

**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, November 16, 2023** at 7:00 p.m. at Faith Lutheran Church, 5550 Faith Drive, Viera, Florida.

Present and constituting a quorum were:

Rob Dale	Chairman/Departing Supervisor
Jennifer DeVries	Vice Chairman
Steve Colasinski	Treasurer
Pete Carnesale	Assistant Secretary
Ron Rysztoji	Assistant Secretary
Bill Macheras	Incoming Supervisor

Also present were:

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

FIRST ORDER OF BUSINESS

Roll Call

Mr. Showe called the meeting to order at 7:00 p.m. All Supervisors were present.

SECOND ORDER OF BUSINESS

Pledge of Allegiance

The Pledge of Allegiance was recited.

THIRD ORDER OF BUSINESS

Public Comment Period

Mr. Showe: The next item that we have is the public comment period. For the record, I will announce that we have only members of the Board and staff present tonight.

FOURTH ORDER OF BUSINESS

**Approval of Minutes of the October 26,
2023 Board of Supervisors Meeting**

Mr. Showe: As far as the minutes, we could not get them done in time to get them to you tonight. So, we'll put them on the next agenda. Obviously, it's a short window.

Mr. Dale: Right.

FIFTH ORDER OF BUSINESS

New Business

Mr. Showe: With that, we can go to New Business. We don't have any. Does the Board have anything that they want to bring up at this time?

Mr. Dale: No.

SIXTH ORDER OF BUSINESS

Old Business

A. Action Items List

Mr. Showe: We can go to the Action Items List. Earlier today, we did get an answer from the District Engineer on the status of the map. He has most of the map built. There are some portions of the golf course that he couldn't find records on. So, he's going to get with Jim and his staff and go out and take a look at that and then go through the rest of that map and we should be wrapping that up. As far as the parking lot paving, that's been completed.

Mr. Moller: It turned out good. I think we talked about that last time, too.

Mr. Showe: On the driving range parking, I think Jim is working with the District Engineer on what we need to get for the permit. I'll follow up with him on that, but we also are working with our District Council on drafting up that Easement Agreement and getting that to the HOA. So, those are all in process. That's all that I have unless there are questions from the Board.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

Mr. Showe: We can go to the General Manager's Report.

Mr. Moller: Alright. We can start with the CDD. I have Pete working on all of the light poles along the Boulevard and the parking lot. There were a couple issues with some power poles. Some pigtailed had rusted out. He had some re-connections. Don from maintenance has been helping him with some wire trackers to track some of the lines to see if there are any

breaks. This way we can figure out which LED bulb or whatever you want to call it, needs to be replaced. I think we're probably going to have two. Once we get all of the electrics done, we're going to rent a lift and we'll get them pressure washed and re-painted.

Mr. Colasinski: I think we pay monthly for those lights.

Mr. Moller: I don't think that contract is in existence anymore.

Mr. Colasinski: Okay. So, that is done.

Mr. Moller: From my understanding, yeah.

Mr. Colasinski: Alright. So, there's no warranty probably with that.

Mr. Moller: No.

Mr. Colasinski: Okay.

Mr. Moller: I will double check. But I think the company that we had...

Mr. Colasinski: I think we're done. I have not seen a check from them in a while. I just want to verify whether there is or is not a warranty with that.

Mr. Moller: Okay.

Mr. Dale: Just for clarification, are you just talking about the ones on that island?

Mr. Moller: You have a couple basically from the intersection.

Mr. Dale: Right.

Mr. Moller: You have a couple coming up the Boulevard. Then we have four or five in the parking lot.

Mr. Dale: Right.

Mr. Moller: A couple have mold or algae.

Mr. Dale: That was where I was going with this.

Mr. Moller: We're going to get them pressure washed, cleaned up and then re-painted. I did get a stencil for the Viera East pass. Ed has that in his possession. So, we'll basically put like a little Viera East CDD nature path on the passes.

Mr. Dale: Where you were talking about, Ron.

Mr. Rysztoji: Okay.

Mr. Moller: Yeah, we figured that was the easiest way, instead of trying to figure out easements and signs. It was nice and clean. Golf maintenance is pretty much business as usual. The drainage concrete line, we received a quote from Sonic Concrete for \$6,000 to put a band repair on it. Basically, they will dig it out, put in some retaining walls and then put a band over

the break. I think it's like 3 inches settled. They figure 1 inch every ten years. They don't see any structural damage, so they think just a band repair will be sufficient.

Mr. Colasinski: Is there any sort of warranty with their work at all?

Mr. Moller: I don't believe so.

Mr. Colasinski: I'm just asking. It was \$6,000.

Mr. Moller: Yes. \$5,950.

Mr. Colasinski: Alright. So that's within your discretion.

Mr. Moller: Yeah, I've already started the ball rolling just to get it fixed.

Mr. Colasinski: Good.

Mr. Maheras: I know somebody brought up last time, but as far as any silt that might be inside it, getting in.

Mr. Moller: There might be a little bit, but that drain has a weir box, fish grate and debris grate. So, there's nothing larger than a little bit of sediment along the bottom.

Mr. Maheras: Okay.

Mr. Moller: Golf maintenance is business as usual. Golf revenue as of the 15th, is sitting at \$69,000. Last year, we did \$120,000 for the month. Food and Beverages is at \$28,000. Last year, we did \$40,000.

Mr. Dale: So, it's sitting at \$28,000 halfway through the month.

Mr. Moller: Right. Some things we had talked about before with the new head pro for aligning some budgets. In golf course maintenance, we still had a little extra in there, because when I went to Admin and I made changes with Wes and Justin, we still have some there. So, I think with not having him as the head pro in October, basically his \$65,000 is over 11 months. I think if we move \$10,000 from golf maintenance salary to golf ops, that should cover \$1,000 or \$2,000.

Mr. Colasinski: It covers 40%.

Ms. DeVries: 30%.

Mr. Colasinski: There a \$25,000 differential.

Mr. Moller: Well, if the 7% raise were take effect, you're looking at \$20,000.

Mr. Colasinski: We're doing the best we can with what we have right now.

Mr. Moller: Right.

Mr. Dale: Are you going to touch on what we talked about yesterday, where we were at with salaries and stuff like that.?

Mr. Moller: I was going to wait until the financials.

Mr. Dale: Okay. I didn't know if you were doing it now or later.

Mr. Moller: Inez and I sat in a Zoom meeting with a gentleman from Nest Eggs 401K. They work with ABS. So, basically, we just had like little meet and greet. He's going to get with ABS, get some data from us and then give us some costs on what it would cost us to offer a 401K plan for full-time employees. That's still in its infancy.

Ms. DeVries: What would be the cost? Why would there be a cost? We don't pay anything to have a simple IRA.

Mr. Moller: I think it would be just like an origination. I'm not sure.

Mr. Showe: There may be an admin fee.

Ms. DeVries: There may be differences in government versus what I do in a private business, but in my business, we have a simple IRA and it doesn't cost us anything.

Mr. Dale: Yes, that is on the table. That is potentially an option. If we do go the 401 route, you have third party administration fees. You have the costs associated with the investment sometimes that the employees incur. So, there are different things. We're small enough that a simple plan may work for us.

Mr. Moller: As soon as we get more information on that, I'll let the Board know.

Ms. DeVries: Okay. One thing, I'll just put it out now because it's in my notes for the financials. Could we get preliminaries before they go on the website, so we can basically just review them for any discrepancies or anything like that?

Mr. Showe: Typically, we do that again. These were kind of hard to get them in the short term, but I'll make a note of it.

Mr. Moller: Okay.

Mr. Showe: I know they normally send them out a day or two early. I'll just make sure that she includes you on those.

Mr. Moller: Yeah, you normally get it from her.

Mr. Showe: Again, this month with the meeting getting moved up two weeks, essentially makes it a little tough.

Mr. Moller: Okay. Other than that, I did order signs. They just came in the other day for the removal of golf balls and baskets. Pete's going to install those next week.

Ms. DeVries: Great.

Mr. Moller: It basically has our logo on it. It just says, "*Golf balls are the Property of Viera East. That is a crime punishable by Law.*" We're going to put one at the ball machine. We'll put one on that little concrete sand bin on the back driving range. We're probably going to put one more at the drive range tee, either on the water cooler or maybe on the club washers that we have. Then we'll put three down each side on the OB poles.

Mr. Colasinski: Actually, can there be one at the starter shack?

Mr. Moller: Okay, because I have one left-over. So, I'll put one at the starter shack.

Mr. Colasinski: The people in the pro shop will tell you, that's where the balls are going. They're going in people's personal carts.

Mr. Moller: The driving range, too. The new ball picker was delivered the other day, which was just in time because the front end went out on the old ball picker like that morning.

Mr. Colasinski: Wow.

Mr. Moller: It was perfect. It came a month early, so it was actually nice.

Ms. DeVries: Good.

Mr. Dale: I love it when a plan comes together.

Mr. Moller: Yeah, I mean, that's about it. We're still waiting on the A/C to be installed at the restaurant. Jamie had a guy contacted to install the oven and he backed out at the last minute. It happened to be the A/C guy was there, and he's like, "*We can do it.*" So, we're going to coordinate to install the oven and the A/C at the same time.

Ms. DeVries: Cool. Maybe even save a little money.

Mr. Moller: Yeah. Other than that, that's pretty much all I have.

Mr. Colasinski: Unfortunately, this is the first month, since I've been on Board that we actually lost money at the golf course, because we lost \$17,000, if you look at our revenue and expenses. I know we had an issue the first week in October with all the rain and so forth, but that was the first month that I can recall that we've actually lost money on the golf course. So, we just have to look at expenses. When we have less revenue, we always have to second check and have another evaluation of our expenses, so we continue to minimize any form of losses that we might

incur potentially. Weather is not something we can control, but expenses are something we can control.

Mr. Moller: Now, when you mean we lost money, are you talking about our total month?

Mr. Colasinski: Yes. If you look at the operating expenses versus the revenue, there's a differential of \$17,000.

Mr. Moller: Last year, we lost \$10,000 in October.

Mr. Colasinski: And that's what I'm saying. I did not recall.

Mr. Moller: We'll talk about the financials.

Mr. Colasinski: I'm just saying. It sounds like also with the pay period issue, that's probably about the same. Normally during the summertime is when we have the bulk of our maintenance expenses for the golf course. Is there something in October that we typically do that is a significant cost?

Mr. Moller: Bulk fertility.

Mr. Colasinski: Okay. I just want to try and understand. That actually goes into October then.

Mr. Showe: When comparing year to year, they actually spent less this year than they did last year on the revenue side.

Mr. Colasinski: Okay. Just so we have that understanding and take a look at things, because things will get better. So, let's keep going.

Mr. Moller: Okay.

Mr. Colasinski: If I wasn't the Treasurer, I have to say those things.

Mr. Dale: I would like to discuss the ball issue. The sign is great. I know we talked about how that's 80% of it and everything. Are we doing anything to get the starters involved in extra pet talk and emphasizing it?

Mr. Moller: When the signs go up, yeah, we're going to talk to the cart guys, the starters, PAs, basically all of the pro shop staff.

Mr. Dale: Right. Somebody made a comment to me and I can't remember exactly what the comment was, but it was also along the lines of something about ice. They said, "*Oh well they're not asking for it or they're not doing this anymore*" and it dawned on me, the reason why that was happening, was because we probably got a fair amount of private coolers going out also.

So, I guess I would just kind of package all of that together in that same pep talk about no private coolers.

Mr. Moller: They all should know that there are no outside coolers.

Mr. Dale: I guess where I bring it up as an issue is, I know everybody gets friendly with everybody at the place and it's tough to be hard on your friends, you know when your buddies are coming in with a cooler and have to say, "*Hey Joe, you can't do that. You can't bring those balls home.*"

Mr. Moller: That should be the easiest conversation to have.

Mr. Dale: Yeah, so that's what I'm saying. We have got to make sure that we have the right people that are not going to be intimidated by that. So, that's all I want to add to that.

Mr. Moller: Yeah, that's all I have, unless you guys have anything.

Mr. Rysztogi: I had a couple of questions on the 401K. Is it something that we're going to discuss and if so, in the past have we discussed a matching program or are we simply looking just to bring something on for the employees and that's something we'll look at later? I didn't know if that had been part of the discussion, if we're going to look at doing that.

Mr. Dale: We'll actually have to, because that will be fairly substantial, but if you're talking a 3% match on a number of people, you're talking thousands of dollars if you're talking your high-end employees.

Mr. Colasinski: It has to be in our budget.

Mr. Dale: Right.

Ms. DeVries: I thought we put it in the budget.

Mr. Macheras: You just mentioned something. I noticed the drop in beer sales. Is that why you brought up about the signs? I guess I want to make sure, it's one thing to look at budget to actual, but when I look at a loss of, let's say beer sales of \$5,500, is that a loss or it's just not what we thought we would do? Sometimes I put more into what have we done than what we think we're going to do. Do you know what I'm saying?

Mr. Dale: I didn't catch that one. I caught a few others but I didn't catch that one.

Ms. DeVries: It's a variance from the budget.

Mr. Macheras: Like Jim responded. I agree with Steve, being the next retail guy. If revenue is down, you look at expenses, but I'm also big on if we're looking at drawing back

expenses. So, if it's a rainy day, I'm assuming people go home versus if sales are down. Do you know what I'm saying?

Mr. Dale: Right.

Mr. Macheras: I know we've done a great job in that the last couple of years, as long as cutting expenses. It's related to what's not coming in versus an ex-retail person. They just say, "*Hey, we don't care where it comes from.*" I'm not big on doing that.

Mr. Dale: I think you hit the nail on the head. The weather, I think probably impacted some of that, but the other thing that I'm starting to get the feel for, as I've been doing this for a couple of years with the Board, is we get these variances. Like going back to March was a big one. It was like, "*Wow, we've got big expenses.*" I'll use the restaurant as an example, and then the next month, all of a sudden, we have a \$20,000 windfall.

Mr. Macheras: Right.

Mr. Dale: I think you kind of hit the nail on the head. I don't think this is the case in every situation, but I think what's happening is it's kind of an amortization issue.

Mr. Macheras: Right.

Mr. Dale: Where we get three pay periods or we get three cycles of something or two beer deliveries.

Ms. DeVries: Right.

Mr. Showe: And that happens.

Mr. Dale: In the same timeframe.

Mr. Macheras: That happened the other day. Both came last month.

Mr. Dale: Right.

Mr. Macheras: Okay.

Mr. Dale: It still raises the red flag and it is worthy of asking the question.

Mr. Colasinski: It's important to understand.

Mr. Macheras: Right, that's what I'm trying to say. I've been with a company that you got a bonus paid on the profit you made or you get a bonus based on what they budget you to make.

Mr. Colasinski: Right.

Mr. Macheras: Like you said, I'm still trying to figure it out.

Mr. Dale: Right.

Mr. Macheras: But there are a lot of different ways to look at. It's a better minus than the minus last year.

Mr. Showe: Month-to month is always hard when you're looking at just the first month of the year, because you don't see the trends that might happen. You don't see the kind of things like Rob was mentioning where they bought a bunch of fertilizer this month and even though they might use it for the next two or three months, the expense hits here one time. So, those kinds of things, you don't get a sense for that in just looking at one month. But it does give you some trends that we will start looking at.

Mr. Moller: Yeah October, from the maintenance side, a lot of the companies, do their early order programs. So, we usually will get anywhere from 3% to 5% rebates and discounts on things we're running throughout the year. Usually what I do, is I'll do the early order and then I'll spread it over six or twelve months. So, like a bulk fertility that I'll spread it over four months.

Mr. Colasinski: As the front end. Right?

Mr. Moller: Right.

Mr. Colasinski: Okay.

Mr. Moller: Yeah, so I think last year from our early order program, we deposited a check a couple of months ago. I think we received a \$2,200 rebate check from the chemical companies.

Mr. Colasinski: Yeah, so you're being pumped, as they would say, *"Be penny-wise and pound-foolish here, if you're actually looking at the big picture."*

Mr. Dale: Right.

Mr. Macheras: It makes sense to get details.

Mr. Dale: Just going forward, Jason, anytime I have those questions, I go to them and they're phenomenal with walking me through some of the stuff.

Mr. Macheras: I can help out with the beer sales.

Mr. Moller: What are you comparing it to?

Ms. DeVries: He's comparing it to the budget, what the revenue is.

Mr. Moller: Versus the budget?

Ms. DeVries: Yeah.

Mr. Moller: Okay. Because we had \$94 in beer sales, which is nothing to sneeze at.

Mr. Dale: Believe me, compared to the beer sales of four years ago, it's off the chart.

Mr. Colasinski: These are reported.

Mr. Dale: Yes.

Ms. DeVries: The other thing to keep in mind, too, is that we do an annual budget and it gets divided by 12 and not all of our months are equal.

Mr. Showe: Correct.

Mr. Colasinski: It's a linear projection. What else do you use?

Mr. Showe: Yes, exactly.

Mr. Dale: Thank you, Jim.

B. District Manager's Report

Mr. Dale: Jason?

Mr. Showe: As far as my report, obviously there's not a whole lot still going on. I think that I reported on most of the things. We'll keep the Board abreast as we get any updates on that ethics training that you'll have to do. Again, don't worry about it. It really doesn't kick in until January 1st, but as soon as we get some hard links to give you, we'll give you that so you can be prepared when your Form 1s go out. But other than that, there's not a whole lot going on this month.

Mr. Dale: Good deal. Alright.

Mr. Showe: To answer your question, Jennifer, we did bill budget 3% for retirement already in the budget.

Ms. DeVries: Yeah, that's what I thought.

Mr. Showe: Yeah. We're thinking ahead.

Mr. Colasinski: We talked about it last year.

Ms. DeVries: Yes, that we wanted to do this.

Mr. Showe: Oh, and we did coordinate with Inez. They're going to process all of the bonuses based on the progress of the golf course. Will it be in the next paycheck?

Mr. Colasinski: Yes.

Mr. Dale: What is the approximate date they will get the checks?

Mr. Moller: The 22nd.

Mr. Dale: It makes for a nice Christmas bonus.

Ms. DeVries: Yeah, the day before Thanksgiving, on Black Friday.

Mr. Moller: We did the same as last year. It was the paycheck right before Thanksgiving.

Mr. Dale: I really like the timing on that. That's really nice. Alright, Michelle?

C. Lifestyle/Marketing Report

D. Restaurant Report

Ms. Webb: We're still doing Sassy Saturdays. This Saturday we have *Music on the Patio*. We're going to do a charity bingo for one of the schools, one of our continued patrons of a long time with our restaurant. They are going to do everything for it, but hopefully they're going to bring in about 25 to 30 people on a Sunday afternoon. So, that will hopefully drive up our Sunday business. We get some people now, but it's not as popular. That's going to be on the 3rd.

Mr. Colasinski: Bingo.

Ms. Webb: I know, we weren't allowed to have Bingo for a very long time. So, everybody's very happy that they have Bingo. On the 2nd, we have Mr. Will Purdy. He's on the patio as well. We already have four different companies coming in to use our patio for their Christmas celebrations. One of them is going to be on the 14th. It's actually BFT Group that are coming in and they will have 25 to 30 people for that. I'm getting emails all the time. I told Jen she had to start watching Hook & Eagles email, because they're asking all of these questions.

Mr. Macheras: Michelle, is that something where they rent the space or you just hold it for them?

Ms. Webb: Generally, when they say they're going to bring in about 25 to 30 people, we try to figure out placement. We will ask them, "*Are you okay to use the patio?*" Because then it leaves the restaurant open for patrons or we'll divide part of the inside and then the outside will be available. That outside has done us very well with having it, because we've been able to do quite a bit of partitioning. It's been nice the last couple of ones we've had that out there, people are very happy to be out there. That was a big deal on the last *Music on the Patio*. It was so windy and we took those things down. It was a game changer. We have people saying, "*Hey, we're going to leave. It's too windy.*" We only did a part of it, but then when we did everything, it was windy. It even changed the wind flow of the one area. It blocked it off. So, it perfectly aligned those things to make it really still continue to be useful.

Mr. Dale: Pete, did a very nice cleaning of all of that.

Mr. Moller: Yes. There were wasp nests.

Ms. Webb: Yeah, I got a wasp nest dropped on my head with wasps in it.

Mr. Moller: Even like the other day, we just closed off the one part by the bar, because all of the wind was coming out of the east. It was perfect.

Ms. Webb: Yeah. It was nice.

Mr. Colasinski: We put that extra section in to cover the north door as well, because we used to get rain and we would just get blown through the door. So, we made sure we extended further to the east so you could cover that door. It seems to be working out well.

Mr. Dale: Its funny what we opened it up too.

Ms. Webb: Thank you for that, because if we did not put those up there, people would have left that night. Instead, they stayed until the end and they kept buying food and drinks. So, that's a game changer out there. Like I said, we keep having people want to use our facility. I had one lady ask, "*We would like to rent your private room.*" When I said, "*We don't have a private room,*" she said, "*Well, that outside thing, isn't that a room*" and I'm like, "*Not really, it's a patio.*"

Mr. Dale: We'll make it a room for the right price, though.

Ms. Webb: Actually, we're getting very popular with that. We get a lot of calls about using it, which drives in more revenue for us. We're also going to have on December 5th, a charcuterie class on how to make a Christmas tree. I've already worked out those deals. So that's very popular. She charged \$65 and I already have 10 people coming.

Ms. DeVries: Wow.

Mr. Dale: And what do we get out of it?

Ms. Webb: Beverages and food.

Mr. Dale: The full restaurant.

Ms. Webb: I'm really going to push drinks. So, hopefully that will be important. I want to start doing those type of little things for people, too, the classes. I know when we originally brought the restaurant up, that was one of the things that we talked about. It was going to be like we would have these wine tastings and we'll do all this other great stuff, but it never happened. So, I think if we start bringing that up, we will start having some good response. Now we got in contact with the companies. So, we're going to be busy. We put off trivia until January.

Mr. Colasinski: Yeah, good idea. I received an email from Duran today about an event, a breakfast with Santa. I forwarded it to you.

Ms. Webb: I saw that.

Mr. Colasinski: It's an interesting idea.

Ms. Webb: We don't have enough families coming yet.

Mr. Dale: Santa left.

Ms. Webb: They are following me on all our sites now. I've been pushing them. You had better been doing your Space Coast Living magazine daily, because they're following on all sites. I pushed out the video and they followed me with theirs.

Mr. Colasinski: By the way, I also enjoyed your Farmers Market last Saturday. I bought lots of good stuff.

Ms. Webb: We had it up to 60 vendors when we first started and that's too many vendors. There are too many cars coming in. It was too much. So, we kept it around 40. People will email me asking, "*Is such and such going to be there?*" So, now we have a check in on the website. I'm trying to keep up with Vero Beach, because we did lose some of our vendors to Vero Beach, because they have it every weekend. There are a lot of people saying, "*Why don't you guys do more?*" Because we won't have the same crowd.

Mr. Dale: You could take from it.

Ms. Webb: We only do it once a month, but we've been having it. I wasn't expecting to be very busy because of Veterans Day. I wasn't sure, but I had several vendors that sold out. That's why they keep coming back, because they keep selling out when they're with us.

Mr. Colasinski: They have good stuff.

Ms. Webb: Yeah, they absolutely have good stuff.

Ms. DeVries: So, was there one in October?

Ms. Webb: There was one in October.

Ms. DeVries: I don't see any revenue for that on the financials.

Ms. Webb: It probably gets grouped into a bulk because it's under the PayPal account.

Mr. Dale: We'll come to that.

Ms. DeVries: We'll come to that. Okay, I see miscellaneous income from the Farmers Market and it's blank.

Mr. Showe: Yeah, I think she made the withdrawal in November for the payment.

Ms. DeVries: Okay. It's the deferred we're talking about.

Ms. Webb: Yeah, because there was, like, \$3,500. I've trained them all. They're going on PayPal now. I check before they come in. But yeah, they're doing really good with that. I have

some that paid ahead, so they keep their spots. Inez should be getting some checks. I don't know if she already did. I have to check with her. Several of the sign people said there are checks. I verified that before and then the big \$1,000 one that we have. One of them said they have to wait until January.

Mr. Dale: Can you just elaborate on that?

Ms. Webb: The signs at the park, that we did for "*Partners In the Park*," where they can come in and buy different sponsorships, they have different size signs and keep their advertising up for a year. Then what we do is we say, "*Okay, your year has ended. We'll keep it up until December, if you commit that you're going to renew with us.*" Several of them are renewing now. Some of them just mail in a check and then others wait until after January, because that's their fiscal year for budgets and this is not. Most of them have committed and I've had a couple of other ones reach out.

Mr. Dale: Anticipated revenue over the course of a year from that?

Ms. Webb: Well, we got in about \$5,000 off of that.

Mr. Dale: About \$5,000. What does that help us do?

Ms. Webb: Keeps the stuff at the doggy park, all of the doggy bags and to replenish them. I'm not responsible for the sod, but it helps keep that funded. I'm hoping to get this *Art in the Park* going on with the weather. It's not really being very cooperative. So, we pushed that out until January/February.

Mr. Colasinski: Let it dry out a little bit more.

Ms. Webb: Yeah, because we were kind of going to do it and I have two of the artists saying that they can't bring their stuff out in this weather. I was like, "*Okay.*" So, we'll probably put that on the back burner until January/February when it's not too cold. It's really nice to be outside. I mean, we still have stuff going on. I'm starting to get ticket sales in for the casino night on January 27th. I'm still working on getting the menu finished. A big group used to come into the restaurant on Wednesday and did a big thing about appetizers, so I did a special and they're like, "*Oh, can you do this right now?*" I'm noticing an increase in my needs around the place, too. So, I still have to sit down with the calendar, but we talked about when I'm on winter break, just sitting down and kind of plug it in, like, what do we want to do in January?

Mr. Colasinski: You have next week off.

Ms. Webb: Yeah, I'm bringing my grandson. That's another thing, I have to get with Kyle about March.

Mr. Dale: Is that next week?

Mr. Colasinski: Yes. Surprise.

Ms. Webb: He said 7:00 p.m. to 9:00 p.m., but my grandson is actually five.

Mr. Dale: When are we going to get the glow golf going?

Ms. Webb: We'll figure that out.

Mr. Dale: Next year or this year?

Ms. Webb: No, this year.

Mr. Colasinski: Okay.

Ms. Webb: But we have to figure that out calendar wise. We've been trying to do it in the November meeting time or it might be in December. It might be on the 9th. The problem is it won't be. That's kind of why I wanted to try for the 9th. I don't know if the 16th would be better/

Ms. DeVries: It's close to Christmas.

Ms. Webb: Well, it's close to Christmas, but it is our next *Music on the Patio*.

Ms. DeVries: Okay.

Ms. Webb: So, it might work.

Ms. DeVries: It would be nice to combine it.

Ms. Webb: I see it drying out. This Saturday is *Sassy Saturday* and *Music on the Patio*.

Mr. Dale: Right.

Ms. Webb: The following one after that is *Music on the Patio* again and then we're gone on the 16th. Then on the 23rd and 30th, I figure we would not have any music. There are actually five weeks in December and five weekends.

Mr. Colasinski: That's going to be another pay period nightmare.

Mr. Dale: It's going to be a good profit month.

Mr. Colasinski: Assuming we have a higher revenue than expenses.

Mr. Dale: Yeah. Good point.

Ms. Webb: I just put out six ads. One ad was for the holiday thing that's going to be out during Thanksgiving, the holiday book. The pro shop is going to advertise for gift cards. They have a new beer. They are actually going to call it *The Hook and Eagle Lard*.

Mr. Colasinski: Lager.

Mr. Dale: Not Lard.

Ms. Webb: I am not a beer drinker. Hook & Eagle are actually giving us their own brand. Of course, anytime we give away things for free, I'm putting it through our marketing. I'm having to move stuff out of my budget to make sure it fits in. We're going to do a buy one, get one free from November 25th through December 25th, where they can come in and try our lager. That's the only place I put it in the advertisement, because its only for holidays. Then, of course, Space Coast Living magazine ends on the 25th as well. So, we will be do that until January. I know we'll get something.

Mr. Dale: We'll get an email probably at the end of December.

Ms. Webb: When I set my ad, I'm like, *"We're really pushing for that best golf course on the Space Coast."*

Mr. Colasinski: Okay.

Ms. Webb: I let her know that we've been advertising it for three years now and then we advertise in The Viera Voice.

Mr. Dale: Okay. Does anybody have any further questions for Michelle?

Mr. Colasinski: Keep going. How do you keep all the dates straight?

Ms. Webb: I have a very big calendar. I'm not happy with my other job. They just put me on the Food Committee.

Mr. Dale: Yeah, let's not discuss that one.

Ms. DeVries: No.

Mr. Colasinski: One nightmare at a time.

Ms. Webb: Yes.

Mr. Dale: Alright.

EIGHTH ORDER OF BUSINESS

Treasurer's Report – Consideration of Financial Statements

A. Approval of Check Register

Mr. Colasinski: Treasurer's Report or are we done with that?

Mr. Showe: I can make a quick update on that just for the Board's awareness. We did make the final payment to the prior vendor. We checked with both Jim and Michelle. Michelle has everything she needs on the social media side.

Mr. Moller: There should be two more. November is the last one.

Mr. Showe: Right. We confirmed before we cut those checks that he has completed all of the terms of the contract.

Mr. Dale: Okay.

Mr. Showe: We made sure we had everything that we needed fully before we move forward to pay those.

Mr. Dale: It was a tough but amicable separation. What do we have for the Check Register?

Mr. Showe: We have Checks #4839 through #4865 for the General Fund and Checks #31146 through #31211 for the Golf Course Fund, for a total of \$131,192.89.

Mr. Colasinski MOVED to approve the Check Register for October 19, 2023 through November 10, 2023 in the amount of \$131,192.89 and Mr. Rysztocki seconded the motion.

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

On VOICE VOTE with all in favor the Check Register for October 19, 2023 through November 10, 2023 in the amount of \$131,192.89 were approved.

B. Balance Sheet and Income Statements

Mr. Showe: Next are the financials. We can take any questions on that.

Mr. Moller: I just wanted to touch on the financials, just with the golf operations salaries, it's posted as \$30,824. Basically, if you took the three pay periods and add them together, it's that number. Usually when Hannah does the monthly payroll, there was four days in September and seven days in November, 11 days in that payroll that should be in other months. So, that should bring that number down to \$22,500.

Mr. Dale: If it were amortized.

Mr. Moller: Yeah.

Mr. Dale: That kind of goes back to what I was talking about earlier, Bill, where things get out of whack a little bit.

Mr. Macheras: Sure.

Mr. Colasinski: We have to ask questions and as long as we understand, we go forward.

Mr. Dale: Right.

Mr. Colasinski: But if we have to take corrective action, we do. That's just what we have to do.

Mr. Dale: Do you have any others?

Mr. Moller: No, that was pretty much the big item.

Mr. Dale: Yeah, because I know we had a big email exchange going and I appreciate everything that you guys did yesterday. I just kind of wanted to give you guys a heads up, which was my thought for the meeting.

Mr. Showe: I greatly appreciate that.

Mr. Dale: So, we didn't come in here and say, "*Oh, well, I don't know, I'll have to go look into it.*" We can look into it before the meeting. So, that was all wonderful. You guys knocked it out of the park. I appreciate that. But two of the issues that I did have, in going through the financials, one of them you did get into a little bit, Jason, with the \$1,200 for entertainment that we still have flowing through the restaurant.

Mr. Showe: Well, right now there's nothing flowing through there. That's just a pro-rated amount. Because there was a budgeted amount in there, it shows as prorated. There were no expenses for that.

Mr. Dale: I don't have it. I don't want to fumble through it.

Mr. Showe: We've moved all of our entertainment to the General Fund.

Mr. Dale: Okay. So, in other words, I was looking at the budgeted amount.

Mr. Showe: You were looking at the pro-rated amount. There are no expenses.

Mr. Dale: Alright, regardless, even that, I guess that kind of falls under the bigger discussion that I wanted to have. We had talked about having the breakdown for expenses and revenue and everything like that for marketing, separately. We did that, but we clumped it all into one line item.

Mr. Showe: Yeah, what we'll have to do, is to see if there's a way we can do a separate report that kind of just breaks out the revenues and the expenses.

Mr. Dale: Then we could throw things like we're just talking about, with the entertainment and everything else. Then what else it would do, is it would show us the revenues. I mean, I know it's there, but we have to hunt and peck through things to find it. It would show us the revenues from vendor signs, all of the things that we have going on right now. The reason

why it's such a substantial issue is we're talking close to a \$100,000 budget now that we're flowing, now that we moved the entertainment from the restaurant over to marketing. That added another close to \$20,000, plus.

Ms. DeVries: Right. My concern is that the revenue from that shows in the restaurant and not in marketing.

Ms. Webb: Right.

Ms. DeVries: So, she has the expense, but the restaurant gets the revenue. Sometimes people look at that and go, "*Well, that's not paying for itself,*" because the revenue is somewhere else.

Mr. Dale: I get it, but the way I would look at that is it's an amenity. It's sort of like the park. Parks don't produce us income. I mean, it produces a little bit of income, because we've gotten innovative with it, but a park doesn't produce income.

Mr. Colasinski: There's no direct correlation. It's assumed that there will not be.

Ms. DeVries: Okay, right.

Mr. Dale: It really falls under the category of events that we're conducting for the community. You're right, it's a raw expense.

Ms. DeVries: It's a raw expense, but it generates revenue in the restaurant. It generates revenue in the golf course, but those revenues go somewhere else.

Mr. Dale: Right, but the primary purpose of it is as an amenity.

Mr. Colasinski: Is the District benefiting from paying money for those?

Ms. DeVries: I agree with that, that the District is benefiting from that. My concern is how that might look.

Mr. Showe: I think it's the quantification, what she's looking at.

Ms. Webb: When I have *Music on the Patio* on Saturday night, I know how much revenue they created versus the following Saturday that didn't have *Music on the Patio*.

Ms. DeVries: Right.

Ms. Webb: Is it worth the money that I'm spending to pay the person who is there to have it?

Ms. DeVries: Right, Michelle, I know you're really good with data and that may be what we have to show, like some of these things where you are spending marketing dollars.

Ms. Webb: Right.

Ms. Webb: They just have to run a tab that night, for us to compare with a Saturday night.

Ms. DeVries: I just heard people say, "*Wow, the marketing things don't make money.*"

Mr. Colasinski: I never heard anyone say that.

Ms. Webb: I've heard some people.

Mr. Dale: You live over there with the grinches?

Ms. Webb: Don't say that.

Mr. Dale: Not all of them are grinches.

Ms. Webb: And that's what I try to do.

Mr. Dale: I'm good.

Mr. Colasinski: Grinches are grinches.

Ms. Webb: That's what I try to do. I never really want anything like *Sassy Saturdays*. I make sure that what I'm spending to provide *Sassy Saturdays*, are met in the amount of money they pay. So, if they pay \$45, the golf course is giving the price that they would get for a 3:00 p.m. rate for anybody walking in the door. I would give them additional things like what we are charged for alcohol. So, it's not like it's coming out even or whatever.

Ms. DeVries: Right.

Ms. Webb: Its creating the revenues for that type of stuff.

Ms. DeVries: So, what I've told people in the past, is that your marketing position pays for itself. The revenue that you get from the Farmers Market, the revenue that you get from the signs, the revenue that we get from the events, but being able to show that.

Ms. Webb: Right. It's hard.

Mr. Dale: Pretty much it's just a reverse hunt and peck.

Ms. DeVries: Yes, it is. It's going to be a reverse hunt and peck.

Mr. Dale: Frankly, it's this Board that is responsible for the oversight of everything and it's been difficult for us the reverse way.

Mr. Showe: Correct.

Mr. Dale: What we're trying to do, is make it easier for us and if somebody has a problem with it, we'll explain it to them.

Mr. Colasinski: Does having a Clubhouse help with golf operations? Oh, yes, it does. But is there something directly attributed to an expense of building a Clubhouse? You have to invest

in order to make money and our marketing investment is intended to provide profits for the District. As long as we are bringing that in, in some shape or another for the District, that's all that counts.

Ms. DeVries: I'm totally with you there.

Mr. Dale: I know you are.

Mr. Colasinski: What I'm saying is, don't worry about perception because it doesn't matter what you do or what you say. That perception is still going to be there and you can't change that.

Ms. DeVries: I know it's true. It's just a different hunt and peck. So, what I would ask is, I know Michelle, you're really good with the data, so if we can see this event, the cost and the revenue.

Mr. Webb: Yeah, we'll generate the data, because I would love to see that.

Ms. DeVries: Yeah, I do too.

Ms. Webb: That's why I do my stuff. But what a lot of it comes down to, is a lot of the stuff that I do, like if we had to hire out somebody to build the new website for Hook & Eagle, it's going to cost you \$750 to \$800 just for the design.

Mr. Colasinski: It's like the advertising in The Viera Voice.

Ms. Webb: Right.

Mr. Colasinski: It is a similar thing.

Ms. Webb: Yeah. It is expensive. It's the only way you're going to know. Like I know Space Coast Living magazine, every time we've won, we have an increase in social media.

Mr. Colasinski: So, we were on balance sheet and income statements?

Ms. DeVries: Yes, we were.

Mr. Colasinski: Okay, are we done with that now or are there other questions?

Ms. DeVries: No questions.

Mr. Dale: We are going to be able to break that down as the summary position?

Mr. Showe: We'll figure something out.

Mr. Dale: It's kind of similar like what we do for the restaurant, a separate breakdown for that.

Mr. Showe: We might have to reach out to Michelle on some of that, because some of that may not be crystal clear when Hannah's looking at the expenses and the invoices, but we'll put something together.

Ms. Webb: As long as I know what comes through, I kind of keep my own ledger.

Mr. Showe: Why don't you send that to us?

Ms. Webb: That might make it easier.

Mr. Dale: Alright. Are there any other income statement issues? Ron, are we good?

Mr. Rysztocki: Yeah, I'm fine.

Mr. Dale: Bill, we are once again very happy to have you here.

NINTH ORDER OF BUSINESS

Supervisor's Requests

Mr. Macheras: Are we at our individual Supervisor's Requests?

Mr. Dale: Let's do it.

Mr. Macheras: Two quick things, just to kind of piggyback on what we were just talking about with marketing, one thing we have to remember too, it brings in a lot of business that we can't measure. So, if my wife and I go for karaoke night, this place is great, but if I go back on Wednesday to eat, that's something you can't measure.

Ms. Webb: Right.

Mr. Macheras: But going back to what Jason did a couple of months ago on that bar chart, even if annually, we added one little something over here and just showed that because again, how powerful was that as far as visually? A lot of us might not understand what's behind it. I can understand this.

Mr. Colasinski: Right. It's the big picture we're trying to prove.

Mr. Macheras: So, it doesn't have to be anything in depth, but something simple as putting that on annually, I think. Again, there's a lot of stuff we can't measure. I just want to thank Jim. I had a resident that inquired about a process of removing a reptile from the lake and Jim was really good about calling him back right away and discussed the difference between a nuisance and somebody just enjoying the water. I appreciate him following up on that quickly. That's it.

Mr. Dale: It's generally a death sentence.

Mr. Showe: No, it's not generally. If you call the nuisance gator line and the trapper comes out, they will harvest that gator and it may be right there on the lake bank in front of everyone.

Mr. Dale: They're not taking it out to the middle of Florida to give it a better home.

Mr. Showe: They're not taking them to Gatorland. They're not relocating them. It may occur right there on the lake bank when they drag them out in somebody's backyard.

Mr. Dale: Yup.

Mr. Macheras: It's funny, you know, that happens. I was watching a show a few weeks ago that was live. It was in Daytona, actually. It was in the person's front yard and he's like, "*Oh, look.*" It's kind of surreal.

Mr. Showe: It's a thing to see.

Mr. Macheras: But I'm glad you explained that just because they're swimming in there doesn't mean they have to come out. Right?

Mr. Showe: Yeah. Florida has criteria for what they deem as a nuisance alligator. We always like the residents themselves to call, because Jim and I can call, but they're going to ask us questions that we don't know the answer to. They're going to say, "*Where's the gator at?*" I don't know. "*What lake is it in?*" It's that one. I don't know. "*What did it do?*" I don't know.

Mr. Colasinski: Okay, I have a few requests here, nothing that we can't solve, though. Midges are coming back again on Lakes 20 and 21. So, I have requests from the residents out there, to maybe do another load of catfish in each of the lakes. That seemed to be very good and effective last year. So, if we could look into that, getting them another dump of catfish in each of those lakes, because as the catfish get older, they don't appear as midges anymore.

Mr. Moller: That was Lakes 20 and 21?

Mr. Colasinski: Yes, Lakes 20 and 21. Okay. The other thing is that I live over in Herons Landing and my yard backed up to the scrub jay habitat over there. Recently, we've been having a number of ATVs coming through there at night. Okay. So, I did call the Sheriff's Office last Friday night to make them aware of it and so forth. They said, "*We'll come out and take a look and if we find someone trespasses, we already have a trespass order in place, so that shouldn't be an issue.*" My concern with this whole thing is with poaching, because I've had other residents say they heard gunshots out there and so forth. There are some big deer out there as I've seen on my Ring camera at home. I would like to suggest that maybe we could strategically put

some trail cams out there, to evaluate whether or not we are having poachers in there or other trespassers in there. That can also provide us information about where they may be located so the Sheriff can help eradicate them. The other thing too, is that we don't get in there too often, but we have that drone. Not at night, but during the day, we could have it out there just to see what's going on in there too. It might be worthwhile to go out there and see what's going on, because we don't go in there too much intentionally. So, anyway, can you look into some trail cams that we can put out there that are solar power and then have like have an LTE signal that we can actually take a look at those and see what's going on out there?

Mr. Moller: Yeah.

Mr. Colasinski: Because with the ATVs, there have been multiple incursions, not just once.

Mr. Macheras: Just really quick, is there a way to figure out where the point of entry is?

Mr. Colasinski: There are a couple of entry points up on Viera Road, but there are fences there, so I don't know exactly. You can go around somebody's yard and get in there too. So, there are a variety of entry points. For instance, you could go to the end of a court and there's somebody's home there. You could just go right through the yard and go on. So, it's hard to say exactly where they're coming through.

Mr. Dale: It goes essentially from Viera Boulevard all the way up to Barnes. So, you would be able to access that way.

Mr. Colasinski: A trail camera would give us some more information.

Mr. Dale: There are all sorts of ways that they could be getting in there.

Mr. Colasinski: So, Jim, it's really a matter of you guys figuring out what you would consider to be strategic locations and then how many cameras you might want to consider.

Mr. Moller: That's a big area.

Mr. Dale: I would also add a little bit to the mix, we have to start thinking about deterring homeless camps and things like that.

Mr. Colasinski: Well, that's exactly correct, because we had the guy to live over there where they're putting in Home Depot. They just hang out in the parking lot. Melbourne had that problem in their city with encampments. That's entirely possible and that's not what that area is for. It's for the scrub jays.

Mr. Dale: The whole area across from the Tasty Freeze, it was all along the water edge.

Mr. Colasinski: On Hibiscus as well, there was an area, until they put it in apartments.

Mr. Dale: Yeah.

Mr. Colasinski: But the drone during the day might give you a good way to just kind of oversee things, see what's going on. Alright, that's the end of that item. The next one is, if we could consider maybe doing a golf kids clinic during the Christmas holiday. I'm hoping we can pull something together. We would have to coordinate the information with Michelle for announcing it to everyone. I'm hoping we can do something for that. Lastly, it sounds like, Rob, you're not going to be here for our next workshop, which is on December 7th. Is that correct?

Mr. Dale: Correct.

Mr. Colasinski: Alright. It sounds like you're not going to be here, right?

Ms. Webb: We will be here on the 4th.

Mr. Colasinski: You're going skiing?

Mr. Dale: We do leave on Thursday.

Ms. Webb: Thursday night. We leave at 7:30 p.m.

Ms. DeVries: So, you won't be here.

Mr. Colasinski: I will not be here either.

Mr. Dale: I didn't even think about that.

Ms. DeVries: I am driving that week from Chicago and I plan to arrive for the meeting.

Mr. Colasinski: So, that means you three have to be here, in order to have the meeting. I'm just trying to save Jason the headache.

Mr. Showe: The question is, is there anything to conduct that would be worth conducting on December 7th?

Mr. Dale: I have nothing at this point.

Mr. Colasinski: That's the point, because both your commitment is significant in being here. So, that's why I wanted to bring that up.

Mr. Dale: That's a good point. That's a good catch.

Mr. Showe: If there's no desire to hold it well, if it's the consensus of the Board that we really don't have anything that we need to conduct at that workshop, we can just leave it on the calendar. Then if there's nothing that comes up, between now and then, we can just cancel it.

Mr. Colasinski: You're going to be on an airplane and I'm going to be in North Carolina. It would just be you three. You can do something, but it's a matter of do we have anything of substance to constitute a meeting?

Mr. Macheras: Just out of curiosity, not that I'm going to be sitting waiting to get an email, when would you make that decision?

Mr. Showe: Oh, typically, we'll set those agendas a week before. So, by November 30th you would know.

Mr. Macheras: It would just be the three of us.

Mr. Showe: Again, if it's okay with the Board, what I'm hearing is if there's nothing urgent that comes up, we'll just cancel it.

Mr. Colasinski: Yeah.

Mr. Showe: Again, it's better to leave it for now, just in case. If you vote to cancel it now and something urgent comes up, we're done.

Mr. Dale: You can't put the toothpaste back in the tube.

Ms. DeVries: Right.

Mr. Colasinski: Okay. I'm done, Ron?

Mr. Rysztoji: I have nothing to add.

Mr. Colasinski: Okay.

Ms. DeVries: I have nothing.

Mr. Dale: The only thing that I'm going to do, is just expand for 15 seconds about Fridays with karaoke, as an example. That is half our revenue, basically, for the week a lot of times, that day, that Friday and then karaoke is the vast majority of that. It just kind of ties into the amenity thing. We have bigger nights and some nights we do a little bit less, but on average, we gross \$5,000 on Fridays as a whole. the majority of that comes from karaoke night.

Mr. Macheras: What's cool is, the few times I've been there, there are all different ages. I told you we ran into a friend I hadn't seen in years and her group from Northrop Grumman was there. You see people with kids. I see people 20 years older than me that dance better than I do. It's a great mix of just everybody.

Mr. Dale: We get three-year old's that sing.

Mr. Colasinski: But that's what community amenities are about, right?

Mr. Dale: I just wanted to kind of drive that home. We talked about quantifying it somehow and a lot of times the quantification we can find in our daily toast numbers or in our daily pro shop numbers. It's not all financials. I agree with you.

Mr. Colasinski: That's the key. A lot of these things that we're doing are not measured financially.

Mr. Dale: Right.

Mr. Colasinski: It's about the life experiences that people have within our District.

Mr. Dale: Right.

Mr. Colasinski: The opportunity that we provide them to enjoy their life, the recreation aspect.

Mr. Dale: The people that I'm talking to frequently on Saturday nights for the patio or for karaoke nights, they are residents of the District. They do not golf. If I had a nickel for every time I had somebody come up to me and say, "*We just really appreciate this because we don't golf, but this gives us something.*"

Mr. Colasinski: Right.

Mr. Dale: We even had the one woman that came to the one Board meeting, whatever it was, two months ago or so. She was new to the community and wanted to know what we have. She was just excited to hear about the Farmers Market and the restaurant and all the things that she didn't know about.

Ms. Webb: I look at this way, you guys also have leagues that use the golf course, but don't really sometimes help on our revenue at the restaurant. Right? They take their business elsewhere.

Mr. Colasinski: Right.

Ms. Webb: So, people that want to look at, well, karaoke, how much does that bring in or music on the patio? Well, sometimes even the leagues that we're supporting them to use our golf course, aren't always supporting.

Mr. Colasinski: If I'm not mistaken, we give them a discount on green fees.

Ms. Webb: Yes.

Mr. Colasinski: So, we are actually losing money by accommodating them, but we provide them with a golf experience.

Ms. Webb: Right. So, sometimes those people who want to make questions about the other things, they might not want to participate in. What they have to understand, is that can work in the same realm with the golf area. Well, these leagues aren't going to be supporting the restaurant or they're not going to be supporting other things and maybe we don't have leagues any more. Right?

Ms. DeVries: Right.

Ms. Webb: Because if everything has to derive from revenue from what you're doing, it's very easy to show that those golf leagues don't really drive a very big revenue, from a discounted rate for golf.

Mr. Colasinski: It's very much like getting your grandchild a Christmas gift.

Ms. Webb: Yeah.

Mr. Colasinski: You spent the money, what's the return?

Ms. Webb: Yeah.

Mr. Colasinski: It's a life experience.

Mr. Dale: But I will point out the obvious, this is the only three-year period in the history of this course, where we produced net revenue at the prolific rate that we have produced. Never in the history of this course has that happened. So, I think we're doing something right there.

Ms. DeVries: I think so too.

Mr. Colasinski: We've improved more than just the golf course, because we've done so much more down at the park. You drive by there and see how many people are in the park at any given day, all ages. That's a big deal and other activities that we do at the restaurant. That's what we're looking to do with the recreational assets we have. That's what we want. We want to provide a better experience, life experience for everyone.

Mr. Dale: Right. That's all I have.

TENTH ORDER OF BUSINESS

Adjournment

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



Chairman/Vice Chairman