

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

The regular meeting of the Board of Supervisors of the Viera East Community Development District was held on **Thursday, July 27, 2023** at 7:00 p.m. at Faith Lutheran Church, Building C, 5550 Faith Drive, Viera, Florida.

Present and constituting a quorum were:

Rob Dale	Chairman
Jennifer DeVries (<i>via phone</i>)	Vice Chairman
Steve Colasinski	Treasurer
Pete Carnesale	Assistant Secretary
Ron Rysztoji	Assistant Secretary

Also present were:

Jason Showe	District Manager
Jeremy LeBrun	GMS
Jim Moller	Golf Maintenance Superintendent
Michelle Webb	Lifestyle/Marketing Director
John and Barbara McAbee	Residents

FIRST ORDER OF BUSINESS

Roll Call

Mr. Showe called the meeting to order at 7:00 p.m. A quorum was present.

SECOND ORDER OF BUSINESS

Pledge of Allegiance

The Pledge of Allegiance was recited.

THIRD ORDER OF BUSINESS

Public Comment Period

Mr. Showe: We received a Public Comment Form from John and Barbara McAbee. I will allow you to have three minutes.

Mr. McAbee: Initially we submitted this request in 2020. We live at 4291 Aberdeen Circle on the 6th fairway of the golf course, where they took all of the trees down and put a new sprinkler system in. The problem is the backyard is going into the golf course. I called the HOA

and a gentleman brought some workmen out and put two shovels of dirt and two sod pieces down and left. It sits right off of the property line between my house and the golf course. We need someone to come out and look at it to see if they agree with what we have. You can't even walk now in my backyard. You used to be able to walk back there, but now its sliding into to where the golf course is.

Ms. McAbee: There is sod, which is starting to slide. I took a level out there two nights ago and it definitely is going down.

Mr. McAbee: I have three copies of what transpired.

Mr. Showe: I will include one in the record.

Mr. McAbee: I called Sandy and she came over because John kept putting me off. Finally, she said that an individual from the HOA Board would come out. So, it's a serious problem. We need to have someone take a look at it. I have a couple of small trees and a larger tree back there trying to hold the dirt in.

Ms. McAbee: There is a French drain at the bottom of the hill to the right that is getting bigger and bigger.

Mr. Moller: I know the area that you are talking about. There is a drain line running parallel to the entire community.

Ms. McAbee: Not any more. It's gone.

Mr. Moller: It's been restored. I had it cleared out last year.

Ms. McAbee: Okay.

Mr. Colasinski: The best course of action for us is to bring our Civil Engineer, Rob to evaluate what he thinks is going on, give a root cause of understanding and from there we can determine a course of action. We need someone with technical expertise to evaluate what is going on out there.

Mr. McAbee: Exactly.

Ms. McAbee: We appreciate that.

Mr. Colasinski: I think it is the only right thing to do.

Mr. Showe: I'll scan this in and get it over to Rob and he will address the issue.

Mr. Colasinski: Yeah. Then we can talk about a course of action based on his analysis.

Ms. McAbee: That is the first answer we got on anything.

Mr. Carnesale: At least now you have somebody that is actually going to look at it and knows what they are doing as opposed to just somebody that doesn't.

Mr. McAbee: Thank you.

Mr. Showe: You're welcome.

FOURTH ORDER OF BUSINESS

**Approval of Minutes of the June 22, 2023
Board of Supervisors Meeting**

Mr. Showe: Next are the minutes of the June 22, 2023 meeting.

Mr. Dale: Does anyone have any comments or changes? If not, we'll entertain a motion to approve.

On MOTION by Mr. Carnesale seconded by Mr. Rysztogi with all in favor the Minutes of the June 22 2023 Board of Supervisors Meeting as presented was approved.

FIFTH ORDER OF BUSINESS

New Business

A. Discussion of Fiscal Year 2024 Rules and Rates

Mr. Showe: We will have Jim go through that.

Mr. Moller: Currently we have our summer rates, our seasonal rates and our pre-season rates for the Fall. I am recommending adding a Spring rate, so we can grasp more revenue in April through Memorial Day weekend. April is a strong month as well as May. Basically, we have a discounted rate for the month of May. I also propose a 5% increase. I spoke with some golf courses in the area, such as Duran, and they are doing 5% increases as well.

Mr. Dale: When you say 5%, do you mean these rates or season pass rates or everything?

Mr. Moller: Everything.

Mr. Dale: Will it also effect the former Associate rate or what we now call, "*Loyalty rates?*"

Mr. Moller: Yes. The former Associate rate is the Loyalty rate and the old Golf and Platinum is now the Admiral rate.

Mr. Dale: Are we keeping the Loyalty rate the same? I know it is currently \$79.99. Not necessarily just the rate, but the rate and the annual charge.

Mr. Colasinski: Yeah. That is something we need to increase because we had a number of residents complain for years about the differential between the Loyalty Program and the Resident

rate, which is not that much, yet residents are paying several hundred dollars per year in taxes and the Loyalty people aren't residents at all. Getting over \$100 is not an unreasonable ask for a Loyalty member and also decreasing the discount. I'm suggesting a discount of only 15%.

Ms. DeVries: You read my mind. That was my first comment, the Loyalty Program cost. So, thank you.

Mr. Colasinski: Do you have a number that you would like to suggest, Jennifer?

Ms. DeVries: I would like it to be at least over \$100. Right now, we are giving them a 20% discount.

Mr. Colasinski: Right.

Mr. Moller: Yes.

Mr. Colasinski: I would suggest that we give a 15% discount instead of 20%.

Ms. DeVries: I'm with you. I'm thinking about it out loud and I'm wondering if that will cut into our revenue.

Mr. Colasinski: Do we know how many Loyalty Members we have?

Mr. Moller: I do not.

Mr. Colasinski: Okay. Because if we increase what we charge for being a Loyalty Member and decrease the discount, it depends upon whether the volume of people playing will decrease or not. We don't know that.

Ms. DeVries: Right.

Mr. Colasinski: But keep in mind too that for members, the rack rate is where we are making our money.

Ms. DeVries: Yeah.

Mr. Colasinski: Loyalty Members are not necessarily CDD residents either.

Ms. DeVries: Right.

Mr. Colasinski: So, we are giving them a good opportunity to save money.

Ms. DeVries: Yes we are. We are paying \$500.

Mr. Colasinski: Right. We are also covering our tee times fairly well with regards to people coming in and paying a rack rate. Golf is still very popular at this point in time and its hard to get tee times. So, I'm not worried about the demand in that regard. A Loyalty Program is something that provides a discount, but I think we can afford to decrease that amount of discount in favor of getting more revenue.

Ms. DeVries: Right. I think it goes back to what a round of golf should cost.

Mr. Colasinski: Again, that's relative based on the time of the year, which is what Jim's rate structure is all about.

Mr. Dale: Its dependent on who is buying it, like you said, whether they are a CDD Member.

Mr. Colasinski: Yes.

Mr. Dale: And other criteria.

Ms. DeVries: Right. I would like to know how many people are taking advantage of the Loyalty Program.

Mr. Colasinski: We don't know.

Mr. Dale: I'm fairly certain the number is under \$500.

Mr. Carnesale: Yeah. It's well under that.

Mr. Dale: For some reason, I want to say that number is around \$350. I could be off, but I did see that somewhere in the last six months. That's where I guess I'm going with this. I understand that's the logic with the 15%. I don't think I have an issue with that and I'm not sure that I have an issue with a price increase, either. Let's say for the sake of argument, we're talking about 400 people and we were to do a \$20 price increase, because we are at \$79.99 right now. Hypothetically, if we increase to \$100, we are talking about an extra \$8,000 per year in revenue, with just in the Loyalty fee, if everybody were to stay on board. I guess where I'm at, is that worth taking the risk that we lose some of those players to the program? I'm throwing that out to the Board. I don't pretend to know the answer.

Mr. Carnesale: We can do it in stages. We can bring it up 10% now and also go up from 20% to 15%.

Mr. Colasinski: We can't change the rate for another year.

Mr. Dale: Right.

Mr. Moller: I would much rather see a rate increase than a percentage. I think when a lot of people say 15%, that's only a little bit more than taxes. Is it even worth buying...

Mr. Colasinski: Well, the thing is we have a lot of residents that are saying we are giving away too much in regards to our discount for non-CDD memberships in that program.

Mr. Dale: I see what you are saying. Where do you hit the break-even? Right now, the discount is 20%?

Mr. Colasinski: Yeah.

Mr. Dale: 20%, if they draw 50 rounds per year at an average cost of \$50 per round.

Mr. Colasinski: I would be good with raising it to \$110 and then offer a 20% discount on rounds, because they will get that back really quickly.

Mr. Dale: Right. I'm wondering where you hit that breakeven with a 5% discount.

Mr. Colasinski: I think the payment upfront isn't as much as an issue because the more you play, the more you are going to save with that.

Mr. Dale: Right.

Mr. Colasinski: If you keep 20%, it's not as bad, but we are getting at least a bit more revenue.

Mr. Dale: You are talking five figures with something like that.

Mr. Colasinski: Yeah. The thing is Duran has a similar program, as well as Baytree. Everybody has something along those lines, but I think we are under valuing what we are charging at this point in time because we have increases in costs and we need to cover that. Golf is still high in demand.

Mr. Dale: You just brought up an excellent point. I would appreciate, Jim, if you would spend a minute or two addressing the rates. What has happened from an inflation perspective to our costs at the golf course and most notably our costs for labor over the past year?

Mr. Moller: Everything has gone up. Chemical fertilizer increased anywhere from 5% to 20% at a minimum. The freight alone for just our sand for the greens, went up to \$380. The aggregates for the shell beds, was \$350 and the freight was \$720.

Mr. Dale: It costs just as much to ship the sand.

Mr. Moller: Five years ago, it was about the same, \$300 for freight and \$300 for sand. Now with everything going up industry-wide, whether golf, restaurant, no matter what, it's hard to get people. So, we had to increase our starting rates, which increased our labor costs.

Mr. Dale: What is the average for our labor costs? I know that we were throwing around two numbers the other day. What has it gone up to percentage-wise? I'm not looking for a dollar amount.

Mr. Colasinski: Let's get some real numbers, not hypotheticals. It may mean that we go back and take a look at some of these because of the questions: What is our labor cost increase over last year? What is our material cost increase over last year? What are we proposing with our

labor rates for this year as far as the increase? Pull that together and come up with a number. With that information, we have a better chance of zeroing in on the budget as to what we are going to do. Five percent is staying in line with what everyone else is doing, but if our costs for some reason are higher than everyone else, then we are kind of taking it in the shorts. So, I just want to get some real numbers to work with and I think we can get those. It's okay to wait. Jason, we have a rate approval at the August meeting, right?

Mr. Showe: Correct.

Mr. Colasinski: So, we have time to do that, but these are good questions to ask.

Mr. Showe: Process-wise, I think what I was looking for tonight is if we could give him some general guidance and bring back something at your workshop.

Mr. Colasinski: Yeah.

Mr. Showe: We still have time to finalize it. We already advertised the rate and rule hearing so we are in good shape.

Mr. Colasinski: Right.

Mr. Showe: He has preliminary rates that have been advertised, if anyone asks questions.

Mr. Colasinski: I think this is a great start, but let's get some of the concrete numbers. I just want to make sure that we are covering our cost increases so taxpayers are not getting the burden of inflation thrown on them when they already have enough to deal with. Okay?

Mr. Dale: What I want to do is also just clarify. The reason I'm asking is because last year, we were all over the map. We said, "*Cancel this program, cancel Platinum, do all of these kinds of things.*" Where I'm at and what I'm hearing from the Board. and this is guidance for Jim, as he puts things together for our August meeting, the direction that the Board seems to be heading is we are looking at a simple increase rather than getting rid of any program.

Mr. Colasinski: I don't think we are getting rid of any programs based on the conversation so far in as much as a simple increase. The basis of the estimate is what we need to provide. That's really, Jim, what I'm saying with regards to understanding what our material costs and our proposed labor costs are going to be. Once we look at those numbers, then we can determine what would be a suitable rate fee increase across the board or pretty much the rack rate memberships.

Mr. Dale: It sounds like we have a few issues about the upfront costs for the Loyalty Program.

Mr. Colasinski: Yes. That's a different issue, to provide some differential for the residents versus non-residents.

Mr. Dale: Right. I just want to hear from the entire Board. I don't want to show up and have somebody say, "*Well, I want to do it and then we have to shift gears completely.*" I'm not asking for a motion. I'm just asking for consensus, if this is the direction that the Board wants Jim to take from this.

Mr. Carnesale: We basically want to increase the fee from the Loyalty Program. However, I'm not so sure that I would want to adjust the percentage.

Mr. Colasinski: That's what is proposed. Its 20% right now.

Mr. Dale: Okay.

Mr. Colasinski: It would stay 20%, but we are just increasing the annual fee.

Mr. Dale: So, in other words, the \$110.

Mr. Carnesale: So basically, if everybody is saying, "*Here is 5%,"* they are still going to go up 5%.

Mr. Dale: Correct.

Mr. Carnesale: It's not going to be just that increase. They may be hit with another increase as well.

Mr. Dale: That's what I'm hearing from the Board. Ron, is that kind of where you're at also?

Mr. Rysztocki: That's fine. We have that increase. There's no way that we can get around that.

Mr. Dale: Yeah. Everything has gone up. Jennifer, is that your position also?

Ms. DeVries: It looks like our cost increase is approximately 10%. I think we might look for some cost cutting somewhere, but I think we need a little more than 5% to make the cost work.

Mr. Dale: I hear you and I understand what you are saying. What this does is it gives Jim direction before the next meeting to look at the budget, look at cost cutting and then come back with a recommendation in terms of a percentage increase.

Ms. DeVries: Right. I have one more question. I see what the cart fee is now that is included in the rate. Wasn't that separate before?

Mr. Colasinski: No.

Mr. Dale: No, not here.

Ms. DeVries: It was always included in the rate? There was always a cart path fee.

Mr. Colasinski: That's different.

Ms. DeVries: For people that brought their own cart?

Mr. Dale: Yeah. I think you're referring to the trail fee.

Ms. DeVries: The trail fee. Yes.

Mr. Colasinski: If they want to use their own cart, then they have to pay an annual fee.

Ms. DeVries: Okay. Is that separate and above what these rates are?

Mr. Colasinski: Yes.

Ms. DeVries: Okay. But the cart is included in these rates?

Mr. Colasinski: Yes.

Ms. DeVries: There's no separate cart fee. If someone brings their own cart, they pay more.

Mr. Colasinski: Yes. In our current policy, we don't allow walk-ins until after 2:00 p.m., is my understanding.

Ms. DeVries: Okay. Thank you for clarifying that.

Mr. Dale: Do you have any issues with the trail fee? Is that what you are saying?

Ms. DeVries: No. I thought this was new. I don't have any issues with what we've been doing and whether it is working now, if the cart is included in the rate, I think that's fine. If we charge extra for a cart, I think that's fine too.

Mr. Dale: I understand. Okay.

Mr. Showe: The one comment that I was going to make is obviously the budget we presented you was based on your current fees. So, once we see Jim's draft fees, we'll take a look at the revenues because we need to adjust for revenues to accommodate the changes.

Mr. Moller: That's something I did after so many conversations. I adjusted to the Season Advance and we're bringing that down to the Greens Fees. It was like 5.08%. We already went through all of the expenses. I was looking at if we need to do 5% or 6% to zero out what we increased it. Basically, it turned out to be 5% for Greens Fees and Season Advance Fees that would zero out our expenditures.

Mr. Colasinski: Yeah.

Mr. Dale: As long as we are on the Season Advance Fees, can you talk a little bit about it?

Mr. Colasinski: It's a Prepaid Program.

Mr. Dale: Yes, the Prepaid Program.

Mr. Moller: What do you want to know?

Mr. Dale: If we had any drop-offs. Last year, we did away with it.

Mr. Colasinski: I think if you look at the report, the one that we received this month, there was about a 50% decrease.

Mr. Dale: Right. Actually, I kind of know the answer.

Mr. Colasinski: You do. I see.

Mr. Dale: A lot of times I ask questions, but I already know the answer.

Mr. Colasinski: There's no bait on your hook.

Mr. Moller: Exactly. There's a 50% reduction from last year's report for Platinum. This is for the current year for four months, six months and 12 months. Yeah. Aside from the increased cost of the Platinum membership alone, there was a 50% decrease in memberships.

Mr. Dale: What happened to revenues?

Mr. Moller: As far as bottom-line revenues, we haven't lost anything.

Mr. Colasinski: We're actually a little bit more than last year, which is what I saw.

Mr. Moller: Right. So, we definitely made that up in Greens Fees.

Mr. Colasinski: That's what I'm saying. The demand for golf is still very high at this time. So, that's why I'm not worried about bumping up the royalties.

Mr. Carnesale: My only problem is trying to get it to zero. Okay?

Mr. Colasinski: Get what to zero?

Mr. Carnesale: Well, he's trying to get the expenses and the income to zero on the projection. We don't know what the inflation is going to be. We are projecting based on what we think it is now. Alright? Inflation over the last year as we look at it month-to-month has gone up. So, my problem there is calculating it using today's inflation rate and going to zero and using it for a year because we only do this once a year and it will put us at a negative.

Mr. Colasinski: I agree. That's a very good observation.

Mr. Carnesale: Okay. I wouldn't want to go with 5%. I would want to go with something like 7%.

Mr. Colasinski: Well, let's get some numbers.

Mr. Dale: We'll take look at the numbers. Maybe I'm reading too much into it.

Mr. Colasinski: You are reading too much into it.

Mr. Dale: We can always advertise another rate hearing.

Mr. Carnesale: I don't expect that we'll need one.

Mr. Colasinski: 2% to 3% is probably what Pete has in mind.

Mr. Dale: Okay.

Mr. Colasinski: Just give me a number.

Mr. Carnesale: Instead of 5%, I'm looking at adding a little bit more.

Mr. Colasinski: The other thing too, Jason, if we needed to in a year, can we reduce our rates? We have a window of opportunity.

Mr. Showe: What's not shown here is there is a range of rates.

Mr. Colasinski: Yes.

Mr. Showe: You're saying, golf can run from \$1 to \$300.

Mr. Colasinski: Right.

Mr. Showe: That's how all of the rates are structured.

Mr. Colasinski: Right.

Mr. Showe: So, if he needs to make changes throughout the year, there is a range of rates.

Mr. Colasinski: Yes. We do that dynamically online.

Mr. Showe: That's the official rate.

Mr. Colasinski: Okay. Does this make sense, Jim? It sounds like something you can work with.

Mr. Dale: I guess my final question on this...

Mr. Colasinski: Its never final.

Mr. Dale: We have the \$199 or the high end for the in-season rate.

Mr. Moller: \$80.60.

Mr. Dale: \$80.60. How much off of that are we with the increase? Is there a percentage amount?

Mr. Showe: No. You would do a range of rates from \$1 to \$150.

Mr. Dale: Right.

Mr. Showe: That gives you full flexibility. If for some reason all of a sudden we are selling every round at \$80 and Jim says, "*I want to raise the rates to \$100,*" he can raise them.

Mr. Colasinski: Yeah. It's within the range.

Mr. Dale: He set a range. This is what I'm getting at. To be honest, I was under the perception that some of the rate was defined by this rate sheet.

Mr. Showe: It is, but the range is more generic. It just says, "*Round of golf \$1 to \$100*" and "*Prepaid Membership, \$1 to \$150.*" Its whatever range of rates you set.

Mr. Colasinski: When I played Daytona earlier this summer, I played on Sunday morning and I asked the guys what they paid to play. They paid \$105.

Mr. Dale: My future son-in-law paid \$400 per round on the West coast.

Mr. Colasinski: The West coast of Florida is much higher than over here.

Mr. Dale: He actually was happy that he got a \$350 rate.

Mr. Colasinski: Jim, do you think you have enough feedback?

Mr. Moller: Yeah.

Mr. Colasinski: Alright. So, we can move on then.

Mr. Moller: Most of it is tied in with everything else we were doing.

Mr. Dale: Okay. The one issue that we talked about, just to fill the Board in on, you and I talked about the CDD verification process. Maybe you can touch on that.

Mr. Colasinski: CDD resident verification.

Mr. Moller: Yeah. With the new system, we're noticing that a lot of people that moved out of the CDD, have been slipping through the cracks that and are still in our system as a CDD resident. I talked to Kyle and Rob touched on it too. It is like every year when I sign my girls up for school and they put a manual cap on a CDD resident, to where they have to renew every year. They would come in show us proof of residency and they are back in the system for another year. This kind of takes that away from us of having to try to police people that might have moved to Rockledge and were no longer CDD residents that were still benefitting from the CDD rates.

Mr. Carnesale: That way if anything, they only get it for a few months once they have their address changed on their license.

Mr. Colasinski: What would we consider to be sufficient proof of residency? Are there any thoughts?

Mr. Carnesale: Driver's License and address.

Mr. Colasinski: That's not always true.

Mr. Showe: I would use the Brevard County Property Appraiser's website.

Mr. Colasinski: That's exactly what I was thinking. That is the most accurate.

Mr. Showe: It shows the most up to date property ownership information that's available.

Now, if they're renting the house, I would have them show you a lease.

Mr. Colasinski: Yeah.

Mr. Showe: Then when they show you the lease, you can turn that discount onto the end of the lease. We do that for all of our amenities or you just set them for a year and they turn off after a year. So, if they want that discount again, they have to show their proof.

Mr. Colasinski: Jim, with that new system, don't we have a profile for each member?

Mr. Moller: Yeah.

Mr. Colasinski: So, we can easily set that in there when they check in so the people checking in don't have to ask them about it.

Mr. Moller: It's not that easy.

Mr. Colasinski: Alright. What do you think?

Mr. Moller: We can try it. We are finding a lot of limitations in this POS system as we're moving forward.

Mr. Colasinski: Okay.

Mr. Moller: I'll have the conversation with Kyle on that. Some of the issues that he comes up with is, "*Resident X is playing with three friends that live out of the District, but he's paying for the group.*" Does the whole group get the CDD rate?

Mr. Colasinski: No.

Mr. Moller: But he's paying for the group.

Mr. Colasinski: Then he can pay for three. That's part of the training we need to provide the people working in the Pro Shop.

Mr. Carnesale: Basically, they have to be told that the person who is paying gets his rate. If he doesn't show proof of the other people being CDD people, then he pays the outside CDD fee.

Mr. Moller: But it's the CDD member that is not respecting the rate.

Mr. Dale: What I would use for this scenario is the Texas Roundhouse example. When I go to Texas Roadhouse, I receive a veteran discount. My entire group does not get the veteran discount. It doesn't matter who gets the discount. That's the way that I think this should go.

Mr. Colasinski: It really is up to our people who enforce it. The execution is what is necessary and not taking the easy way out. The same goes with when we have range balls disappearing and our Starters are not stopping people from taking range balls home in their cart. They take a bucket out on the range, pick up the bucket and the range balls are put in the cart and they drive off when they go to play golf, because they take it home with them. That's basically increasing our cost too. We need to get our Starters to enforce it. I've seen people do that and I've seen the Starters just sit there and wave to them as they go by. It's not my job to go over and tell the Starters. It just has to be the consistent enforcement of policies with everyone.

Mr. Dale: Yeah.

Mr. Moller: We talked about tagging our buckets with, "*Property of the Viera East Golf Course*" and things like that.

Mr. Colasinski: Yeah. Okay.

Mr. Moller: We'll try it out on some buckets.

Mr. Dale: Do we have signs up?

Mr. Colasinski: We did for a while.

Mr. Dale: That might stop 70% of it. Alright. I think those were the only discussions on those issues. I was going to wait on the last issue, but if we are doing all of the General Manager items...

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

Mr. Moller: Okay. Barring rain and wet conditions, as far as maintenance is concerned, the construction of the putting green and the new chipping area has been completed. As of today, the sprigs were six days old and have already started to green up. So, hopefully with six weeks of growing time, we can re-open the green and then probably eight to ten weeks from now, it should be just about the same as the greens on the golf course.

Mr. Colasinski: Wow. By Summer, it will be wonderful.

Mr. Moller: According to the current financials, golf revenue is sitting at \$94,000, as of the 26th. That gives us projected revenue of \$112,000. Last year, we were at \$104,000 and the

budget is \$102,000. Food and Beverage is sitting at \$42,730 as of the 26th. It is projected at \$51,000. Last year, they were at \$50,374. The June financials were sitting at \$420,000, which is \$23,000 higher than last year. A lot of that has to do with the weather. We have had 18 inches of rain since June 1st and 8 of that has been in the month of July. Food and Beverage, as far as operations, there has been a huge improvement. I did receive an email from the HOA regarding the back driving range. They are not entertaining the idea to build on HOA property. Their property ends at one of the little drains on the side of the road. We can easily bring in access from there.

Mr. Dale: Jason, could you please add to this? After consulting with legal, what are our options with that strip? For the record, I do find it sad that the HOA has decided to take this tactic, which is basically a blocking tactic to something that is there to benefit all of the residents of the District.

Mr. Showe: We looked at several options with District Counsel. They would not recommend an eminent domain type of process. What he told me is there are only two times in a lawyers career where you go in front of a jury of 12 people. When somebody dies, you do eminent domain. So, that gives you an idea of how complicated that process is for that small piece of property. We would look at probably 10 times what the property was worth in costs and you may or may not be successful. There may not be a jury believing that there is public interest in us having interest.

Mr. Dale: The way I interpreted what I saw is the transfer paperwork from The Viera Company. When they handed that property over to the District, it was an either-or type thing, whether it went to the CDD or HOA. Effectively, that really should've been deeded over to the CDD, but for some reason, The Viera Company, in their wisdom, decided to hand that over to the HOA. Now the additional issue that we have, apparently, as the HOA has pointed out, is a portion of our new sprinkler system is on their property. This is why I'm very disappointed in the way they are proceeding with this because if you really want to play that game, we are maintaining their property on the golf course. All throughout the golf course, there are multiple pieces of HOA property that we are maintaining and mowing and have been for 20 some odd years. They know that. This isn't going to stop, I don't believe. The Board unanimously supported the parking lot. I call it the parking lot, but there is basically room for three vehicles on coquina, which is not going to be an eyesore. Where I'm going with it, is they decided not to

give us access through their area. We have access through our own area. Actually, what it's going to do is make the driveways slightly longer now, but it's not going to stop the process. But they have drawn special attention to the fact that our sprinkler system is on their property and we have multiple pieces of HOA property that we are maintaining. I'm not happy about that. I feel like if that's the way they want to be, they can maintain their own property.

Mr. Showe: In talking to District Counsel, he thought there may be some value in him drafting a letter from their office saying, *"We've been maintaining this property for 20 years and would like to work with you on this improvement; however, should you choose again not to cooperate, it's our intent to move our mainline off of your property and we will cease all maintenance of that property as of this date."*

Mr. Colasinski: I would agree with that.

Mr. Showe: Not be confrontational.

Mr. Dale: Its matter of fact.

Mr. Showe: If this is what they choose, then this is what we're going to have to do.

Mr. Dale: Yeah. The Board did support that in previous meetings.

Mr. Colasinski: Right.

Mr. Dale: I'm not being the sole voice on this, but we will move forward with putting in the coquina spacing for three or four vehicles. We will just make the driveway about 10 or 20 yards longer than it needs to be.

Mr. Colasinski: Community access is important for community facilities.

Mr. Dale: Right.

Mr. Colasinski: Everyone in the community should be able to access it.

Mr. Dale: Right. So, if anybody has anything to add to that, I would love to hear the Board's viewpoint. Otherwise, what I would suggest is Jason's suggestion. We are adults.

Mr. Showe: We don't want to make this confrontational. We don't want to threaten legal action.

Mr. Colasinski: We have actions that we take and they're simple.

Mr. Dale: Right.

Mr. Colasinski: I agree.

Mr. Showe: We can tell them, *"We'd love to work with you on this; however, this is the option you're giving us. We're going to spend your residents money to move the line and then we're going to stop maintaining it."*

Mr. Dale: Which is going to cost them a couple of thousands of dollars a month to mow, because apparently there are little pockets of HOA property all throughout the golf course that we are going to stop maintaining." That will be the end result of this.

Mr. Carnesale: How active is that little piece to the golf course? You are talking about all of these little pockets. Alright? You don't necessarily want to pull your maintenance of an area for something that is considered to be part of the golf course by the people that are using the golf course.

Mr. Dale: But it's not our property.

Mr. Carnesale: If they're not complaining about that.

Mr. Dale: It doesn't matter. If somebody gets hurt on that property, we are liable. If they want to play by the book, I will play by the book.

Mr. Showe: We can certainly entertain some form of agreement, whereby they provide us access and we'll continue to maintain that.

Mr. Colasinski: That's correct.

Mr. Carnesale: That's part of trying to get along.

Mr. Showe: They can just say no.

Ms. DeVries: I agree with that. I would like to come to some sort of negotiation.

Mr. Colasinski: Right.

Ms. DeVries: Maybe we all agree that the boundary lines drawn 25 years ago or whatever, are really not holding up well. Right now, if we are going to play by the rules, we are going to play by the rules, but I don't know if anyone really looked at it and everybody is really happy with where the property lines are. I would open the door to some negotiation.

Mr. Colasinski: Yeah. The letter Jason is talking about would be the first step.

Mr. Showe: I can get guidance from District Counsel.

Mr. Colasinski: I agree, Jason. That's a great approach.

Mr. Dale: I think that's a good suggestion. Let's move forward from that perspective.

Ms. DeVries: Yeah.

Mr. Dale: In the interim, the coquina parking lot has been roughly on hold for a year now and the District hasn't been able to utilize that area.

Mr. Colasinski: Let's get this ironed out first and then we'll talk about putting more into it.

Mr. Dale: Okay.

Mr. Showe: We'll put a date in there like, *"If we don't hear from you by this date, we intend to move forward with this."*

Mr. Dale: Right.

Mr. Colasinski: Yeah.

Mr. Showe: We need to compel them to formally give us an answer.

Mr. Dale: Because we've been messing around with this for a long time now and it's frustrating. I've gotten comments from people that they used that area.

Mr. Showe: Yeah.

Mr. Dale: I had one resident that got yelled at when they tried to park there. It's ridiculous.

Mr. Colasinski: Okay.

Mr. Dale: Jim, what else do you have?

Mr. Moller: I'm just going to end that one with some good news, I guess. We bought a drone, which could help us in our scrub jay preserves. It could help in some areas where some of our lakes are. We can take annual footage of any lakes that might be increasing in erosion so we can better document that. From a marketing standpoint, we can highlight different areas of the CDD, the golf course, wherever.

Mr. Colasinski: The park and some of our trails.

Mr. Moller: Exactly.

Mr. Colasinski: We can also do damage assessment after storms with the drone as well.

Mr. Dale: Yup.

Mr. Colasinski: It's a much safer way to do that.

Mr. Moller: Yes. The drone is under the weight requirements for the FAA.

Mr. Colasinski: Jim, one request I have is that you obtain an alternate operator for that.

Mr. Moller: I'm open to it.

Mr. Colasinski: It's up to you. I want you to find someone else that could also operate that in case you are unavailable for some reason and we have an emergency.

Mr. Moller: Honestly, I've never flown a drone before and after five minutes, it was very easy.

Mr. Colasinski: Just to have somebody on your staff that would be willing to do that. Okay? It's your choice of who you want to do that.

Mr. Carnesale: Then you have to make sure that they get some practice.

Mr. Colasinski: Okay. There you go. That's right. They need to have some practice.

Mr. Dale: Side note, if sometime you get to Michelle the fire break schedule, it's probably going to be fire break schedule.

Mr. Moller: It is.

B. Discussion of Parking Lot Resurfacing Bid Package from Asphalt 365

Mr. Showe: I can go through that quickly. Obviously the Board planned to go ahead and do a Request for Proposals (RFP) for the parking lot.

Mr. Colasinski: Right.

Mr. Showe: We sent out that RFP and did the advertisement in the paper. So, anybody that saw it, could bid on it. We sent it to both vendors that previously provided proposals and to four of the vendors that we work with and received one bid from Asphalt 365. It was a little more than bids we received in the past, but that was six months ago. I think that's to be expected with a project of this type.

Mr. Colasinski: Right.

Mr. Showe: I will note that this also includes a performance and maintenance bond. Typically, when we get projects above \$10,000, we want to include that. They do pass that cost onto the District, but the performance bond is 100% of the project. It insures if there are any issues with them completing the project, we get full reimbursement for the total cost of the project. There's also a maintenance bond that they have to hold for a year, which is for 15% of the project. So, if there are any repairs within that first year, you have a bond to ensure that.

Mr. Dale: How soon can we lock the price in?

Mr. Showe: This is the time. We've worked with these guys on several other projects, which is why they received a copy of the bid. They do good work at every other place they had them. Rob reviewed their bid and he's comfortable that they bid it properly and everything looks

good. They have all of the assurances that we require. If you are inclined to move forward with this, I recommend that you select them as the number one ranked bidder. We would start negotiating a contract and have them sign that contract and bring it back.

Mr. Colasinski MOVED to rank Asphalt 365 the number one ranked bidder for the parking lot resurfacing project and Mr. Carnesale seconded the motion.

Mr. Dale: The reason why I am pressing on this is because it is going to have a huge impact. Therefore, the sooner we can enact something like this, the better.

Mr. Colasinski: Yeah, lets proceed.

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

On VOICE VOTE with all in favor ranking Asphalt 365 the number one ranked bidder for the parking lot resurfacing project was approved.

Mr. Showe: I'm projecting right now, there's about \$196,000 left in your bond funds. What I haven't calculated is that we received some interest on that over the last several years because we do get interest.

Mr. Colasinski: Right.

Mr. Showe: Just this year, we had about \$20,000 worth of interest. None of that is included in the \$196,000. I believe we have enough funds to cover it.

Mr. Colasinski: Okay.

Mr. Showe: Our accountants are auditing it now and we can start looking at exactly how much is left in that fund.

Mr. Colasinski: There's a minimal variance.

Mr. Showe: I expect to have that at your next meeting. We'll negotiate the contract.

Mr. Rysztoji: What is the timeframe to perform the work?

Mr. Showe: We typically negotiate that. For a project of this size, they should be able to complete it within several days.

Mr. Colasinski: Are you asking about the starting time than the duration?

Mr. Rysztoji: Actually both.

Mr. Dale: This is a resurfacing. There is about a 4-inch difference. Resurfacing generally takes about a week.

Mr. Showe: We would work with Jim because they are going to have to shut down the entire parking lot for several days.

Mr. Colasinski: As well as the entranceway.

Mr. Showe: If they are trying to negotiate traffic while they are doing it...

Mr. Dale: Do you think they can do half and half?

Mr. Showe: They may be able to. That's how they do it in communities.

Mr. Carnesale: I would think you have to close down for at least one of those days, which is the day you are doing the road coming in and then a portion of the property line.

Mr. Colasinski: What is your experience with Baytree because they recently did this?

Mr. Showe: They just sealed it. That is an entirely different project.

Mr. Colasinski: Some of the logistics are similar with regards to traffic.

Mr. Showe: With a milling and resurfacing, which is what you are doing, this is what they recommend as the best practice.

Mr. Colasinski: Right.

Mr. Showe: When the machine is not there, you can actually drive over it. They are going to do everything they can to reduce the impact and we'll just coordinate with Jim to see how they are going to do it.

Mr. Moller: Yeah. We have two more aerifications scheduled for the summer. It would be great if we time it with that.

Mr. Colasinski: Well, we still have the restaurant too though.

Mr. Showe: Yeah. They can probably keep half of the parking lot open. They can use flagmen. We'll coordinate it.

Mr. Colasinski: Alright good.

Mr. Dale: Just to update the Board, I have been in touch with our grant writer multiple times over the past month since our last meeting. There was a point in time where I was very optimistic that we were trying for the Tourism Development Counsel. They are in a grant writing process right now. I won't bore you with all of the details, but we were very optimistic that was going to work and then it didn't. I'm disappointed in that development. We are still in search of other grants. Part of the obstacle we are coming into now, especially with the Federal ones, is

whether or not we run into a Government shutdown. There are some of those things going on. I just didn't want to leave it with the Board. This tied into the parking lot. That was one of the things that we were trying to get done on the side and it didn't work out. We are trying for other ones. That is just an update so you know what's going on.

SIXTH ORDER OF BUSINESS

Old Business

A. Action Items List

Mr. Showe: The Emergency Recovery Plan and the stormwater response are tied together. Rob has all of the information. Obviously, it's a lot. He's going through and putting it all on a map for us. He's working through that. The Employee Policy Manual is in final form. The parking lot paving review and driving range, we already discussed.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

Mr. Dale: Jim already presented the General Manager's Report.

B. District Manager's Report

Mr. Showe: I do have one quick item for the District Manager's Report. One item that has come up from the Legislature this year, they passed a law that all government officials must now complete four hours of ethics training as of January 1, 2024. This affects every one of our Boards. Your attorney has not prepared anything on it. We have experience since we are doing it at all of our Districts. As we get closer to January 1st, we'll start giving you the links to do it. It is a self-certification process. There are four hours' worth of videos.

Mr. Colasinski: Is the State providing compensation?

Mr. Showe: Absolutely not. If you recall, you fill out Form 1 every year. There is a box on the back that says, "*City Officials – Ethics Training.*" I think what's going to happen is the part for city officials is going away and you're going to have to check the box that says, "*Yes I completed ethics training.*" Jim and I will have to do the same thing as officers of the Board. I just wanted to give you the heads up. It doesn't take effect until January.

Mr. Colasinski: So, the State has not increased the compensation for the Supervisors, but they are asking them to work more for less.

Mr. Showe: I don't know.

Mr. Colasinski: That's exactly what's going on here.

Mr. Dale: Yes, but you will be more ethical because you took the training.

Mr. Colasinski: My time is valuable.

Mr. Showe: I will again state that it is a self-certification at this stage.

Mr. Colasinski: I self-certify as my own business too.

Mr. Showe: I understand.

Mr. Colasinski: So, if they want my time, they are going to have to pay for it.

Mr. Carnesale: We do have two cancellations of meetings that we have done. Can we apply those credits?

Mr. Showe: Absolutely not.

Mr. Colasinski: Good inquiry.

Mr. Dale: That's absolutely in the State Statute.

Mr. Showe: Correct. I'm here to tell you the law. It's going to affect all of our CDDs, so as we get closer to January, we will roll you out some websites that you can go to and do that.

Mr. Colasinski: Four hours. Why not five or three?

Mr. Showe: I do not know.

Mr. Colasinski: That's okay. I don't expect you to answer that. There's no evidence that says four hours versus five or three.

Mr. Showe: Someone has determined that as the magic number for CDDs.

Ms. DeVries: Steve, welcome to my world.

Mr. Carnesale: Is that going to be something we have to register for and then report whether or not we did it?

Mr. Showe: At this stage, I do not know. They told us its self-certification, but I don't think you are going to log into the website and they are going to verify it. In most cases, what happens with these, is they write the law and then they figure out how to implement it. We are in the, "*How do we implement this Law*" phase right now.

Mr. Colasinski: Sadly, we pay somebody with our taxes to come up with this kind of stuff.

Mr. Showe: Yes.

Ms. DeVries: Yes.

Mr. Showe: We are looking at legal documents from all of our CDDs. If I find out that is good, I may just send it out to you so you can see it. There is a link to the State Board of Ethics. If you start it now, it won't count because you have to certify that you start it as of January 1st.

Mr. Dale: Got ya.

Mr. Showe: Or you can do it now, but you're going to have to do it again in January.

Mr. Dale: One last question for the General Manager. I received an email at 4:43 p.m. this evening from Bayhill wanting to know about the status of the possible solar solution for Lake 43. Actually, I didn't receive it. You received it.

Mr. Showe: I did.

Mr. Dale: I just couldn't remember where we left it.

Mr. Showe: To the best of my recollection, we presented solar options and the Board did not like the price for the solar options.

Mr. Dale: As I recall, it was \$70,000.

Mr. Moller: I think it was \$70,000 for Bayhill and whatever that lake is on the 5th hole on the golf course. I don't remember what portion of Bayhill it was, but it was at least 60% to 75% of that.

Mr. Dale: Right.

Mr. Moller: Because it was such a larger lake.

Mr. Dale: Yeah. It was excess of \$50,000 for that lake.

Mr. Moller: It has also been years since I got quotes.

Mr. Dale: What we are doing with that one is throwing spaghetti against the wall hoping that fixes the problem because its solar aerification. From what I heard, 10% to 20% of the time, it's an inversion of the water temperature that causes the fish kills. Therefore, we would be spending \$50,000 in taxpayer money on an inversion issue. The difference between those fountains and the solar is those would be electric. It's just something that we'll have to entertain at a future time as funds become available and we have somebody that steps up to the plate with electric.

Mr. Showe: I will reply again that at this stage, the Board is not interested in pursuing the solar option.

Mr. Dale: Thank you.

C. Lifestyle/Marketing Report

Ms. Webb: I have several things to go over. I gave you guys a sheet of some stuff that we can go over, but I'm trying to determine, since we are getting close to the end of the fiscal year, you guys did approve a Marketing Budget last year of around \$64,160. Hannah sent that over, but when I went over the sheets, I still show about half of the money available. There is one sheet that goes over the pay area. There is an amount of \$35,000, but I'm not sure what that is. Then there is another line item that is for marketing/lifestyle amenities of \$18,000 for Adopted Budget. I'm not quite sure that I understand all of that. They also have an accounting for the Farmer's Market with a miscellaneous amount of \$24,672. I know that is Farmer's Market money.

Mr. Colasinski: It's a bit of an abstract discussion right now because we don't have copies of what you're looking at.

Ms. Webb: There are all of these sub items that we don't know. According to Hannah, I only have a budget of \$18,000, which the Board approved.

Mr. Dale: I did have a long conversation with Hannah this week. Where I think we are at is we have different areas of the budget that we don't have consolidated. So, what we need to do going forward is have marketing as its own area. The other thing that I sent out was my suggestion. I would assume and I'm soliciting input on this from the Board, but Michelle is in charge of the marketing. That's what we hired her for, the Marketing Director. The only other person in my opinion that should have purview over being able to spend money on those marketing funds would be our General Manager.

Mr. Colasinski: So, a simple management technique is if you are accountable for it, you also have the authority for it. That goes exactly in line with what you are talking about. You have the authority along with Jim as the only people to authorize money to be spent out of that budget.

Ms. Webb: Right.

Mr. Colasinski: So, if somebody else on staff wants to charge it to you, they need authorization from you first.

Ms. Webb: Yes. It says, "*Marketing/Golf Course.*"

Mr. Colasinski: Right. It is your budget and you can divide it into whatever way you see fit.

Mr. Dale: Right.

Mr. Colasinski: Because you are going to be accountable for it. Divide it any way that you want.

Ms. Webb: My records indicated that the budget for October shows sponsorship money coming in that goes back into marketing.

Mr. Colasinski: Okay. So that's part of the income versus the expense.

Ms. Webb: Right.

Mr. Dale: What we have right now is more of a logistical issue that I believe that Jason is on top of. That and our 2024 Proposed Budget, I think we can separate and carve out however this needs to be codified in the budget. Right now, we have golf operations, marketing, it's kind of all over the place.

Mr. Colasinski: Right.

Mr. Dale: What I don't feel belongs in marketing would be things like printing or binding services, the clerical type of stuff. That's part of whatever department that's under, but things like advertising, flyers, any of the signs...

Mr. Colasinski: Promotional materials.

Mr. Dale: All of that. That's what goes under your budget.

Ms. Webb: In my records, I'm showing \$13,000.

Mr. Showe: It very could be that we get an invoice and she may not know if it's the golf course or General Fund.

Mr. Colasinski: Right. We didn't expect them to understand the details of our operations.

Mr. Showe: The question I guess I have is does it matter? Would it be easier if we just did one General Fund/Marketing Budget?

Mr. Dale: Yes.

Mr. Colasinski: That's fine.

Mr. Showe: Because that's what I'm seeing.

Mr. Colasinski: The thing is, we need to have someone accountable for that and that person is Michelle, but we have people in the restaurant and the Golf Pro Shop that want to spend money and charge it to marketing.

Mr. Dale: But rather than splitting...

Mr. Colasinski: I don't want to split any of that. I'm just saying they have to talk to Michelle in order to spend it.

Mr. Carnesale: Yeah.

Mr. Colasinski: That's my point.

Mr. Dale: But I'm talking about on the Income Statements, Balance Sheets and all of that kind of stuff, it should be under, "*General*" instead of splitting it between golf operations and marketing.

Mr. Colasinski: Yes. I never said that I wanted it split.

Mr. Dale: Right.

Mr. Colasinski: I agree.

Mr. Dale: I don't view this as the fault of anybody. This is just kind of the way it transpired over the past 25 years. What it is, we are getting a handle on that now. Again, it's one of our dwelling points, is what we are experiencing.

Ms. Webb: Right. I just want to make sure.

Mr. Showe: What I'm seeing is I'm looking at the General Fund and the golf course shows way under it.

Ms. Webb: Correct.

Mr. Showe: What I'm guessing is happening is when she gets an invoice, if it doesn't say, "*Golf/Marketing*," it just says, "*Marketing*."

Ms. Webb: Right.

Mr. Showe: They're probably just charging it to the General Fund and moving it.

Mr. Dale: Right.

Mr. Colasinski: So, what we need then is from your perspective with the folks working there, what process do they want us to use to tag expenses for marketing?

Mr. Dale: Yeah. I think when they code invoices, it just needs to reflect the Golf or General Fund.

Mr. Colasinski: Okay. Right.

Mr. Moller: In the Marketing Budget, they could have sub-line items for golf, Food and Beverage, CDD, etc.

Ms. Webb: I do that.

Mr. Showe: I don't know that there's a whole lot of advantage to having those as two separate lines.

Mr. Colasinski: No. Not at all.

Mr. Showe: I think it's a paperwork issue. It's a challenge. It's never going to be right.

Mr. Colasinski: Have one item for the General Fund and marketing.

Mr. Carnesale: Make it one line item, Marketing, and just have Michelle as the approving authority.

Mr. Colasinski: You can subdivide it any way you want, but when invoices in, they will come into General Fund/Marketing.

Mr. Dale: That will make it easier for you to track and if there is a misappropriation...

Mr. Showe: If there is an issue, we can run one summary of that account and you can look at all of the expenses and we can clear it up quickly.

Mr. Colasinski: Right. As a matter of fact, when we do that, I would like to see that as an item like we have our fiscal report every month, let's do that as a separate area. Because we do the General Fund and we also do golf operations and restaurant. Let's do the marketing as a separate one as well.

Mr. Showe: Absolutely.

Ms. Webb: When I submit it to Ines, I will tell her that it's for marketing.

Mr. Showe: I think for the rest of the year, if you see certain funds that are only for the golf course, mark that on there. That way, we can get it to the right fund, but starting on October 1st, we'll just make it one line item. That will simplify the process.

Mr. Dale: Yes, please.

Mr. Showe: The bottom line has been set.

Mr. Colasinski: Yes, exactly.

Mr. Dale: It's just easier to track and see what's going on.

Ms. Webb: Right. So, we had Sassy Saturday on the patio last Saturday. I am not doing it every Saturday night. It's going to be twice a month. We actually had a full patio when we did it. Unfortunately, it ended a little early because of a thunderstorm. It's a daily thing these days. So, we will see how that goes. It's not with a band. It was actually breezy and nice out there. August 19th will be the next Sassy Saturday. We also had the Wine and Dine. I am going to see if I can work with Club Caddie to put a sign up. People can sign up on the website. There were 20 participants with the one that we just had on July 22nd. They all enjoyed it and had a great time. Ms. Danielle Baker is our new blogger. She participated in events. I will post her blog when it's completed. One of the things that's hard to do is to go onto some of these blogs on social media

and advertise, but we can post articles, if they are golfing articles.. So, we are starting to write our own golfing articles that we can post on various sites to start putting our name out there. Danielle is going to do more of writing about women's golf because that seems to be very popular.

Mr. Colasinski: I echo your sentiments on that. When I was in Michigan on vacation, I was impressed with the volume of women of all ages playing golf.

Ms. Webb: I saw that with the kids at the Viera East Golf Course on Sassy Saturday. So, we want to definitely keep driving Sassy Saturdays. We normally just do it right after International Women's Day. We do it for a couple of months, but we are going to try to keep it on Saturday, even when the season starts.

Mr. Colasinski: Absolutely.

Ms. Webb: We do have the women's golf groups, the ladies that play, especially Moms and women who work who can't play golf every day.

Mr. Colasinski: That's correct.

Ms. Webb: So, it gives them a way to come out and have a fun time. So, it's definitely something that we're going to try. Danielle is writing about it and we will have a blog website in order to push this out as almost like a newspaper type thing. That's what blogging is. So, the blog website address is VieraEastGolf.com. It's not up there yet because we still have tweaking to do. I did leave it open so you can see what it will look like. We will do some different designs. I prefer to have an old-style blog. So, that is upcoming. I'm hoping that will give us more traffic. So, we are getting out there in different ways, not just an advertising concept. We also have the golf page as well as the Facebook page. So that's a busy thing that we are doing. The next Farmer's Market is on August 12th. Most of our vendors now pay with PayPal. On the average we collect between \$5 and \$15. We reduced the payment to \$15 because we don't have as much traffic and its hot, but we have 15 new vendors coming this next month. We had nine new vendors last month and now we have a cake lady, vegetable lady, bread lady, meat vendor, fresh hummus (he committed to several ones with us), an Italian food vendor, Greek vendor, barbecue vendor and bakery tent. Its growing in the direction of the Farmer Market type. We have very committed people that sell not only vegetables, but a variety of items. We just got new signs. The big thing that we got going on is on January 27, 2024, we will be hosting casino night at the Viera East Golf Course for the SPCA. The tickets will be around \$85 per person and will include

a cocktail social hour from 7:00 p.m. to 8:00 p.m. with hors d'oeuvres and open bar, which I will talk to Jim about. There's going to be a craps table, roulette table, three blackjack tables and poker table. I'm looking for sponsors, SPCA is looking to be one. They are providing a raffle basket and prizes for winners.

Mr. Colasinski: You should get the sheriff involved.

Ms. Webb: We are sending a special invitation to the sheriff. The Mayor is involved. Animals are being left to their care because people can't afford to take care of them. We'll make sure that all of the expenses are paid from ticket sales.

Mr. Dale: This fits in with the Board's previous guidance that we put forward, which was we would like to conduct two to three events per year to benefit, in this case, animals, which fits in with the dog park. I believe that veterans groups were high on the list also. If Board Members have a particular preference or anything like that or you have ideas, please present them to Michelle. Maybe later in the year, this is something we can put on the agenda.

Ms. Webb: Yes. Perhaps we can raise money later in the year for the SPCA, but it's too hot right now. We can do something in February when its cooler. The last item I had was I reconnected with the zoo to get some stuff going with the park. In January, we are going to host an open season day to show the new putting green. Those are our two big fun events. We would have music on the patio for the evening time. We also added to the calendar after November 5th, we will begin hosting a glow golf putting on Saturday nights. That's when the time changes and it gets darker earlier. We're also working on designing Florida pass booklets. Instead of doing a corporate rate, I was doing some research on some different golf programs in the United States and we came across one that they sold ten passes in a book for \$500 to \$600. It was a nice thing. So, we talked about what we should offer. In January and February, they offered golf as the same price as in the middle of July. So, it is not like they are getting a discount. We will offer a holiday special on passbooks that you buy in bulks of 10. It is a great time because large corporations like to give their employees gifts.

Mr. Dale: How do you define a corporation?

Ms. Webb: Like NASA.

Mr. Colasinski: Companies that have over 1,000 employees.

Ms. Webb: Yes.

Mr. Dale: Thank you.

Ms. Webb: Companies that have CEOs, would be the best way to determine it.

Mr. Colasinski: That's not a good way to define it.

Mr. Dale: I know one person CEOs out there.

Ms. Webb: As you can see, we've been busy putting a lot of different things together. I did send those to Jen by email.

Mr. Dale: Could you touch on Ralph Williams?

Ms. Webb: Ralph Williams came over.

Mr. Colasinski: Who is Ralph Williams?

Ms. Webb: It's a program across the street from the golf course.

Mr. Colasinski: Okay.

Ms. Webb: They came over and we had a meeting with them. They reached out to us to see if we would be willing to offer a luncheon for the first day of school, which is next week. Most schools do a luncheon for their people. Jeff gave them a good deal. They are going to start doing field trips to us with their students to practice putting. So, we are making a good relationship with them.

Mr. Dale: They also did a banner in the car loop for Hook & Eagle.

Ms. Webb: So, we are making those connections. I think that would be a good connection for us.

Mr. Dale: Right. The last issue for you is your marketing budget for Fiscal Year 2024.

Ms. Webb: I sat down with Jeff and Eddie.

Mr. Colasinski: Let's set a time on that. They need to be available for the workshop.

Mr. Showe: If we can have a time for the next meeting.

Ms. Webb: I talked with them about what they want to do, give me an idea. It might be a little bit more because we're getting busier and doing more things.

Mr. Colasinski: Just have a budget.

Ms. Webb: I will.

Mr. Dale: Thank you.

Ms. Webb: No problem.

Mr. Dale: Restaurant Report?

Mr. Moller: Actually, I had one other item. There was a request from one of the HOAs to use old benches that were purchased for the park years ago that were never used. So, we can

definitely use one of those. You wanted to have an ADA pad. Even if we put the bench right up against the sidewalk, we would still need a pad.

Mr. Showe: I asked the engineer. The qualification is that the person in the wheelchair needs to be able to sit right next to the bench as if they were using the bench. That's why we need to pour a pad. Its typically 6 feet and 4 feet deep.

Mr. Dale: With us having existing benches, a pad is \$300 to \$400.

Mr. Carnesale: What are the quality levels on the existing benches? It's on CDD property. Now we are back to this CDD/HOA thing.

Mr. Colasinski: Not at all.

Mr. Carnesale: Its between two neighborhoods, but it's on CDD property on a walking path.

Mr. Colasinski: Yeah, it's our property.

Mr. Dale: It's our property.

Mr. Carnesale: That's what I said.

Mr. Colasinski: So, what's the issue?

Mr. Carnesale: That's why I'm asking questions. Basically, we set guidelines for benches.

Mr. Moller: Yes.

Mr. Carnesale: How they would be obtained, what quality they would be, what they would go on.

Mr. Dale: No. That was in the park. It was for a memorial.

Ms. Webb: We took those out to put the other ones in.

Mr. Dale: That's a good point.

Mr. Colasinski: I don't think we need a motion. Its within your budget.

Mr. Moller: No. I just wanted to bring it up.

Mr. Colasinski: I think its within your budget to be able to do it.

Mr. Carnesale: Basically, from what Jason said, it would still have to have a pad.

Mr. Showe: I just found something that I'm going to send to Jim. It looks like there was a pad next to it, about 30 inches by 48 inches. So, the bench itself doesn't have to be on the pad, but you need to have access for them to utilize it.

Mr. Colasinski: Yeah. That's fine.

Mr. Showe: We could have a pad 30 inches by 48 inches right next to the bench.

Mr. Dale: I'll let you guys work out the details on that.

Mr. Colasinski: It's a lot simpler than the larger ones.

Mr. Moller: We have to put some kind of ADA pad there.

Mr. Colasinski: Alright good.

Mr. Dale: Do me a favor though, the HOA President emailed me, could you respond?

Ms. Webb: Yes.

Mr. Colasinski: She was a realtor.

Mr. Dale: Yes.

D. Restaurant Report

Mr. Dale: I received an email half an hour ago or text from the Restaurant Manager. He is not able to make the budget meeting.

Mr. Colasinski: Does he want a budget? If he wants a budget, he needs to show up.

Mr. Dale: I am not here to answer for him.

Mr. Carnesale: You can text back. I think that answer would get him here.

Mr. Colasinski: I will address that in my Supervisor Request. We've been more than generous in that area.

Mr. Dale: The area that I did want to just touch base with the Board on, if you were looking through the financials, that I noticed that was blaring to me that I spoke with Hannah about earlier in the week, was the roughly \$17,000 differential between income and expenses for last month. We had a similar thing happen in March of this year. Essentially, and Jason fill in any of the blanks please, as I'm presenting the way that I understood it, the expenses for the restaurant are received and paid through the ACH system. It seems to me on a quarterly basis, we had a \$20,000 differential in March and then the next month we had a \$20,000 profit. The way that I would want to see this play out, which I'm paying close attention to, is I'm hoping next month, and I asked Hannah if she had any numbers for you from this month to indicate what I'm saying here. Are we seeing a swing back this month that is showing us in profit mode, similar to what happened in March? If not, we have a \$17,000 differential there.

Mr. Showe: It's really more of a cashflow issue. We pay invoices as they come in. So, if he orders an extra week's worth of food in one month and it's there for stock, if you look at the

food cost, it ranges from \$24,000 in some months to \$3,000 in other months. It depends on what he has in stock. Those purchases come in and we pay them.

Mr. Carnesale: So, I gather what we have to do is looking at those numbers in a longer term.

Mr. Showe: Correct.

Mr. Colasinski: Quarter basis seems to be the most rational.

Mr. Carnesale: Yeah, the longer term.

Mr. Colasinski: Yeah, not just the month.

Mr. Showe: Ultimately, it all just washes out at the end of the year. We'll just keep an eye on it.

Mr. Dale: Right. That's kind of where I'm going. I've been gone for much of the month of July, so I don't have much to add for the restaurant, but if people have questions for Jim, maybe he can answer them. If not, we will move on.

EIGHTH ORDER OF BUSINESS

Treasurer's Report – Consideration of Financial Statements

A. Approval of Check Register

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

Mr. Colasinski: Jason, which checks are these?

Mr. Showe: In your General Fund, we have Checks #4729 through #4751 for the General Fund in the amount of \$52,089.92d and Checks #30818 through #30925 for the Golf Course Fund in the amount of \$119,231.54 for a grand total of \$171,321.46. We can take any questions or a motion to approve.

Mr. Colasinski: Are there any questions? Hearing none,

Mr. Colasinski MOVED to approve the Check Register for May 18, 2023 through June 12, 2023 in the amount of \$171,321.46 and Mr. Carnesale seconded the motion.

Mr. Dale: Is there any discussion?

Mr. Carnesale: I think he signed them.

On VOICE VOTE with all in favor the Check Register for May 18, 2023 through June 12, 2023 in the amount of \$171,321.46 was approved.

B. Balance Sheet and Income Statements

Mr. Showe: The Balance Sheet and Income Statement is there for your review. We can certainly take any questions. I will note that you are at 100% collected on your assessments, which is great for this time of year.

Mr. Dale: We were at 101% last year.

Mr. Showe: We are at 100.71%. Not everybody pays in November to get a 4% discount.

Mr. Dale: Right.

Mr. Showe: So, we account in the budget for that 4% discount. Every person that pays in December, receives a 1% discount. In November, they receive a 2% discount.

Mr. Dale: I think you said that last year too.

Mr. Carnesale: Yes, because the same thing was true last year.

Mr. Dale: Right.

C. Approval of Requisition 164

Mr. Showe: We have Requisition 164, which is for the final mason work at the Clubhouse. Jim and I verified this is the remaining portion. We would just take a motion to approve that requisition.

Mr. Colasinski MOVED to approve Requisition No. 164 and Mr. Carnesale seconded the motion.

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

On VOICE VOTE with all in favor Requisition No. 164 was approved.

NINTH ORDER OF BUSINESS

Supervisor's Requests

Mr. Dale: Ron, what do you have?

Mr. Rysztogi: Nothing today.

Mr. Dale: Steve?

Mr. Colasinski: Yeah. One of the essential functions that seems to work very well here is the youth golf clinics. I would like to see if we can actually pull something together for this year. It sounds like school will be out the entire week of Thanksgiving, but I would like to see if we can pull together a youth golf clinic for the Thanksgiving timeframe, Christmas timeframe and Spring Break timeframe. A lot of parents are struggling during those timeframes to find activities for their kids since they are out of school at that time. We have the facilities to be able to offer those. I think it would be a good idea for us to take a look at that and offer something back to our residents. My understanding is that we booked a high school golf tournament at the golf course, the Cape Coast Conference.

Mr. Moller: It is not booked yet, but we are slated to hold next year's Cape Coast Conference Championships.

Mr. Colasinski: Okay. Viera High School is a member of that conference, is my understanding.

Mr. Moller: Yes. It's from Bayside down to Palm Bay up to Titusville.

Mr. Colasinski: Okay. I think that is a good thing for us in being able to give something back to the residents of this District by hosting that at the golf course.

Mr. Dale: I think some of us know some of the inside on that, but that is something that I would expect to develop over time and become much larger.

Mr. Colasinski: I am hoping that it will. So whatever efforts Eddie is doing for that, we support that. At least I do, to bring that in because it gives us an opportunity to give back to the residents of our community. We have a number of people that live in our District whose children attend Viera High School. Okay, the last issue that I have is Hook & Eagle. If they want a budget, then someone from Hook & Eagle needs to show up here requesting a budget, not just say, "*I'm too busy to turn off the water because I'm moping the floor.*" That's not the logic that we're going to tolerate in that regard. If they want a budget for improvements for next year or whatever, I want somebody here to talk to us, not just say that they're too busy. That's getting old very quickly. I'm done with my Supervisor Request.

Mr. Dale: Pete?

Mr. Carnesale: Basically, I have a question for Jim. Do you have any problems with the Viera East Stormwater Management Task Force that you're in charge of?

Mr. Moller: No.

Mr. Carnesale: Then I don't have to go into details with it.

Mr. Moller: No.

Mr. Colasinski: Was that a Christmas gift?

Mr. Carnesale: Do you know who started this off? Terry did. That's why I just made it into a very simple question.

Mr. Dale: Jennifer?

Ms. DeVries: Yes. I have a couple of questions. What is the status of Club Caddie and the website?

Mr. Dale: Could you clarify?

Ms. DeVries: I guess Club Caddie is up and running. At the last meeting, I saw a bunch of things on the website that looked old. Have we addressed those?

Ms. Webb: Yes.

Ms. DeVries: Thank you.

Ms. Webb: There were a couple of things on there that we're currently updating, such as the kids event. We're trying to set up how we're going to do the kids event, because we may be offering a kids class for the school break times, December and for Spring Break. It's in the works, Jen. We just have to determine how we want that to happen. Jim is working with me on that for a plan for next year.

Ms. DeVries: Okay. I'm having a hard time hearing you. Are you saying that we have to wait until next year to fix the website?

Ms. Webb: No. We're trying to determine how to run it, because it is a different situation. Mike runs the Kids Club in the summer, but we're going to see if we can offer the Kids Club during school break times.

Ms. DeVries: Okay, so what does that have to do with the website?

Ms. Webb: What we're trying to fix is that area where it talks about the training and Kids Club.

Ms. DeVries: Okay. My main concern was that it still talks about memberships.

Mr. Colasinski: The membership information?

Ms. Webb: There were memberships on the website.

Mr. Colasinski: We call it pre-pay. We don't call it membership.

Ms. DeVries: Right. I'm looking at the home page right now and it has a section called, "Golf Memberships." When I click more and more, it says, "This Page Doesn't Seem to Exist."

Mr. Dale: So that needs to be addressed.

Ms. DeVries: Yes. Okay. That was my main concern, that I saw "Memberships" in several places.

Mr. Dale: That will be fixed soon.

Ms. DeVries: Okay. Great. The second question is what is the status of the putting green?

Mr. Moller: The sprigs are six days old. They are actually starting to green up nicely. Next week we'll start getting them grown in. I'm anticipating six weeks from last Friday, probably Labor Day weekend, we can open the putting green back up. We should have 100% turf coverage in eight to ten weeks. If the weather holds out for us, in six weeks we'll reopen.

Ms. DeVries: Okay. Thanks Jim. That's all I had.

Mr. Colasinski: Bring your putter.

Mr. Dale: Is the aerial from the drone on the Facebook site?

Ms. Webb: No.

Mr. Dale: We can do that after the meeting.

Mr. Carnesale: What are we telling the people asking why you dug it up?

Mr. Moller: We are telling them that we're bring the green back to its original size. When we start excavating the new green well, this is a USGA green, we have to dig down 16 inches, we actually have old peat gravel, which was the base layer of the old green, a good 5 to 7 feet out from the original. According to the plan, the original putting green was 12,000 square feet. This one is 10 feet. We are basically bringing back the green to its original size and shape.

Mr. Dale: I do want to add onto that. I don't know if I'm just misunderstanding the semantics, but Jim didn't dig that up. What I want to emphasize is the Board dug that up. The Board took a five to zero vote to do the improvement.

Mr. Carnesale: I didn't say that I had a problem with it.

Mr. Dale: No, I understand.

Mr. Colasinski: We are on Supervisor Requests. Jennifer is discussed some of hers.

Mr. Dale: With that said...

Mr. Carnesale: That is only because there were rumors out there that it was being dug up so it could be done in the shape of Florida.

Mr. Colasinski: Is this a Supervisor Request?

Mr. Dale: That is another one of the many wacky rumors that we heard throughout the course of the year. Jennifer, do you have anything additional?

Ms. DeVries: No. That was it. Thank you.

Mr. Colasinski: Thank you for calling in.

Ms. DeVries: I will be there for the next meeting, in person.

Mr. Colasinski: I won't be here for the next one.

Ms. DeVries: There will still be a quorum.

Mr. Colasinski: Yes.

Mr. Dale: I don't have anything. If no one has anything additional, I will look for a motion to adjourn.

TENTH ORDER OF BUSINESS

Adjournment

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



Secretary/Assistant Secretary



Chairman/Vice Chairman