put on this system.

Mr. Colasinski: Okay.

Mr. Dale: Its more efficient.

**D. Consideration of Resolution 2023-03 to Lease No. 008-0697772-110**

**E. Consideration of Resolution 2023-03 to Lease No. 008-0697772-113**

Mr. Showe: We'll let Jim address these items, but these are resolutions for two separate leases. I think the Board already approved these.

Mr. Moller: Yes, a long time ago. With all of the backlog of the equipment, there are two delays. This half of the package was supposed to be one complete half. We are scheduled to get equipment delivered next month and then not until June. So instead of waiting until June to do the pavers, they are asking to split it into two different sections.

Mr. Colasinski: Yeah. Do it ASAP.

Mr. Showe: You can make one motion to approve both leases.

Mr. Colasinski: I will approve of both leases so we can get this moving. Does this work for you, Jim?

Mr. Moller: Oh yes.

Mr. Colasinski: Good. The sooner the better.

On MOTION by Mr. Colasinski seconded by Mr. Carnesale with all in favor Resolution 2023-03 to Lease No. 008-0697772-110 and Resolution 2023-04 to Lease No. 008-0697772-113 were adopted.

**SIXTH ORDER OF BUSINESS**

**Old Business**

**A. Action Items List**

Mr. Dale: Jason, I sent you an email. I would like for the overseeding of Woodside Park to be placed on the Action Items List.

Mr. Moller: I have questions on that. Did you want the overseeding during the summer?

Mr. Dale: I think it's supposed to be occurring now.

Mr. Colasinski: Its dry right now. You don't want anything growing.

Mr. Moller: We overseeded after Thanksgiving, which survives until now. So, you are going to have December, January and February until you have to overseed again. There are positive and negatives to that. Yes, you will have nice green lush grass, but in March, you will have a lot of dirt. Because what's going to happen is that Rye Grass, especially with all of the

Bahia, it's going to shave out the Bahia. So, when the Bahia starts to wake up in the spring and they are starting to transition back and forth, you are going to have a lot of dead bare areas.

Mr. Dale: Okay.

Mr. Moller: Bermuda on golf courses can live a lot better because of our low head cut. The mowing of the Bahia and St. Augustine is a higher head cut so you are creating more shade per dominant turf.

Mr. Dale: What do you recommend? All I know is this is one of the things that Tim was talking about. He said that this winter, we'll overseed and turn this place and it will be wonderful. It will look great. I'm not a grass expert.

Mr. Moller: The only thing is it is kind of like treating it like a soccer goal area.

Mr. Colasinski: Heavily tracked.

Mr. Moller: We'll have to have a sod budget because some areas have to be re-sodded periodically.

Mr. Dale: Okay.

Mr. Moller: With all of the foot traffic of the kids and what not, it's going to be hard to keep areas that healthy, especially on a natural playground like that.

Mr. Dale: Right. Remember, we have the field too. We want the field to look nice.

Mr. Colasinski: But are you also talking about re-sodding during the summer months?

Mr. Moller: It could be as needed.

Mr. Colasinski: We have to close it down until the sod takes.

Mr. Moller: True.

Mr. Colasinski: That's why I'm saying that in the summer months we have less traffic out there.

Mr. Moller: Right.

Mr. Colasinski: Why don't you come up with a plan.

Mr. Dale: We're just going to call it, "*Overseeding*." It doesn't mean we have to overseed. Whatever recommendations you have...

Mr. Colasinski: I would call it, "*Turf management*."

Mr. Dale: There you go.

Mr. Colasinski: Whatever you see in that spectrum, say what you want to do.

Mr. Moller: Most of the parts that I see are unirrigated.

Mr. Dale: We have brand new irrigation.

Mr. Moller: It is what it is. The fact that we do have one, could keep our turf a little healthier. We will get a couple of bags of what we use, which is Layer Hen. It's organic, so, it doesn't have any of the synthetic fertilizers. We can put together a better program. The healthier the turf, the more traffic it can withstand. We might just have to put together a good nutritional program.

Mr. Colasinski: What I would be asking is for you to come up with a Turf Management Plan.

Mr. Moller: I would try that first. That's why I got away from overseeing golf courses, because it was so aesthetic.

Mr. Colasinski: I don't know anyone else in Florida that does overseeding any more.

Mr. Moller: No.

Mr. Colasinski: I know golf courses that used to. In Arizona they still do it, but not in Florida.

Mr. Dale: I knew that we were in the winter months and I said, "*Aren't we supposed to overseed?*"

Mr. Moller: Right now, we are giving the golf course some nutrition and starting to get that plan kicked into gear.

Mr. Dale: Nice. Okay. Alright, we're going to just transition. We're going to let you keep up with it.

Mr. Moller: Okay.

## **SEVENTH ORDER OF BUSINESS**

### **Staff Reports**

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

Mr. Moller: I'll keep my comments brief. Mowing operations, they are working in Osprey Landing; however, half of the areas are still wet. The guys have been working in some of the conservation areas. On the downside, both trap machines are inoperable. One trap machine, the diesel additive, the reservoir had a leak and it dripped down the lines, made its way to the computer and shorted it out. The good news is that it is all under warranty.

Mr. Dale: Okay.

Mr. Moller: With the second machine, there's a hydraulic leak underneath the belly pan. We just need to locate it and get it fixed. It's not that big of a deal, but right now, they are both

down until we get it fixed. As far as the golf course, we are pretty much doing normal maintenance. We are starting our spring pre-emergent. We see some germinating by the range. We fertilized it and it looks great. For golf operations rounds and revenue, as of yesterday, we are sitting at \$160,528 for golf revenue. That gives us a daily average of \$8,129. Our budget is \$7,259, which gives us a projected revenue for the end of the month of \$227,000. Our best month is \$204,000.

Mr. Colasinski: I would like to keep this in balance. This is something that we saw in his report on revenue. We have the expenses in the meeting minutes, but I would like to see a balance between the two. How many of you on the Board know how much money we made from the golf course in the first four months of the year in profit? What do you think we made?

Ms. DeVries: I don't know.

Mr. Colasinski: Take a guess.

Ms. DeVries: Well, we look at these financial statements and that's where I need some help figuring out what that means.

Mr. Colasinski: Okay. What would you say we made?

Mr. Dale: Just go ahead.

Mr. Colasinski: \$60,000. That's a third of the year.

Ms. DeVries: Alright.

Mr. Colasinski: So, if we multiply that over three, we would be at \$180,000 for the year.

Mr. Moller: Right.

Mr. Colasinski: However, that's not the case, because our expenses in the summer get to be much higher.

Mr. Moller: I do have a topic on that too.

Mr. Colasinski: Okay. This is good information, but it always has to be balanced with expenses as well, so it has the relevant understanding for everybody on the Board.

Ms. DeVries: I hear you.

Mr. Dale: Not just the expenses, but a year-by-year comparison.

Mr. Colasinski: Well, that's in there, but I'm just saying, we have a year-by-year comparison here. We talked about today, the previous year and so forth, but I want to get expenses in there too. Because expenses right now are the real differentiator between making money and just being mediocre.

Mr. Moller: In the financials from the previous month, I can see our cart data.

Mr. Colasinski: Right. That's what we get with our meeting minutes.

Mr. Moller: Yeah, the potential revenue report that I'm giving, is just a forecast of the plus side of the current month.

Mr. Colasinski: We used to get all of the revenue, which was great. Everyone would have this understanding that we're doing great, but then next thing you know, inflation and expenses are kicking our butt. We know that, but we just have to have that understanding so we don't paint the wrong picture and have a balanced picture as to the big picture of the revenue and expenses. Revenue is doing great. Expenses, we also need to understand.

Ms. DeVries: So, when I look at these financials and I'm looking at the *General Fund Statement of Revenues and Expenditures* for the period ending January 31, 2023, it says that our *Operating Income/Loss* is \$428,017. That is for four months.

Mr. Colasinski: Right. That's not related to the golf course. It's dealing with the assessments and overall.

Ms. DeVries: That's where our financials get a little confusing to me. I'm trying to find the P&L and I can't find the one for the golf course.

Mr. Showe: Its separate.

Mr. Dale: There are two entities.

Mr. Showe: That starts on Page 9 of your financials.

Mr. Colasinski: It talks about the restaurant and the golf course on the same page.

Mr. Showe: Right.

Ms. DeVries: Okay.

Mr. Colasinski: You'll see the financials for both. One is a happier story than the other.

Ms. DeVries: Okay. I see a whole bunch of red on Page 9.

Mr. Dale: The end result is what is really important, but I'm going to point out the obvious. With the numbers you just shared, you are talking about roughly a 10% year-over-year increase in revenue.

Ms. DeVries: That's awesome.

Mr. Colasinski: We have over a 20% increase in expenses. That's what is eroding the margins.

Mr. Moller: Let me finish this really quick.

Mr. Colasinski: Yeah.

Mr. Moller: Currently *Food & Beverage* is sitting at \$44,800 as of the 22<sup>nd</sup>. The daily average is \$2,037. If you do the math for projected revenue, it is \$57,051. I kind of dove into looking at the rounds versus *Food & Beverage*.

Mr. Colasinski: Yeah.

Mr. Moller: To be fair, we really didn't get started until the 10<sup>th</sup>. On Tuesday, we did over 200 rounds and total sales were \$957. So, I don't think we're capturing the golf.

Mr. Dale: Well, we're closing at 5:00 p.m. on Tuesdays; however, the bulk of our money comes in the evening hours. After 3:00 p.m. is when we make our money.

Mr. Moller: Okay. So that's golf.

Mr. Dale: Not to interrupt you, I believe on March 7<sup>th</sup>, he is going to be open on Tuesdays in the evenings.

Mr. Moller: Okay. On the prior Tuesday, there were total sales of \$676. Then the Tuesday prior to that, was still under.

Mr. Dale: Right.

Mr. Moller: Going to expenses, one thing that stood out to me were the salaries; first in golf maintenance and then in golf operations. So, I called Hannah to figure out what was going on and our bonuses are put into the *Salary* line item. To me, that punishes the next year for a successful first year.

Mr. Dale: Right.

Mr. Moller: So, I think we need to create a separate line item, whether it's in the *Admin* section of the CDD or *Bonuses*.

Mr. Colasinski: Oh yeah.

Mr. Moller: That's going to knock almost \$30,000 off of our bonuses.

Mr. Colasinski: I would agree with that.

Mr. Dale: That should not be counted under Salaries.

Mr. Moller: Some of the extra expenses, especially on the maintenance side has been the extra shell around the Clubhouse, the sod. These are one-time expenditures.

Mr. Colasinski: Getting it Rob proof costs us a lot of money.

Mr. Moller: Yeah.

Mr. Colasinski: That one that stunned me was the coquina.



Mr. Moller: There was one point last summer where we could not find it anywhere. Even this isn't as good as the original stuff. There was a mine out of Southwest Florida where it would've been \$1,200 to \$1,500 just in freight. I'm like, "*It ain't much more than we are paying now for out of Ft. Pierce.*"

Mr. Colasinski: Yeah. As an FYI, the transportation costs for a load of coquina was \$790. Anything that has a transportation charge is higher than the material that they are delivering. Sand is the same way.

Mr. Moller: I've been talking to a couple of truck drivers. They don't make any money Monday through Friday. It is paying their insurance and fuel, because of all of their extra expenses that are going on right now. Their weekend loads are the only profit that they see.

Mr. Dale: I'll take it further. I was having a discussion with our Restaurant Manager. Less than two years ago, he was able to get a case of french fries for \$18 per case. That same case now costs over \$54. So, its tripled in price in less than two years. The exact same thing with mayonnaise because of the cost of eggs. There are many food products that we serve in the restaurant that just a year-and-a-half ago cost us two-thirds less than what we are making right now.

Mr. Moller: Yeah.

Mr. Dale: We'll figure it out.

Mr. Moller: Okay.

Mr. Colasinski: I have to remind myself of the expenses for the expansion of the Clubhouse.

Mr. Moller: Yeah.

Mr. Colasinski: That explains the month. I'm good on that. We're going to get done one time or another.

Mr. Moller: Other than that, this is more operational, but I finished the job description of the new Facilities Technician. We are going to launch the job advertisement tomorrow.

Mr. Colasinski: Okay.

Mr. Moller: I will put it on *Indeed* and a couple of other search engines. I'm thinking of a salary of \$20 an hour.

Mr. Colasinski: Whatever you think will work best.

Mr. Moller: I don't know if it's going to be both janitorial and facilities maintenance.

Mr. Dale: And the benefits that go along with that too.

Mr. Moller: It's going to be DOE as well. If we had a guy that should apply with an all-star resume, I might take him up to \$25 per hour. Regarding the Code of Ethics, I don't want to say anything because of the whole Superintendent thing.

Mr. Dale: Nobody is under any obligation. We just want the best candidate.

Mr. Moller: I had a visit with the Fire Marshall yesterday. We had eight violations. One was as simple as a new lock box that just has a key. We just need to replace that as the old one was decrepit.

Mr. Dale: Inside of the office?

Mr. Moller: No, outside the door, we'll just have a little lock box with a key so the fire department can gain access.

Mr. Dale: Okay. I never even really noticed.

Mr. Moller: All of the other violations were in the restaurant. There is an outlet that didn't have a cover. There are some extension cords. I talked with Jeff about that. We just need to change them out, because he had a power strip on a cube. I guess the one outlet that he has for the kitchen that always trips, I should've installed a couple of other lines. I think we just need to get a better gauge extension cord with extra plugs instead of having multiple connections.

Mr. Dale: Last night, we were in the restaurant for wing night. This was before the grand re-opening. I happened to have maintenance out two or three times because the air was going up. What the tech figured out was the second stage wasn't kicking on for the restaurant A/C. I was in there last night again and it was up to 78 again. The restaurant was crowded, but it wasn't over crowded. I don't know what's happened in the interim, but if we can look at that again tomorrow.

Mr. Moller: Okay.

Mr. Dale: We may need to get them back out there. I don't think that we should be paying for some of this stuff for the same thing when it's all part of maintenance that they are supposed to be doing. The first one that I called them out for was the drain line was all plugged up. How is the drain line messed up? Then I wound up having to call them back out the next day. I couldn't believe it, but it was because of the floater switch for the drain line.

Mr. Moller: The A/C in the Pro Shop keeps tripping the breaker from time to time and shuts down the wall unit. I climbed up there the other day to see if I could find it, but I couldn't find it.

Mr. Colasinski: The kitchen is running on an extension cord. Do we need it?

Mr. Moller: It's in the bar area that is feeding power to the cold unit.

Mr. Colasinski: Do we need more circuits in there or is a 20-amp circuit good enough?

Mr. Moller: From what I understood from Jeff, I guess whatever receptacle he has there for the kitchen, is on the same GFI leg. It keeps tripping the GFI. I think we probably should have installed another outlet.

Mr. Colasinski: So, it's a matter of exceeding the power grid.

Mr. Moller: I think that's what is happening.

Mr. Colasinski: Alright. Then we need another 20-amp circuit because it's going to keep tripping. Another outlet is just another feed. We probably just need to get an electrician to put another 20-amp circuit in the kitchen. It shouldn't be too hard. Rob, did Joe ever put the insulation in the restaurant ceiling?

Mr. Dale: To my knowledge, not yet.

Mr. Colasinski: Okay.

Mr. Dale: But what is going on is the drop down is not completed yet either, at least the last that I saw. They had to build some kind of adaptor so there's a gap between the hood.

Mr. Colasinski: You can still do a lot of them. You can do 90% of the insulation.

Mr. Dale: To my knowledge, it has not been done.

Mr. Colasinski: Okay. What else, Jim?

Mr. Moller: I also have the fountain that they provided in the packet. It looks wonderful. I'm a huge fan of the aeration and oxygen infusers. When she sent me the quote, that's why I didn't send it to Jason. The quote that I received and the diagram is for Lake 21, which is the lake that the two residents were here representing and Lake 3. The cost for the two lakes and material was \$96,458. With freight, we are looking at over \$100,000. It was about \$10,000 per unit. They know that we need six. Lake 21 would need two and then there would be all of the airlines and diffusers.

Mr. Colasinski: This is where a grant would be helpful.

Mr. Moller: Exactly. The conversation that I had with this lady yesterday, I learned a lot more than I thought I knew, especially with the Thermocline. At certain times of year, we have the thermo-inversions and the fish kills. It is almost like a pothole of water.

Mr. Colasinski: It keeps it more concentrated.

Mr. Moller: They use sewage plant diffusers. You basically have your airline going out and it creates a column of micro-boats. So, if your temperature at the top of the lake is 80 degrees and your bottom is probably 78 degrees.

Mr. Colasinski: I would love to get him to pursue funding for this.

Mr. Dale: You are talking basically 75%.

Mr. Moller: \$71,574 for Bayhill.

Mr. Dale: The other thing that I will draw the obvious conclusion from is we wouldn't have an electric expense.

Mr. Moller: Correct.

Mr. Dale: Whereas right now, I imagine the monthly cost to run an aerator, would be an ongoing cost of \$400 to \$500. When you are talking about \$5,000 to \$6,000 per year in electric costs, over a five-year period, you're talking about \$30,000. In our original motion, I think we approved upwards of \$25,000 for Bayhill. I know that \$71,000 is excessive for a lake, but we do have to keep it in perspective. This is our problem child lake. Every year we get fish kills. I don't know how much we are spending on ECOR every time.

Mr. Moller: That is going to be another question. How much is a fish kill cleanup? How much are we spending on chemical control of weeds. It's not going to resolve all of the weed problems, but it will definitely reduce county treatments.

Mr. Dale: Right. There is no other option for Lake 43. We've been trying for years.

Mr. Moller: I have seen other solar units. What attracted me to this one was the simplicity of it. There was a big solar panel and then right next to it, there was a doghouse looking unit that housed the batteries and everything else. These were low light panels. There are no battery systems. Some golf courses put them underneath Oak trees just to hide them.

Mr. Dale: What is the estimated life of one of these?

Ms. DeVries: That's what I want to know because those are expensive to replace the panels.

Mr. Showe: There is a 25-year solar panel manufacturer warranty and three-year compressor manufacturer warranty.

Ms. DeVries: Okay.

Mr. Dale: I know on the surface, \$71,000 sounds like a lot, but we are almost break even. I agree with the fish kill cleanup.

Mr. Colasinski: Where would you take the money from?

Mr. Dale: That's the issue. Just in terms of raw costs, you are talking about \$6,000 a year in electric savings versus the \$25,000 we had already approved. So that's \$30,000 over five years, which added to the \$25,000 is \$55,000. If we are spending \$1,000 per year in cleanup, you are at \$60,000.

Mr. Carnesale: But the question is where you get the money from to do it all now as opposed to over that five-year period. But this is the kind of thing that would be needed in multiple lakes, which is very much in line with the types of things that you should be able to get around.

Mr. Dale: Right. I'm not arguing with you, if we could get grant money for something like that.

Mr. Carnesale: Yeah, but if we sit here and install it, remember, he said very succinctly, that you only get the grant money if you want to do it and you are waiting on their money in order to be able to do it.

Mr. Dale: So, what I'm hearing correctly is this sounds like if there is some kind of grant for something like this, we should be going after a grant.

Mr. Carnesale: Then we can look at multiple lakes in addition to the lake that we're looking at now.

Mr. Dale: We can shoot for the moon and if we get one of them, I'll be happy.

Mr. Colasinski: I agree.

Ms. DeVries: It takes just that one.

Mr. Dale: Alright. It sounds like we are tabling the issue and deferring it to our grant.

Mr. Colasinski: I think we are tabling the funding.

Mr. Showe: You have the figures now, so now you need to discuss the source of funding.

Mr. Dale: The issue is not going away.

Mr. Colasinski: No, not at all. That lake is very important and we are fortunate that we have another six months until summertime comes when we start having all of the problems.

Mr. Rysztogi: How many units?

Mr. Moller: Six units.

Mr. Showe: On the back of those proposals, there's a map showing each one and how they laid it out.

Mr. Colasinski: I didn't get a chance to look at it.

Mr. Showe: No worries.

Mr. Dale: Thank you, Jim.

Mr. Moller: That's all I have.

**B. District Manager's Report**

**i. Presentation of S & P Data**

Mr. Showe: I wanted to show you some of the background stuff that we do. S&P contacted us. Every couple of years, they look at the ratings and the rankings. So, we just provided you with all of the answers that we gave to them in your agenda package. There were a lot of questions about your Assessment Roll and the Top 10 assessment payers in the District. We sent them an entire spreadsheet, but there were 45 pages of individual parcels. So, we included that just to show you some of the background.

Mr. Dale: What were the previous ratings?

Mr. Showe: I have to look that up. It's always good.

**C. Engineer's Report**

**i. Draft Bid Scope and Elevation Services for Parking Lot Project**

Mr. Showe: The engineer sent us a bid for doing the scope for the parking lot.

Mr. Dale: Right.

Mr. Showe: His estimated price to do the scope was \$700 and to evaluate the bids. It's a very reasonable quote.

Mr. Colasinski: Yes. Do we need a motion for that?

Mr. Showe: Yes, if you want to proceed.

On MOTION by Mr. Colasinski seconded by Mr. Carnesale with all in favor the proposal from the District Engineer for a bid scope for the parking lot project in the amount of \$700 was approved.

**D. Lifestyle/Marketing Report**

**E. Restaurant Report**

Ms. Webb: So, grand re-opening was crazy, fun and good. We received a lot of positive comments. Hook & Eagle was busy. They had the best day yet.

Mr. Dale: We set a record that night.

Mr. Moller: By at least \$1,000.

Ms. Webb: That was from us doing \$6 burgers most of the day. I know that the outside area was jam packed the entire time. They really enjoyed the music that was out there in the evening. Glow Golf was a lot of fun. Even some of our older golfers came out for Glow Golf and they said that they would love to have more of it. So, that was very positive feedback. Actually, we had more and more snowbirds come up and say, *“You guys should do this once a year.”*

Mr. Colasinski: It was THE EVENT.

Ms. Webb: Like the long drive contest and putting contest. It was a fun day.

Ms. DeVries: A community fun day.

Ms. Webb: It was kind of like baseball has an opening day at the beginning of the season or maybe the end of the season. It was really good. We had a lot of people that flowed through there. Actually, the most people that came through were at the vendor tables because we were giving away tickets versus the Pro Shop that had the least people. Of course, the restaurant had the second most people. So that is how I gauged where the flow was. I would like to thank the Board Members who sat with the residents. I thought it was nice that residents were able to talk to you guys outside of this venue. There was good feedback. I think that I had one person that was not happy with the level of the music or type of music, out of 700 people that went through there that day.

Mr. Colasinski: That’s a 99% approval rating.

Mr. Showe: A-Plus.

Ms. Webb: So that was really good. We have some changes coming up at Hook & Eagle. They started their new night on the 15<sup>th</sup> with 65 cent wings. That has been pretty popular. They are moving trivia from Wednesdays to Tuesdays. Hopefully that event will drive more people in

on Tuesday night. Burger night of course is on Thursdays. The same day we had the Farmer's Market. Some of our vendors said it was kind of slow. We were competing against 321, which had a lot of our bigger vendors. Of course, they always come back to us. They are coming back. I choose the second Saturday of the month based on the year before, but there are so many Farmer's Markets coming up. I want to stay with the second Saturday because it's getting very seasonal. I offered a lot of people from the Farmer's Market to come to the golf course but said that they wanted to stay down there because they have their customers. So that's the big thing. On April 22<sup>nd</sup>, I want to do an Earth Day at the major playground. It will be a fun day for kids. So, that's going to be another big day. I am going to advertise that to some degree.

Mr. Dale: Will you have a foam machine out there?

Ms. Webb: I already have them scheduled to come out. We were going to have them, but it was too cold and I had to cancel them, but then it was 85 degrees. So that was a bummer.

Mr. Colasinski: This weather, what are you going to do?

Ms. Webb: I should've just kept it, but it is what it is. We've been very busy. Otherwise, we've had so many new people. They had a Travel Club. Last night, when I was out there, two new people came for the Travel Club who had never been there. They loved the food, so they are coming back. I'm working on new brochures for the golf course. It will have new pictures. Hopefully, I will be getting them done. I'm not going to give you a date, because everybody gives me something else to do. The women are asking about the Sassy Saturdays as they want it back. I'm going to talk to Eddie or Kyle or Shauna about that. We are going to have several things starting right back up again. I'm going to talk with you guys about changing my title because I am multi-tasking, now that we are growing and we are busier in the restaurant and the events. On grand re-opening day, we had things change. Not everybody was communicating. When incidents happen, we kind of go with the flow of what needs to be done to keep people moving. Otherwise, we have growing pains right now. We are getting bigger. So, we may have to move back from doing too many little events all over the place and just stick with some bigger events. I want to sit down with Jim and outline a calendar for the next six months, so we know what we're going to do and then focus on it. I will see what Jeff wants to do.

Mr. Dale: I think I'm able to talk generically about the position and not impinge on my conflict-of-interest issue. What do you need? You mentioned that you wanted to change the position title. What are you talking about there?



Ms. Webb: I think what I might do is to make a list of things that I am doing.

Mr. Colasinski: Propose a scope.

Ms. Webb: Right, a scope of my duties. Like Julie from The Love Boat, this boat is turning into a huge, massive boat.

Mr. Carnesale: It just became an aircraft carrier. It's no big deal.

Ms. DeVries: I think we need to look at Exhibit A in your contract, particularly.

Ms. Webb: Yes.

Ms. DeVries: I had asked you to make a list of all of the things that you're doing because I think what is currently on your Scope of Work, is not matching all of the things that you're doing.

Mr. Colasinski: All of us need to have an understanding of that.

Ms. Webb: Right.

Mr. Colasinski: Otherwise, we will push you all the time.

Ms. Webb: That's the hardest thing because in my contract, I need to have this many events or creating this many events, but now that the restaurant is getting fuller and people want to come in to eat, but they don't want an event to be happening, am I still in charge of that? The restaurant says no.

Ms. DeVries: That's actually where I would like to get Jeff and Jim involved in the conversation as well as whoever is going to be managing events at the golf course. I would like to start with some of the individuals that are working on the events and say, "*What is it that you want to do?*"

Ms. Webb: That's why I want to sit with Jim. If Jim says, "*Yes, we definitely want to do Sassy Saturdays*" do I run them every time it happens and is that my position? Because I did run them for two months and then I gave it to someone else. That's kind of where I thought that was the direction because I created the events.

Mr. Colasinski: I think we're trying to get you away from executing and more planning.

Ms. Webb: Right.

Mr. Moller: It depends on what the event is. What is a Sassy Saturday?

Ms. Webb: Basically, it is women's golf.

Mr. Moller: Okay, then it goes right to the golf course.

Ms. Webb: In June, I get sponsors to pay for 60 women to come out and play golf. It is not a competitive thing, because there are a lot of women who want to play golf, but if I go out and play with Rob, we'll get in a fight. I get this with every woman. We had 30 women come out for the first Sassy Saturday and there were women that were experienced golfers and others that never played before. It was understood that this was not a competitive thing. It is just going out and having fun, hitting golf balls, socializing with women and having fun. They all loved it and they all came for dinner. It was a fun event. They all wanted to do it again.

Ms. DeVries: We might even have a little lesson.

Ms. Webb: It was harder for that because we had 30 women and all of a sudden, we only had two people give lessons. The whole package that they paid for included lessons. We did it more in the summer to drive up more revenue. Now, it might not be something that we want to do for set periods because it's too busy.

Mr. Moller: That's kind of another point. Do we want to have an event and take away from the existing customer base?

Ms. Webb: Right.

Mr. Moller: We need events during times when we need people to come to the golf course.

Mr. Colasinski: So, International Women's Golf Day was in June of last year.

Mr. Moller: Which is perfect.

Mr. Colasinski: Right.

Ms. Webb: It was basically in June and then it was in July, August, September and October and that's okay. We can say that we'll only do it every other month. I'll get with you and plan it. Who is going to run it?

Mr. Colasinski: That's the thing. We have to get you out of that. I agree with Jim. Planning and marketing are really what we need. We have other people that we pay that should be doing the executing.

Ms. Webb: Yeah. Even marketing for the Farmer's Market. Yes, I'm still trying to get the farmer in the market. We do have somebody who wants to come at this time. Let's pray because every time they say that they will come, they pull out.

Mr. Colasinski: Let's hope that there are no natural disasters.

Ms. Webb: I had the one come and then all of a sudden, the hurricanes and the flooding stopped them.

Mr. Colasinski: Not one, but two.

Ms. Webb: Then she got better and then another hurricane came and she had to pull out. It's a constant battle. It's not just here, but I'm hearing it from my friend that does the big Farmer Markets. The advertisements helped because they didn't know we existed and now people are coming. They didn't even know that there was a Viera East CDD or a golf course. The Farmer's Market is actually generating new revenue for us. So, I don't want that to go away. I would like it to stay at about 35 people. Its manageable. It's not overwhelming. I'm keeping up with things. My list of vendors, people who asked me to be part of it, is over 200. That doesn't mean they would all come, but I classify the areas, so if someone drops out, I say, "*We have an opening at this time.*" So, it's not just whoever calls me. I make sure that we have craft people, soap people, etc. If the soap people don't want to come, I will call another soap person. It's a little bit more of that type of stuff. So, I have a big database of people who want to exist and also make sure that people who want to sell food, are doing it legally. They have to tell me which vendor area they are and I can confirm it by calling them. I'm doing more marketing than advertising. In December, we had 15,616 reaching for Hook & Eagle and in January, it went up to 27,096.

Ms. DeVries: What do you mean by reaching?

Ms. Webb: Those are the people that we reached through social media, whether they came and looked at it. Somehow it reached them. In February, there were 27,547 people. What that tells me is that winning that first-place position in *Space Coast Living*, drove that up by that much. So that's why I look at the campaigns that I run.

Ms. DeVries: That's where I would like to see more of your time and expertise.

Ms. Webb: So, knowing what type of campaigns to put out there and if we are going to put a paper campaign out for anybody tells me how I am going to respond and how I going to manage it. So, that's kind of my driver now. I want to get into Google and more Google ads. I don't have to do trivia any more.

Mr. Colasinski: You were good at it.

Ms. Webb: It took a while to make sure they didn't cheat when I was coming in. It was fun, but it was also tiring.

Mr. Colasinski: Absolutely.

Ms. Webb: My thing is, yes, now that we want that event, Hook & Eagle can take it back and run it.

Ms. DeVries: The golf course can take Sassy Saturdays.

Ms. Webb: In the slower season. Maybe we don't have a slow season any more. Maybe we do it in June.

Mr. Moller: There are many different ways to market that. If we're finding there are more executives, we can maybe do a Sassy Sunset, an after work nine holes with dinner or something like that.

Ms. Webb: Yeah. We can talk and plan that.

Mr. Moller: Okay.

Ms. Webb: That's what I would like to get back to, where I'm planning with Jim on ideas for the golf course. We have a meeting once a month and say, "*Okay, put this on the calendar.*"

Ms. DeVries: I was thinking that there would be a meeting every month with the golf course where you would plan events for the next month.

Ms. Webb: Right. That's what I did before. We met and did that, but then that kind of fell apart too. It's hard on my side when I can't have communication with the golf course. Everybody is busy. I get it, but my time is limited too because I do work another full-time job. We just need to get into a process. All of my advertisements are due a month ahead of time. So, if I have an advertisement that's coming out in March, its due by February 11<sup>th</sup>. Then once I give it to her, I can't change it.

Ms. DeVries: So, you have to meet with the team before the 11<sup>th</sup> of the month prior to when the events are.

Ms. Webb: Right. I'll let you know how we can change my title.

Ms. DeVries: We'll talk.

Mr. Moller: Mine was Golf Operations Director.

Mr. Dale: That's right.

- **General Manager's Report** (*Item 7A*)

Mr. Moller: I just have one more thing to add. I did meet with Landirr on the putting green. They are going to give me numbers and I should have it by the next meeting for the expansion of the putting green area.

Mr. Dale: Thank you. I was going to save this for Supervisor's Requests, but it's along those lines. We had been talking about that back range area. Where are we with all of that? I know that we've had the kitchen sink thrown at us with the grand opening. That's kind of the way that I look at it. I'm going to segue partially into what Michelle was saying. The way that I look at some of the stuff is we're finally through with the buildout. We have a couple of minor things that we have to wrap up, but we're basically through with it. So, the clock is starting to tick on when we're going to be comparing numbers and that kind of stuff. But with that being said, prior to all of this and actually for the past six months, the back range got tabled for a long time. Effectively the issue is and it's my feeling, I don't speak for all of the Board, but I speak for 20%, any amenity in the District must be available and accessible to all of the residents of the District. If it's only available and accessible to a small group of people, which is effectively the situation we have going on with the back range, then that amenity needs to disappear unless we can make it available to everybody. We were talking about establishing a small parking area for a few cars.

Mr. Moller: I was going to hide it with some plant material.

Mr. Dale: Hide it with hedges. No one will even know it is there. The biggest issue I believe that we have is the right-of-way (ROW). I thought we had solved that issue through the HOA and we may have. I just don't know where we are at.

Mr. Moller: I don't remember what that answer was.

Mr. Colasinski: It should be in previous meeting minutes where Tim had discussed that with the HOA.

Mr. Showe: I'll see if we can track that down.

Mr. Dale: Yeah. If we have written agreement, I know that you have a lot on your plate and everything. Prioritize accordingly, but I do want to get that area open. Even people on the other side of the golf club community who don't have a golf cart, aren't able to utilize that.

Mr. Colasinski: We're going to expand the putting green later in the year to make it accessible to everyone.

Mr. Moller: If we do have ROW access to cross the St. Augustine area between the sidewalk and the road, we can just add more of that shell rock. We don't need to concrete it in. We'll hide it with a landscaped area.

Mr. Dale: Whatever you think is going to look best.

Mr. Moller: That is going to be the cheapest and easiest way. As long as we have permission to cross over.

Mr. Dale: Right.

Ms. DeVries: A lot of the community is not happy.

Mr. Dale: They're not.

Ms. DeVries: They are upset about the word, "*Gravel*," even though I know that you call it coquina. Is there something that we can do that would make it look extra nice?

Mr. Dale: Pour concrete.

Ms. DeVries: We can have pavers.

Mr. Colasinski: We actually have concrete already there.

Mr. Moller: It's the same material used to decorate our Clubhouse entrance.

Ms. DeVries: I was over there. I looked at it. There is coquina all around the trees.

Mr. Dale: Yeah. Whatever is going to make most of the people happy, I don't care, but I want to bullet proof us. I want it to be in writing. It can't just be, "*Oh, yeah, you can go ahead and do this.*" Whether that means involving the HOA or City of Rockledge, whoever we need to, because it does appear from my research, that little strip is actually the edge of the Rockledge border. I don't know if we need anything from them, but if we do run into obstacles in being able to do this, maybe we wind up doing a longer drive from a different area that we already have established, where it gets onto our property and we can do what we need to do.

Mr. Colasinski: For instance, the cart path coming off of the street going to the 18<sup>th</sup> Hole. We can run something on the south side.

Mr. Dale: It just seems ridiculous to have to go through that, but if we run into obstacles, then we do that. If for some reason, that's not doable, then we stop maintaining that area and sod over it and we don't have that maintenance expense going into the future. Nobody would be able to utilize that area, then, is the way that I would approach the problem. I don't know how the rest of the Board feels about that.

Mr. Rysztogi: I'm not familiar with the parcels.

Ms. DeVries: I would like for you to show me where this is.

Mr. Dale: Sure.

Ms. DeVries: I know the general area.

Mr. Dale: Its basically at the end of the driving range.

Ms. DeVries: I know, but I would like to know specifically where you want to put these spaces and take a look at that. That's where the chipping area is, right?

Mr. Dale: Well, its where a chipping area is.

Ms. DeVries: Is there another chipping area?

Mr. Colasinski: The parking area would be to the northwest of that chipping area.

Ms. DeVries: Northwest, okay.

Mr. Moller: Its where all of the pipe was stored during the irrigation installation.

Ms. DeVries: Okay. I'll have to take a look at that. I've gotten multiple earfuls about that particular project, before and while I was on the Board. I agree that we need to be able to use that area and to be able to park a car or two there somehow. I just want to make sure that we make it...

Mr. Dale: Aesthetically pleasing.

Ms. DeVries: Thank you. As aesthetically pleasing as possible.

Mr. Moller: I don't understand the difference between seeing one or two vehicles parked versus four golf carts parked all over the backside of the tee.

Mr. Dale: I know. I think the way it is set up right now, with the way that people come and just plop down wherever, is terrible.

Mr. Moller: We'll see if we have it in writing for the ROW.

Mr. Dale: Ron is not tied into this, so I'll try to give the 30 second version. At the back end of the driving range, there's an area where we have a little chipping green. You're actually able to use the driving range back towards the front end, which is what many of the residents in that immediate vicinity do, especially if they have a golf cart. The problem is, it is not accessible by the rest of the community, unless they have a golf cart to get there. Because there's nowhere to park a car. Frequently everybody is like, "*Oh, we'll just get one from the cart barn.*" We'll when you're in season like we are right now, all of our carts are spoken for. They are all being utilized, so there's no way to access that area.

Mr. Rysztogi: I'm confused. You said that cars park back there.

Mr. Dale: No. That's what we are proposing. We want a small area where you can park a couple of cars.

Mr. Rysztogi: Okay.

Ms. DeVries: Carts.

Mr. Rysztogi: Carts not cars.

Mr. Dale: Right now, what golf carts are parked there. What we want to be able to park there are automobiles.

Ms. DeVries: Correct me if I'm wrong, because I also thought that the pros wanted to do some chipping lessons. They wanted to be able to go out there with the students or have a student meet them in that area.

Mr. Dale: Right.

Mr. Colasinski: Just meet them out there.

Mr. Dale: Right. If we don't have a cart available, then that's an issue too.

Ms. DeVries: We have to sell that property. I agree.

Mr. Dale: Yes.

Mr. Colasinski: Let's check on the ROW and then we'll go from there.

Mr. Dale: Alright.

**EIGHTH ORDER OF BUSINESS**

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

- A. Approval of Check Register**
- B. Balance Sheet and Income Statements**
- C. Ratification of Requisitions 159-160**

On MOTION by Mr. Colasinski seconded by Mr. Carnesale with all in favor the Check Register for December 9, 2022 through January 20, 2023 in the amount of \$1,389,100.39 and Requisitions 159 and 160 were approved.

Mr. Showe: The only thing that I'll point out on the Balance Sheet and Income Statement is you are at 91% collected on your assessments. So, we are in great shape.

Mr. Dale: Thanks, Jason.

**NINTH ORDER OF BUSINESS**

**Supervisor's Requests**

Mr. Dale: Ron?

Mr. Rysztogi: I have nothing.

Mr. Dale: Pete, do you have anything?



Mr. Carnesale: No. I asked him a question that you may not have heard on how that compares to previous years. He said it's in line.

Mr. Showe: Right. The first group pays in November and it takes about 30 days to get through the system and into our bank account.

Mr. Dale: Right. Jen, do you have anything?

Ms. DeVries: No.

Mr. Dale: Steve?

Mr. Colasinski: Jim, with regards to the driving range, what days do you guys actually cut the grass on the range? Does it vary or is it consistent?

Mr. Moller: It varies. Normally, we at least try to do the tee itself on Tuesdays and Thursdays.

Mr. Colasinski: What about the range?

Mr. Moller: It varies based on the growth.

Mr. Colasinski: Okay. Because what I want to try and get done is to get the hours of operation on the driving range expanded as a lot of people like to come out after work and hit balls. We would like to have it go out later, but you have to pick the range if you're going to cut the next day. If it varies...

Mr. Moller: That's easy to fix by either by mowing or not mowing. If we're going to mow every Wednesday or every other Wednesday or Wednesday if needed, we can do that.

Mr. Colasinski: If you could, because I'm getting requests from a lot of working people about being able to use the range later. As a matter of fact, in the summertime, that's the only time it is usable. In a couple of weeks, we have the time change. Right now, we should have the range open at least until 6:00 p.m. and then once the time changes, it should be extended. Last year, it was open until 7:00 p.m.

Mr. Moller: Right. If we need to, we can schedule an early morning, "*Pick a range.*"

Mr. Colasinski: Whatever you would like to do, but I would like to see us do that because I receive a lot of requests from working guys. These are the same guys that want to come out on Friday, Saturday and Sunday to spend money and practice during the week after work.

Ms. DeVries: They might even go to Hook & Eagle and have a drink.

Mr. Colasinski: That's entirely possible.

Ms. DeVries: Along with purchasing a bucket of balls.

Mr. Colasinski: Yeah. If you can do that, that would be wonderful. I think that would help the business. We have a new machine. We have a new driving range and I would like to leverage that as much as we can and also let the people in the community get the benefit of it as well.

Mr. Dale: Good point.

Mr. Colasinski: That's it for me.

Mr. Dale: I have nothing. So, I would entertain a motion to adjourn.

**TENTH ORDER OF BUSINESS**

**Adjournment**

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

  
Secretary/Assistant Secretary

  
Chairman/Vice Chairman