

**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, June 27, 2024** at 7:00 p.m. at Faith Lutheran Church, 5550 Faith Drive, Viera, Florida.

Present and constituting a quorum were:

Rob Dale	Chairman
Ron Rysztogi	Assistant Secretary
Bill Macheras	Assistant Secretary
Denise Yelvington <del>by phone</del>	Assistant Secretary

Also present were:

Jason Showe	District Manager
Jeremy LeBrun	GMS
Jim Moller	Golf Maintenance Superintendent
Michelle Webb	Lifestyle/Marketing Director
Mary Ann Ferrara	Resident

**FIRST ORDER OF BUSINESS**

**Roll Call**

Mr. Showe called the meeting to order at 7:00 p.m. Mr. Dale, Mr. Rysztogi and Mr. Macheras were present in person and Ms. Yelvington was present via phone. Ms. DeVries was not present.

**SECOND ORDER OF BUSINESS**

**Pledge of Allegiance**

The Pledge of Allegiance was recited.

**THIRD ORDER OF BUSINESS**

**Public Comment Period**

Mr. Showe: I will note for purposes of our recording that we only have members of the Board and staff present.

**FOURTH ORDER OF BUSINESS**

**Approval of Minutes of the May 23, 2024  
Board of Supervisors Meeting**

Mr. Showe: We have the minutes of the May 23<sup>rd</sup> meeting. We understand that there are some typos, which we will review and if the Board has anything specific that they would like to change, we can take those now.

Ms. Yelvington: Regarding the installation of a fountain in the Fawn Ridge Lake, did we settle on \$35,000 and then we approved \$40,000?

Mr. Dale: It was an up to expenditure. It doesn't mean we were going to spend it. We estimated the expenditure at about \$30,000.

Ms. Yelvington: Right.

Mr. Dale: But it was \$35,000 in case there was something with regard to running electric or a county fee or something like that.

Ms. Yelvington: I'm with you there. It just looked like there was mention of increasing that to \$40,000, but then we approved \$35,000 and I just wanted to make sure that was the amount we settled on.

Mr. Dale: Clarification. I thought we approved \$40,000.

Mr. Showe: I think we approved \$40,000. I will verify it.

Ms. Yelvington: I thought we did too and it mentioned \$35,000 twice on that page.

Mr. Showe: I'll verify it.

Ms. Yelvington: Okay, thank you.

Mr. Dale: Just for purposes of the record, to our resident of Fawn Ridge, we were just discussing the fountain that was approved at the last meeting, which we will talk to you about after the meeting. We were very excited about it. It was fully approved.

Mr. Showe: The motion was for \$40,000.

Ms. Yelvington: Okay, so that should be corrected in the minutes. Right?

Mr. Showe: Yeah. We'll do that.

Ms. Yelvington: Thank you.

Mr. Dale: Alright. Are there any other corrections. Mary Ann, did you want to use your three minutes or are you just here to listen?

Resident (Mary Ann Ferrara, Fawn Ridge): Well, if I have three minutes, I would like to speak.

Mr. Showe: Let's approve the minutes first.

Mr. Dale: That sounds like a plan.

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

On MOTION by Mr. Macheras seconded by Mr. Rysztogi with all in favor the Minutes of the May 23, 2024 Board of Supervisors Meeting were approved as amended.

- **Public Comment Period** (*Item 3*)

Mr. Dale: Please state your name.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): Mary Ann Ferrara, 6840 Raccoon Court, Fawn Ridge. Thank you for coming to see that mess. It's still there. They have dug up everything and the sewer lines are a mess. Nobody knows whether or not we have water. I have no idea who is in control of the Crane Creek Plaza Project. It is disillusioning to see somebody come in and pick plants out of the islands at the entranceway. Over a year now we are bickering with them. Maybe it will work or maybe it won't. Also, who is in charge? Is it the CDD or the county? So that's one issue. The other issue is the overgrowth coming onto the sidewalk again and we found out that the signs that say it's a nature preserve and not to touch it, in the back, somebody went into the brush. There are other signs back there. Can somebody do something? Jim, can you do something?

Mr. Moller: What street is that off of? Is that the main entrance?

Mr. Dale: The Fawn Ridge area.

Resident (Mary Ann Ferrara, Fawn Ridge): Over behind the wall.

Mr. Moller: Over behind the wall is actually not the District's. There's a triangle around that sign that is actually owned by Fawn Ridge. Last year we took the Fecon down the north side and cut back as much as we could in one year.

Resident (Mary Ann Ferrara, Fawn Ridge): Okay, but if you go into the development, the north side of Crane Creek, everything is growing over again. People that walk their dogs are being attacked by the Brazilian trees.

Mr. Dale: Are you talking at the sign?

Resident (Mary Ann Ferrara, Fawn Ridge): Yes.

Mr. Dale: I guess what Jim's saying, is that's actually your property.

Resident (Mary Ann Ferrara, Fawn Ridge): That part is fine.

Mr. Dale: How much are we talking? Are we talking 30 or 40 feet?

Mr. Moller: Give or take. It's like everything else. Everything else is so cookie cutter right there. I think there's an area, probably half an acre, that has 4 different property owners.

Mr. Dale: Let's get together.

Resident (Mary Ann Ferrara, Fawn Ridge): Maybe we could clean it just a little bit.

Mr. Maheras: Can I interject, if you don't mind, because I know you've talked about this before and I hate wasting your time. It's not the Viera East Community Association's (VECA). It's not the CDD's. I don't mind cutting that stuff as long as the HOA pays for it, because the other 15 HOA's might say, "Hey." If it's yours, would you like for us to look into cutting it and you pay us or would you like to take care on your own?

Resident (Mary Ann Ferrara, Fawn Ridge): Well, we would just like to know, like I said, where the boundary line is.

Mr. Dale: Actually, one of your residents, a gentleman, I believe, Jim sent them the links and everything. I was copied on the message.

Resident (Mary Ann Ferrara, Fawn Ridge): Well, I will have to ask Rob. I think it was Rob who asked about it.

Mr. Dale: Yeah.

Mr. Moller: I will have our staff look at our boundaries and see if anything needs to be cleaned up there.

Resident (Mary Ann Ferrara, Fawn Ridge): If you will, we're working with Mary at Fairway. She's pretty sharp. She's right on the money.

Mr. Dale: Yeah.

Resident (Mary Ann Ferrara, Fawn Ridge): I said that I was coming, but I have to leave early.

Mr. Dale: Mary Ann, we can't take care of every HOA area, but perhaps for a very reasonable, nominal amount, because that is connected to the part that we own, maybe in the future we can just take care of all of that, if the HOA were to compensate us.

Resident (Mary Ann Ferrara, Fawn Ridge): Alright. If Jim calls or you call me, I will call Mary tomorrow and say that I was here and brought this up.

Mr. Dale: We'll try to work something out.

Resident (Mary Ann Ferrara, Fawn Ridge): The big issue for us is that stupid construction on the corner.

Mr. Dale: Yeah.

Resident (Mary Ann Ferrara, Fawn Ridge): Every sewer and manhole have green paint all over it.

Mr. Dale: Yeah, that is the county. I don't mean to pass the buck.

Mr. Rysztocki: That's a good question. Who does decide what gets planted in that center island?

Mr. Showe: The center islands?

Mr. Rysztocki: Yes.

Mr. Dale: Those are probably owned by the county or VECA.

Mr. Showe: I just clicked on those two median strips on the Property Appraiser's website and they are both owned by VECA.

Resident (Mary Ann Ferrara, Fawn Ridge): From Murrell Road all the way to the end.

Mr. Showe: Yep. The two are owned by VECA, according to the Property Appraiser.

Resident (Mary Ann Ferrara, Fawn Ridge): Okay.

Mr. Showe: Well, this is what happens when a community was built in the 1990s. Honestly, Jeremy knows, because in Baytree, it's kind of the same thing. We've got handshake deals all over the place. There's no paper trail of any of it.

Mr. Dale: Well, that's the same problem we have with the golf course, where everything's a hodgepodge. It's like they just threw it against the wall.

**FIFTH ORDER OF BUSINESS**

**New Business**

**A. Discussion of Fiscal Year 2025 Golf Course Budget**

Mr. Dale: Alright. Let's move on to the Golf Course Budget.

Mr. Showe: So, we presented you with a package. We received comments from Jennifer, to make some changes to the General Fund. There was nothing substantive. There were just some changes in account lines here and there, in different directions, based on current expenses and what we've spent. All were very reasonable. Feel free to take a look at those. For the Golf Course Budget in general, we've increased all revenues by 7%, to be consistent with what we thought the rates were going to go up at, just as a starting point. It was at same level of employee benefits and everything else was pretty similar. Unless we want to go through it line by line

tonight, we can answer any questions. We'll also have this brought back at your next workshop, in order to finish the budget process part of it. So, you can take a week or so to look at it and ask any questions. We talked about the rates that Jim might have a little later. Those obviously impact the entire Golf Course Budget.

Mr. Dale: Right. The only two that I have, center around the bigger ones. I noticed on *Engineering Fees*, we're projected to drop \$20,000 this year. I assume that's because of the study that we did.

Mr. Showe: Because of the study that we did, plus some of the work the engineer's done for the parking project and some other items. We typically budget \$5,000 and we stay well under that. You can see in the prior year, we only spent \$1,200.

Mr. Dale: Right. Okay. Do you get where I was going with that?

Mr. Showe: Yeah.

Mr. Dale: It's kind of the same thing on *Attorney's Fees*. I take that back. We proposed \$20,000.

Mr. Showe: In the prior year, you spent \$17,000 and this year, we're a little under. Those are all driven specifically by requests from the Board or projects that the Board would have worked on. We like to allocate funds there. Obviously, they only get paid if you're utilizing their services. So, to the extent that we don't use them, that additional funding will just roll into your capital reserve.

Mr. Dale: I think you already know my feeling about spending money on attorneys.

Mr. Showe: I do.

Mr. Dale: I don't like to do it.

Mr. Showe: But there are times when we need their thoughts.

Ms. Yelvington: I had one question on operating expenditures. Why is *Health Insurance* down?

Mr. Macheras: I think we mentioned that last time.

Ms. Yelvington: Okay.

Mr. Macheras: It went from \$10,000 to \$5,000, unless it moved somewhere else.

Ms. Yelvington: Well, the actual was \$14,000.

Mr. Showe: I will have to look at that one.

Mr. Moller: I don't participate in the health insurance.

Mr. Showe: That explains it.

Mr. Moller: Tim was on the health insurance and I'm on my wife's policy. So, that's why.

Mr. Showe: It went from basically two people to one.

Mr. Dale: It went from a large expense to a small expense.

Mr. Macheras: In that same group, *Salaries*. I'm just thinking about the minimum wage. Is that \$10,000 difference from last year's budget to this year, enough?

Mr. Showe: Yes. There's only two people in that section.

Mr. Macheras: Gotcha.

Mr. Showe: So, that's based on the other person's projected salary and what we anticipate the Board might approve for Jim this evening. So, the salary is those combined.

Mr. Macheras: Okay. I just had two other questions on *Lake Bank Education*.

Mr. Showe: Yes.

Mr. Macheras: I don't think it hurts to leave it there, but is that something we are going to use, like, what Jim is doing now, if some residents want to do something?

Mr. Dale: That's exactly what that was for.

Mr. Macheras: Okay.

Mr. Showe: That was designed to give us some flexibility, if there was something that comes up, that we feel is an educational project or we can do a sample of a program somewhere.

Mr. Dale: Right. That's Ron's project.

Mr. Macheras: The last thing that I had on the next page, was *Bonus Program*. I think we talked about it last time.

Mr. Showe: Yes.

Mr. Macheras: What am I missing on that?

Mr. Showe: That is the bonus program for the entire CDD.

Mr. Macheras: Okay.

Mr. Showe: It's not just for that section. The reason we put it in the General Fund, is because last year, we put it in the Golf Course Budget. It actually negatively impacts their profit loss. It's just there as a placeholder. It could be in any case, as long as it's out of the Golf Course Budget.

Ms. Yelvington: I have one other question.

Mr. Showe: Sure.

Ms. Yelvington: Do we have to spend \$15,000 on *Telephone*? Do we have other options? How many phones do we have?

Mr. Showe: Typically, there's a contract.

Mr. Dale: I suspect that's going to be a bigger question, because I know when they were installing the internet and they were running the line, it's been asked many times before.

Ms. Yelvington: There are so many voiceover IPs.

Mr. Showe: Its actually \$1,029 per month, which covers internet and phone for the golf course.

Ms. Yelvington: How many phones do we have at the golf course?

Mr. Moller: At least nine.

Ms. Yelvington: That's a lot for a telephone.

Mr. Moller: I think that includes internet and the phone system. It's a network phone.

Mr. Showe: We will title that something better than just telephone, because I see what you're saying. It makes it look like it's a lot for just telephone, but that's fairly consistent, with an operation of your size, in terms of what you need.

Mr. Dale: We did max out on the internet, if I recall.

Mr. Showe: Yeah.

Ms. Yelvington: Yeah. Maybe we can just title it, "*Telephone and Internet.*"

Mr. Showe: I think we can change it to something else that's a little more reflective of what it is.

Mr. Dale: Right. We've got a number of repeaters, I believe, for the internet, but that is still a lot of money. I have an additional question. *Marketing – Lifestyle/Amenities*, in the General Fund, we have the \$75,000 budgeted, but we also have \$18,000 budgeted in the Golf Course Budget.

Ms. Webb: That was in 2003. They were marketing on their own.

Mr. Dale: You mean the previous Pro Shop employee.

Mr. Showe: Well, I think that's actually the 2023 expense.

Ms. Webb: It is the 2023 expense.

Mr. Showe: That's before we split the two.

Mr. Dale: But now we just do it all under the General Fund.



Mr. Showe: In the General Fund. Yeah. So that's only an expense for 2023. There's nothing budgeted in that line item.

Ms. Webb: There was *Miscellaneous Income*.

Mr. Dale: As long as we are on the topic, because I don't want to do marketing and then come back to this.

Ms. Webb: Yeah. There was *Miscellaneous Income* of \$25,020. It's not just for the Farmers Market. That was also for the bench program and the signs.

Mr. Showe: We can change that.

Ms. Webb: Everything was thrown into *Miscellaneous Income*.

Mr. Dale: It is revenue from the Farmers Market, the sponsorships and the benches.

Ms. Webb: The donations. They were thrown in *Miscellaneous Income* before.

Mr. Dale: Alright, with that \$75,000, we're doing a lot of stuff. You're running a lot on that budget. You're running Music on the Patio.

Ms. Webb: There was more than \$75,000 on my budget.

Mr. Dale: Okay. That's why I'm asking, "*Where should we be with this?*" I mean, if we're close, then it's kind of a moot point.

Ms. Webb: It was \$74,000, less the \$20,000 that we added for additional things.

Mr. Dale: Right.

Ms. Webb: \$94,000 was budgeted and we brought in additional money.

Mr. Dale: She's bringing in the additional revenues. So really, it's \$95,000.

Mr. Showe: We can increase that line item. It will essentially balance out some of the other lines. Yeah, we can do that.

Mr. Dale: Does the rest of the Board get where I'm going with that one?

Ms. Yelvington: Yeah, that makes sense. So, the net should be \$75,000. Right?

Mr. Dale: Yes.

Ms. Webb: Yeah. I don't know. Jason, maybe you can help me, because when we receive sponsorship checks, like from people putting signs up, Lacey asked me where we should forward it. We always just sent it to you guys. That's never been my department. I just provided them to Lacey.

Mr. Showe: She should just be depositing them into the bank under the General Fund, but we'll have the accountant get with her and make sure that she knows the proper process.

Mr. Dale: So, is your question, is that getting attributed correctly?

Ms. Webb: Yes. I have no idea.

Mr. Showe: I'll verify it.

Mr. Dale: Okay. Yeah, because we have 10 benches for \$1,000 each. Other than that, without going through the budget with a fine-tooth comb, we're in the ballpark with your budget?

Ms. Webb: Yeah. We're in the ballpark. I held back on it, because now we're doing Music on the Patio this Summer to drive in business every Saturday night. Because before, what I was getting from people was that they couldn't remember if it was this Saturday night or next Saturday night.

Mr. Dale: It's better to keep it going.

Ms. Webb: Now I'm doing it every Saturday night.

Mr. Dale: And we seem to be getting some consistency.

Ms. Webb: Yeah. So, more people are coming, especially around 7:00 p.m., because they heard from the jazz guy that it was kind of slow from 6:00 p.m. to 7:00 p.m., but then at 7:00 p.m., people were outside and inside. So, that tells me that they know it's there. It's just too hot on that patio at 6:00 p.m.

Mr. Dale: Right.

Ms. Webb: Now we're waiting until the sun is at a lower peak.

Mr. Dale: Well, are we good at \$95,000, because the Board asked you to start doing the weekly Music on the Patio. Is that going to fit in within that budget, do you think or is that something you want to get back with Jason to do a little number crunching?

Ms. Webb: Yeah. I'm going to have to get back with them, because there's stuff I did not do because of that.

Mr. Dale: Okay. Let's leave it at \$95,000 for now. You do your math on that. This is just the pre meeting and we're getting these issues identified. Then at the next meeting, we can further refine it and then when August rolls around, it's just, "*Yep, we know where we're at.*"

Ms. Yelvington: You can easily compare a Saturday with Music to a Saturday without music and compare the revenue.

Ms. Webb: Especially in the Summer, when it was noticeable that it was bringing in more people.

Ms. Yelvington: Right.

Ms. Webb: So that increased revenue should more than cover whatever that additional cost is.

Mr. Dale: Yes.

Ms. Webb: I don't have a place on my budget for that. Like the promotional for Hook & Eagle, I had \$6,000. It might be a little bit more, because on an average, I try to get \$150,000, but if they're bringing a good crowd, I will get \$200,000.

Mr. Dale: Right. But where we're at right now is \$95,000. Let's do a little number crunching, to see if that needs to be bumped a little. We can do that outside of the meeting, get with Jason and we'll get that where we need it to be. Are there any other budget issues that anyone wants to bring up?

Ms. Yelvington: None from me.

Mr. Dale: Jim, are you good?

Mr. Moller: I sent Alex some changes. I thought *Season Advanced Fees* were a little too high compared to what we have been at. So, she brought that down from \$150,000 to \$130,000.

Mr. Macheras: Can I just stop you again? What page are you on?

Mr. Showe: Page 12, of the Golf Course Budget.

Mr. Moller: As of the March numbers, she had \$150,000 for *Season Advance/Trail Fees* and I asked her to reduce that to \$130,000, which was more in line with what we might hit. Same thing, for what we used to call *Associate Membership*, which is now *Loyalty Program*.

Mr. Dale: Thank you. That was on my list.

Mr. Moller: We dropped that from \$42,000 to \$30,000. Then I just had to increase *Golf Lessons* slightly. The only other change is I added \$1,500 to the pro shop uniform line item, for shirts for the staff. For golf course maintenance, under *Janitorial Services*, we purchased a commercial walk behind floor cleaner, we did a test run and it was light years above what Jani-King was doing. So, I canceled the restaurant portion of the Jani-King contract and they are just doing the restrooms. We purchased two color coded buckets for the restaurant. Jamie got with his staff. Basically, the kitchen staff, at the end of the night, can just do a quick mop and clean up in the front and back and Pete will do a deep clean of the floors every once a week.

Mr. Dale: How are we with the rugs?

Mr. Moller: We had the long runner that I had ordered before. It was just in the wrong spot, so we put it coming out of the kitchen.

Mr. Dale: Okay.

Mr. Moller: But I still want to replace the rug by the front doors, get rid of the rubber mat and have more of a carpet.

Mr. Dale: Right. Good.

Mr. Moller: Those are really the changes that I requested for the Golf Course Budget.

Mr. Macheras: I know we talked about it before. I thought for sure one time I looked up what everybody else does for season passes and most of them now say, "*Call.*" So, unless I looked at the wrong, like Duran up in Baytree, there was nothing. Rockledge had nothing. Suntree had nothing. The air force base, that's a little different. At Savannahs, if you pay \$50 a month, you get 20% off. I know we've talked about it before and I think you and Dave, I could be wrong, looked at if we expanded the memberships to the weekend. I think you had mentioned at the last meeting something I wasn't aware of, as far as selling the memberships, so we could get that intake of money soon.

Mr. Moller: Yeah.

Mr. Macheras: I think there was a purpose behind doing it at that time.

Mr. Moller: Correct. That's what most daily fee clubs do.

Mr. Macheras: Right. Two things battle in my mind, looking at whether we want to do weekend memberships. Then we also hear from residents that we're not making any money, but then we show them that we are. So, we can't talk out of both sides of our mouth and say we want to make money, but we're not doing that. Maybe I'm wrong, but did you and Dave, look at having any memberships? I have a couple of ideas, if we thought about doing it. If we did, would it be something like after 12:00 p.m., you get a certain discount. I don't know. Did you toss that around?

Mr. Moller: Yes. We looked at a Summer membership and seven-day memberships. The problem that we kept running into, was to make it cost effective for us as an operation. The cost of the membership would be way too astronomical.

Mr. Macheras: It may be worth it to the other side.

Mr. Moller: Correct.

Mr. Macheras: I get that and I just want to make sure that people, when they listen to the audio for this meeting or read it in the minutes, that we are looking at that. But we get more questions or more misconceptions that we're not making money, until you show them the charts and then they see that we are making money. I think Rob brought that up before too, that we want to have a bigger fee during the busy times. Again, we want that for the entire community, not just for a certain group. The only thing that I might throw out there, that I think I mentioned last time, if you look at the budget, look at the expenses, fertilizer, all that stuff is going up and maybe we entertain not increasing or leaving the CDD fee alone. Maybe there are some things we can massage, but again I don't want to throw anything out there, as we want to do our due diligence to our community of keeping it solvent.

Mr. Moller: Yeah, actually, I did make some changes to the annual pass. We had some comments from some of our non-resident golfers that the price break between the two was way too far.

Mr. Macheras: Okay.

Mr. Moller: So basically, we figured with the CDD assessment of \$500, \$600, we lowered the price of the non-resident and just made it \$600 more than the CDD resident rate.

Mr. Macheras: Okay.

Mr. Dale: Bill, I also want to bring in to the discounts, because I know a lot of people tend to gloss over the discount thing. I don't mean on this Board. I'm talking about golfers that I've had discussions with. Keep in mind and I know it's completely in reverse, but on the weekends, we give a 40% discount precisely for that reason. So, what that translates to, you know, if you're talking an afternoon rate in season, you're somewhere around \$65.

Mr. Moller: Yeah. Peak season, mid-afternoon, for the general public, the rate is \$70.

Mr. Dale: So, you know, you're talking \$28 right off of that rate, which puts us right at around \$40 for a round of golf.

Mr. Macheras: Right.

Mr. Dale: Back when we started all of this rate discussion with everybody, a couple of years ago, one of the big things that I do, is backwards planning. You figure out where you need to be and you do everything to see what it takes to get us there.

Mr. Macheras: Right.

Mr. Dale: So, the backwards planning that we were trying to get to was, what should a round of golf cost, on average, over the course of a year. Keep in mind, this was a couple years ago, but at that time, it was like pulling teeth, but the answer that I ultimately wound up getting out of people, was \$35. Now, I've asked that of people at the golf course, when I do my little unofficial surveys and now I think people say, "*Well, \$40 is fair for a round of golf, on average, over the course of a year.*" So, when we do that 40% discount on the CDD rate, it basically gets us to the \$40. The problem that we had in past years, before the turnover of the Board and everything, is a lot of the people that were doing the season passes, were playing golf 150 to 250 times a year. Then they were getting the family package on top of it and were golfing for an equivalent rate of \$11 to \$12 a round. You can't stay open for that. That's why this golf course never made money, until we took over. It's that, coupled with the very generous employee wealth program that they had, which cut the profitability. Those two things alone are what put us in the black. So, the reason why I bring that up, is you're in the same boat that I am, where you're getting the comments and you have to remind people of that 40% discount on the weekends. That's huge.

Mr. Macheras: I agree. Some of the things that I was looking at, was like when you go from the six-month membership to the 12-month membership, it should be twice as much, but it went up as much as 200%. I think what I figured, sitting down the other day, we only go up by 43%. That's because we know during the Summer, they're not going to golf as much. So, we put that in there too, if six months is \$2,500, well 12 months should be \$5,000. Well, we know people are not going to play golf when it's 95 degrees outside. So, instead of 200%, I figured it looked like we only went up 43%, which is not bad.

Mr. Dale: Right.

Mr. Macheras: You're right. We're tasked with keeping everything solvent and making money. I've gotten information from Jim in the past, as far as what people think he should be doing and I think we're way ahead of that average.

Mr. Dale: Right.

Mr. Macheras: As well as taking care of our residents and those that are in the CDD area, but we have to be fair to everybody.

Mr. Dale: Right.

Mr. Macheras: I've worked with companies where they did away with employee discount programs and you're ticked off, but in the bigger picture, it's either that or there's a closed sign on the door.

Mr. Dale: Yeah.

Mr. Macheras: So, I get that. I just want to make sure that the residents know we're having those conversations and we have reasons for what we're doing.

Mr. Dale: Right. Well, this is a great conversation to have for the minutes, because I know there are people that read them. Then the other component of it, is the season pass costs are still very reasonable.

Mr. Macheras: Yeah.

Mr. Dale: The reason why we're able to keep them down instead of the large numbers that Jim was talking about, is because of the money that we make on Friday, Saturday and Sunday, when we're charging the rack rate. That enables us to stay profitable and it enables us not to jack up the prices on the season passes. I get that they're four days now and everybody wants five days, but you know, there's a give and take.

Mr. Macheras: No, that's a good point. Like I said, I get it. You want it to be fair to everybody and sometimes that means one group or another might hurt a little bit more than another. But at the end of the day, when you look at the bar charts, hopefully we're heading in the right direction financially and still benefiting all of our residents and people that aren't residents up here that are coming in and spending that money too.

Mr. Dale: Well, and that's the main thing. Like you said, with the green's fees, the income, that's the barometer. Are we making more revenues? I get that the net revenues have been going down for the past year or so, but that's largely because expenses have just gone through the roof.

Mr. Macheras: Right.

Mr. Dale: But the way you know that the pass program that we're utilizing, is working, is the gross revenues every year have increased.

Mr. Macheras: Sure.

Mr. Dale: So, we're making more money every year.

Mr. Macheras: I have heard comments about Orlando and their \$100 course. I've played on those \$100 golf courses and most of them are a \$100, because they're in Orlando.

Mr. Dale: Right.

Mr. Macheras: I'll be honest with you; it has to do with the location.

Mr. Dale: Yeah.

Mr. Macheras: I played on a few of them and if that golf course was over here, it would cost \$50.

Mr. Dale: Right.

Mr. Macheras: Like Jim and I were talking, if our golf course was over there, we would be right up there with them, for the most part. When we talk about \$100 golf courses in certain areas, it's because of where they're at.

Mr. Dale: Right.

Mr. Macheras: I appreciate it. I think that's a good discussion to have so that the residents know that we're talking about it, looking at it and trying to fit that into what we're tasked to do overall.

Mr. Dale: Right. I thought that was very generous, in terms of what Jim and Dave came up, for the non-resident issue.

Mr. Moller: What you're looking at right now with the 7% increase to the passes, a CDD resident, would play 1.7 times a week. If you play 1.7 times a week, that's break even. A non-CDD resident plays 1.45 time.

Mr. Dale: Right.

Mr. Moller: So, basically, if you play twice a week, it's worth it.

Mr. Dale: Right.

Mr. Moller: Monday through Thursday. I think that's fair for both parties.

Mr. Dale: Under the old program, we had some of those people golfing five times a week.

Mr. Moller: Yeah. Just some other things that we changed with our daily rates, is just looking at other golf courses and the way their rate schedule goes, I felt ours was too compressed. We really didn't have a discount from the morning to the mid-afternoon to the afternoons and we really didn't have a break from a weekend versus a weekday. We kind of made some adjustments to try to increase our weekday rounds and our afternoon rounds, because the majority of our revenue is coming from our mornings.

Mr. Dale: Right.



Mr. Moller: Plain and simple. So, we're just trying to find ways to increase our afternoon revenue. So, we basically, came up with the mid-afternoon rate being 20% of the morning rate and then the late afternoon rate after 2:00 p.m., being 40% of the morning rate. Then we came up with a twilight rate during the summer months for unlimited golf after 4:00 p.m. We were having people playing at 9:00 p.m. after the pro shop closes and they just keep on going and the cart guys and the PAs are trying to police it.

Mr. Dale: Track them down.

Mr. Moller: It's money not spent well.

Mr. Dale: Right.

Mr. Moller: After 4:00 p.m., does it matter if you play six holes or 16 holes or 21 holes, when it's 98 degrees out?

Mr. Dale: Well, I have to say that I am very glad to have you on board now, because the numbers don't lie. What the other program that Jim came up with this year was the mid-season rate, from April 15<sup>th</sup> to May 1<sup>st</sup>. If you look at the May numbers, we were up \$50,000 for the month of May, because he designed the mid-season rate program. So, I'm leaning on him heavily. I like the ideas that you and Dave come up with.

Mr. Macheras: Well, you all have a financial background and are finding that happy spot between lowering a rate, but increasing participation enough where it's way up, versus being a lost leader and you have the same numbers? Well, that didn't help, so what we need to do, is consistently look at that and determine whether it's working or not. The weather is still fairly nice during that time of year, so that's good.

Mr. Dale: So, your ideas are working. We like them, Jim. All right, Jason?

Mr. Showe: Yes. If you guys want to review this budget over the next week or so, if you have any other questions, feel free to let us know. We expect that Jim and I and our accounting team will make some more tweaks to it and hopefully we will have something a little closer to final at your next workshop.

Mr. Dale: Okay.

## **B. Discussion of General Manager Compensation**

Mr. Showe: I have a statement from Jennifer to read:

*"All Board Members who were familiar with Jim's work, did a written performance review. These reviews were based on the job description in Jim's Employment Agreement. Each*

*Board member scored Jim on how well he performed each of his responsibilities and provided comments about his performance this past year. I compiled these reviews into a single performance review from the Board and discussed it with Jim on May 10<sup>th</sup>. I translated each of those ratings into a score and Jim's average score is a 3.4 out of 4, with 3 being satisfactory and 4 being excellent. This means Jim's overall performance exceeds our expectations. When Jim took over the General Manager position, he also kept his responsibilities as the Director of Agronomy. This saved us tens of thousands of dollars versus having two separate positions. In addition, Jim has also taken over running the restaurant, which used to be managed by a contractor. So, Jim has significantly more responsibilities than our prior General Manager. When Jim was promoted to General Manager a year ago, the salary for that position was set based on our budget. The General Manager position has not had an increase in salary for three years. All CDD staff have received pay increases for good performance to offset inflation and/or because the State of Florida has raised the minimum wage. Because Jim's performance has exceeded our expectations and he has taken on multiple additional responsibilities and has improved all of these functions and the General Manager has not had a pay increase in three years, I propose that we increase his salary from \$110,000 to one \$120,200. This equates to a 3% year over year increase for the past three years and would be retroactive one year to the date after his employment agreement."*

Mr. Dale: This is exactly what we talked about in the workshop. At this time, I don't know if anybody wants to make any motions here and then we can discuss it if we need to.

Mr. Macheras MOVED to increase the General Manager's compensation from \$110,000 to \$120,200 and Ms. Yelvington seconded the motion.

Mr. Dale: Alright. At this time, I know we had a lengthy discussion about this at the workshop, would anybody like to add anything or put anything into the minutes?

Mr. Macheras: Well, I think one thing that was brought up, was as Jen said, a lot of the increases were just because we had to. But then when you look back at that position, he hasn't had an increase in three years and the added responsibilities and accountability that Jim has, to me, is a no brainer, as it far outreaches that. So, I think, again, for people that are listening, hopefully, we'll continue to have reasons behind what we do. And I think those two speak volumes for what he does and what he deserves.

Mr. Dale: Right.

Ms. Yelvington: Also, I'll say for those listening, if he weren't serving in these multiple roles, we would potentially be outlaying approximately \$200,000 to employ a separate person. So, I think it's more than fair.

Mr. Dale: Yeah. He wears a lot of different hats. I'm going to be blunt, during the course of the week, I was putting thought into whether or not we should even have a discussion about getting some kind of key man and coverage on him, because we would be in a world of hurt if he were hit by a bus. I'm just saying, but I'm going to be optimistic. We appreciate you and we appreciate all of the hard work that you put into this Gym. We know that you wear multiple hats. As Denise and Bill just said, a 3% increase per year for three years, is nominal and as Denise said, we would be talking many tens of thousands of dollars to replace him and just put somebody in for the different positions at the level that you're at. So, we appreciate you.

Mr. Moller: Thank you.

On VOICE VOTE with all in favor increasing the General Manager's compensation from \$110,000 to \$120,200 was approved.

**C. Presentation of Fiscal Year 2023 Financial Audit Report**

Mr. Showe: Next we have your Fiscal Year 2023 audit. There is a lot of detail within that report and I typically direct folks to just the last page of that audit, which is the Report to Management. This report is what the auditor is statutorily required to audit. The Florida Statutes tells them exactly what things they are required to audit. We will note that there are no current year findings and no prior year findings. We do not meet any of the financial condition items, which is a good thing. You don't want to meet those. That means you don't pay your bills or you don't have enough revenue. For all intents and purposes, this is a clean audit and we're in good shape, as there are no items for the auditor to highlight. So, unless you have any specific questions or additional comments, we would like for the Board to make a motion to accept the audit, so we could provide it to the State for compliance, as it is due by July 1<sup>st</sup>.

Mr. Macheras MOVED to approve the Financial Audit Report for Fiscal Year 2023 and Mr. Rysztocki seconded the motion.

Mr. Dale: Denise, do you have any questions on the audit? I'm leaning on you on this one.

Ms. Yelvington: The audit was performed by Certified Public Accountants and there are many regulations that are involved in an audit, so it has my blessing.

Mr. Dale: Nice.

Mr. Macheras: Is this an annual audit? Is this for last year?

Mr. Showe: Yes. These are required to be done annually and once they're completed; we post them on the website.

Mr. Macheras: Gotcha.

On VOICE VOTE with all in favor the Financial Audit Report for Fiscal Year 2023 was approved.

**SIXTH ORDER OF BUSINESS**

**Old Business**

**A. Action Items List**

Mr. Showe: I can quickly go through the Action Items List. On the driving range parking, it started out as a little contentious, but I think we got to a good point on the parking lot. So, at this stage and after some discussions with the HOA, it seems that there are no regulations on street parking in a section there. So, instead of building a parking lot, we will mark some areas that the HOA and us agreed to as, *"If You Would Like to Use this Facility, Please Park on the Street, but Park Here"* and then we will tie those times to the same street parking that's allowed on the streets currently.

Mr. Dale: We will have a Memorandum of Understanding between the two entities.

Mr. Showe: We can do that. I think we'll try to do that a little more and less formal. I know that the HOA was trying to make sure that parking was allowed or there were not going to be any issues.

Mr. Dale: I think you are correct; however, you're talking to the geek, that actually at one point in time, read the County Statutes. I do recall that the Golf Course Association is one of the only associations that is specifically mentioned in the County Statutes.

Mr. Showe: Okay.

Mr. Dale: So, if you would, just double check on that one. I believe what it was for, was overnight parking.

Mr. Showe: Right. There is signage close to where we're looking, that already reflects that parking is allowed on the street during the day. So, we just intend to mirror that policy and the signage that's already there. Again, we don't want to get into parking spots on the road.

Mr. Dale: Right. No, just between a couple signs.

Mr. Showe: Just put a couple signs.

Mr. Dale: There is enough room.

Mr. Showe: It will accommodate a couple of cars. We don't think more than three cars.

Mr. Dale: Three cars a week are using it, if that.

Mr. Showe: Also, it's a good sample. What told them, is if for some reason, it becomes a problem and a massive traffic issue, then we would come back and look at it.

Mr. Dale: Yes, but I do not anticipate that.

Mr. Moller: We have no intentions of holding festivals or large events, down at the back side of the driving range.

Mr. Showe: Correct.

Mr. Dale: My Lord Almighty. Here's the irony of all of this, just for history and institutional knowledge of the Board, this is exactly the same program that our former Golf Course Manager brought to that HOA Board a year and a half ago. So, I am glad that they have seen the light, but I will admit it is frustrating that it took us a year and a half and a lot of people having to go through a lot of turmoil, just to get back to where we started. But I'm glad that they're finally seeing light on it.

Mr. Showe: I think we're there.

Mr. Dale: I'm appreciative of that.

Mr. Macheras: I want to just piggyback, because we all have signs in our neighborhood, stating that parking on the street is prohibited between 12:00 a.m. and 7:00 a.m., which is a County Ordinance. It has nothing to do with VECA or the CDD.

Mr. Showe: Right.

Mr. Macheras: I have already seen people posting on social media, "*Hey, we can park our work trucks in our driveways,*" but, we talked about parking on the streets, and I read that and I think we agree. It says unless there's some type of restriction or Statute.

Mr. Dale: Local Ordinance.

Mr. Macheras: Which we do have.

Mr. Dale: Right.

Mr. Macheras: So, there is still allowed to be parking at night on the streets in our neighborhoods and if so, you could be ticketed. So, that has not changed.

Mr. Dale: Right. Now, this does lead to the obvious concern that I have with our irrigation system. That's the part that I would like an understanding of, because I don't want to come back 10 years from now and have a future Board dealing with, *"Well, your irrigation system is on our property."*

Mr. Showe: Yeah. Let me do some poking around. That may be something where I need to reach out to counsel first and just see what their position is on this, because that's going to be critical?.

Mr. Dale: Yes. I don't mind leaving it there, as long as we have something that says we can use it.

Mr. Showe: From a rational perspective, I equate it similar to power lines or other utilities. I mean, those things run under private property all of the time.

Mr. Dale: Right.

Mr. Showe: But that doesn't give them the right to dig below and cut. You can't cut your neighbor's water off because the water line runs under your house.

Mr. Dale: Right.

Mr. Showe: I equate it similar to that but let me find out from counsel.

Mr. Dale: The only reason I bring that up, is it sounds like comments were made at that meeting.

Mr. Showe: There might have been.

Mr. Dale: Specifically, about our irrigation system being on their property.

Mr. Showe: I think we have some other routes that we can look at.

Mr. Dale: Okay.

Mr. Showe: We're going to take some photos.

Mr. Dale: Yeah, because we talked about other alternatives.

Mr. Macheras: Just a quick question. We just want to make sure if something happens, that everybody knows, we need to go in there and fix it.

Mr. Dale: Yes.

Mr. Macheras: Evacuate it. That's all we're asking, just in case somebody comes in, because I think AT&T might be coming around now.

Mr. Dale: Yeah, there are other issues.

Mr. Macheras: I'm just saying, we're going to put it back. So that's all we want.

Mr. Showe: We would certainly have a duty if we damage somebody else's property.

Mr. Macheras: We're going to fix it.

Mr. Showe: It would be repaired to their satisfaction.

Mr. Macheras: Correct. That's all we're looking at.

Mr. Dale: We are willing to put any of that in writing.

Mr. Showe: Absolutely.

M. Dale: Whatever we need to do. I just don't want somebody going out and digging up our irrigation system.

Mr. Macheras: We can't dig up the grass or something, because they don't think we're allowed to.

Mr. Dale: Right.

Mr. Showe: The next action item that we have, is the Water Management District. They finally responded to me. They are expecting to come to your August workshop.

Mr. Dale: I did see that.

Mr. Showe: Just to review the issues. I have explained to them what the District's concerns are, so hopefully they're prepared with those items specifically. What I didn't want them to do, is to come here and explain to you why it's such a good idea for them to withdraw from the pond, because that's not this Board's concern. This Board's concern, is how does this impact the ability for us to manage the waterway for the entirety of the District and under our permit?

Mr. Dale: Well, ever since we had our initial discussions on this, I don't know if anyone had taken a look at the lake where we draw our golf course irrigation water from, but it's all beach.

Mr. Macheras: It's the worst that I've ever seen.

Mr. Dale: I'm worried if we get a really bad drought, worse than what we've have this year, we're not going to have enough water to water the golf course.

Mr. Showe: I did let them know, again, that no one has permission to withdraw from our lake without permission, as they are accessing private property. I reiterated that to the meeting we had with the HOA.

Mr. Dale: Good. It will take a really, really good explanation to win my vote on that one.

Mr. Showe: Then the only other item, I think that Michelle and Jim are still working on the park improvements.

Mr. Moller: The music one.

Mr. Dale: Yes. Actually, I think you started moving forward on some of that this week.

Mr. Moller: I started and stopped again. I got busy with other things.

Mr. Dale: That's alright. But it's on your list. I know that you talked about it.

Ms. Webb: I wasn't sure if the funding was there.

Mr. Dale: Yes. We have \$50,000 allocated for that park. The tentative game plan right now, based on past discussions, is signage. We let VECA post their meetings, assuming the Board approves that. It would be on the table. Running electric is going to be a component of that and then whatever's left over, is for musical instruments. That's what we've discussed in the past few meetings.

Mr. Macheras: Right.

Mr. Dale: So, that is the last of the Action Items List.

## **SEVENTH ORDER OF BUSINESS**

## **Staff Reports**

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

Mr. Showe: Let's move onto the General Manager's Report.

Mr. Moller: Alright. A couple of meetings ago, after the newsletter was discussed, we talked about a homeowner reaching out about the littoral shelf plantings. We got in touch with a nursery. It would be about \$260 to actually do the plantings behind the homeowner's house, which I think is perfect. So, we are on their list. They are busy right now, so in the next couple of weeks, we should have that shelf planted. Fountain info...

Mr. Dale: I can't believe your fellow Board member didn't tell you this. I texted her about a month ago and told her.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): Which Board member?

Mr. Dale: The one that the last name starts the same as mine, Colleen.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): She didn't tell me.



Mr. Moller: Anyway, right now the only holdup is with Florida, Power & Light (FPL), to open a new account for the meter. I played phone tag with them and went to their online project portal. I also did an application for a new project. It's still pending approval. So, that's the only thing we're waiting on. We have the electrician ready to go. We got the transformer designated that we're going to pull the power from. All we need to do is open the account so we can install the meter and away we go.

Mr. Dale: We're going to be able to change the color on it, too.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): If we need more money for that, just let me know.

Mr. Moller: So, here's the thing. I couldn't get the Bellagio, just because of power restrictions. We could only get a one phase motor. We weren't big enough for a three phase, because there wasn't enough power in that area to pull from. So, we just had to go with a three-tiered, normal flowing fountain with LED colored lights.

Mr. Dale: So, we're not going to be able to shoot the water palette.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): We're going to be able to change the colors for the seasons.

Mr. Moller: Yeah.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): Because I passed it and said, "*Oh what a beautiful fountain.*" Everyone's looking at me like I'm nuts.

Mr. Showe: Its coming.

Mr. Dale: We were so excited to give you that news.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): Did I look excited?

Mr. Moller: As soon as I said, "*Fountain,*" you're eyes got big.

Mr. Macheras: Like a meercat.

Mr. Moller: Next is golf course maintenance. For most part, its business as usual. We finished up the aerification at the beginning of the month. That was a success. We're getting ready to do our July verification in two weeks. It would pretty much be the same process. We use that same machine on greens and tees. We'll finish up aerifying and pulling plugs on the fairways. Because we got quite a bit done last time, after that, we're going to aerify some of the walkups from tees and greens, compaction areas, weak areas with our big aerifier. This past Tuesday, we had a Toro Irrigation seminar for some key staff, which was way better than I

thought it was going to be. We had some educational credits from our irrigation system installation. The problem that I saw with that, was trying to send Don or Wes to either Sarasota for a three-day seminar or Pompano Beach. For an extra \$500, I had the guy fly here and tied it in with a course in Jupiter. So, we split the airfare.

Mr. Dale: He got a free trip to Florida.

Mr. Moller: Yeah. He downloaded our irrigation program and Wes, Justin, Don and I, sat in the break room and went through it, top to bottom. It was real informative. The guys learned a lot. This late Fall, early Winter, they're releasing a new Lynx software and we got a sneak preview of it. We'll be one of the first golf courses to run this new program. Basically, the power of our central will be now on our phones and tablets. So, if Don's in the field and he has to change a head decoder, now he changes the decoder out, gets the SKU number, takes it to the office, punches it into central, so that central can now talk to that head. He can do it all from his phone. Just the power of the system as it grows, is crazy. Yes, that was very good. Financials, as of yesterday, golf revenue is sitting at \$120,000. I did see a little discrepancy on my spreadsheet from last year. I had a total month of \$121,000 and I think on last year's financials, we were at \$112,000. So, we're either \$12,000 or \$20,000 ahead of last year, depending on which financials we look at. I'm anticipating us finishing June with the upcoming weekend, around \$140,000.

Mr. Dale: So, about \$20,000 ahead.

Mr. Moller: If we go off of my spreadsheet, but if we go off of last year's financials, we will be \$30,000 ahead. Same thing for *Food & Beverage*. As a yesterday, it was at \$64,000 and last year, it finished at \$64,000. So, starting today, anything you make from now until Sunday, is above and beyond what we did last June. So, I'm anticipating, using their average weekend numbers, the restaurant should finish around \$77,000.

Mr. Macheras: Can I ask you a question? I don't need to know the answer now, but I'm just curious. I know we do it by day. Do, do they look at the sales by hour?

Mr. Dale: He can.

Mr. Macheras: I'm just curious, are we seeing a bump in the morning from the golfers and then a bump in the afternoon?

Mr. Moller: It varies day by day. Tuesday is normally just a kind of blah day and there's a little bump. Tuesday's lunch was phenomenal. They did a \$1,500 lunch. Normally they do \$600.

Mr. Macheras: Were there people coming in to eat, not just golfers?

Mr. Moller: It was a little bit of both.

Mr. Macheras: Okay.

Mr. Dale: That's what is starting to happen.

Mr. Moller: Yeah.

Mr. Macheras: Very cool. I'm just curious about that. That's good.

Mr. Moller: Yeah. So, with the *Toast* POS System, I can break it down hourly or daily. It just depends on how I want the data to appear.

Mr. Macheras: Right.

Mr. Dale: The one constant that we have seen, whether it be the day of the week or whatever, the mornings, the whole breakfast thing, the numbers before 11:00 a.m., just aren't there.

Mr. Macheras: I know Jamie put out sandwiches and certain things.

Mr. Dale: Right on Thursday through Sunday.

Mr. Macheras: Like I said, all we can do is make it available and communicate it's there and that's it.

Mr. Dale: Right.

Ms. Yelvington: How often does *Toast* get reconciled to what is going into the bank? Is there a reconciliation between the point of sale and what's getting deposited and how often does that happen?

Mr. Moller: That should be daily with Lacey. She will take yesterday's sales, grab the deposit from the safe and it gets bounced around. The other thing, it's lease time for our beverage cart. Our beverage cart lease expires this September. So, I have a quote for a new beverage cart.

Mr. Dale: We certainly need one because the old one looks like heck.

Mr. Moller: It's a little dented. With the advancement in lithium batteries, I think we should go with a lithium cart. It's got the larger lithium battery. Basically, it can run pretty much all day long. It would come with a charger. So, when the beverage cart tenant comes in to restock, they can plug it in for a couple minutes and they can gain a couple of more hours on it. The difference in our lease price, with our lead acid and lithium, is \$137 per month. To me, that's not bad with interest rates and everything else going on.

Mr. Dale: Right. How many years in the lease?

Mr. Moller: It is a four-year lease and five-year battery warranty. Do I need approval on that?

Mr. Dale: No.

Mr. Moller: Other than that, golf ops, I don't think junior golf has gotten back to us on an April/May date, but the last communication email between David and them, was pretty receptive with that timeframe. So, we should be fine with late April or early May.

Mr. Dale: Okay.

Mr. Moller: So, we don't have to worry about that in April.

Mr. Dale: Right. Just for the minutes, we were looking at essentially a \$20,000 to \$30,000 disparity, between what we normally make on those weekends. We do \$50,000 in season on a weekend and they were only going to give us \$10,000. It's kind of a big chunk.

Mr. Moller: Yeah. I talked to some reps at other golf courses that have hosted this. I think, last year, Annika was there with her kids. So, there's some star power coming.

Mr. Macheras: Do they have their own marketing?

Mr. Moller: Yes. They will have their own PR and Marketing Department that can work with Michelle.

Mr. Dale: Are we going to be able to sell sponsorships and things like that?

Mr. Moller: I haven't got an answer on it yet.

Mr. Dale: Okay. If we can make money on our end.

Mr. Moller: Yeah. I would think, because when Duran had it, I think Moon Golf was the title sponsor. I'm going to say yes, but we'll get a definitive answer. There was a kids camp on June 10<sup>th</sup>. That actually was a big success. Most of the kids re-signed up. The next one is scheduled for July 15<sup>th</sup> through the 19<sup>th</sup>. With the feedback that we've been getting, this will definitely grow over time. I know their feelings on it being more of a clinic. They don't really want to get more than a 4:1 ratio, just so they can give that one-on-one instruction. As we get into the upcoming school year, we'll look at having one at Thanksgiving and winter breaks and things like that. The guys have been going through the CDD resident validation. The feedback that I received, was everyone's pretty receptive to it and no one questioned it. I think a lot of people are happy that we're doing this. So, people aren't getting a free ride on their dime.

Mr. Dale: Right. For anyone reading the minutes, it's basically verifying CDD residency.

Mr. Moller: Yeah. So basically, you come to the pro shop, say you're a CDD resident, show proof of residency and you're good for two years. After those two years, it will just basically be like any kid registering for school. They just have to pre-register. We already talked about the restaurant and Jani-King. So far, for the improvements, Pete hung the window shades on the western side. They're really nice looking. We had to make some finer alterations, because of the TV and the way it sat. I think we might get a dual benefit out of it, as it might absorb some sound and definitely shade the afternoon sun.

Mr. Dale: But we're able to raise it?

Mr. Moller: Yeah, it just has like a little crank.

Mr. Dale: Good.

Mr. Moller: It rolls up, rolls down really easy. It's very similar to what's hanging right there. It's just a little bit darker brown.

Mr. Dale: Nice.

Mr. Moller: More of a khaki than grayish. Then some of the other projects, we're starting to get the logistics on those done. I know I talked last time about a walk-in cooler. I spoke with Jamie and he would prefer a cooler freezer combo. The vendor that I was looking at for the freezer, they don't have an outdoor version of that. I can get an outdoor cooler. I can get an outdoor freezer, but I can't get an outdoor combo. So, we called Nathan, our A/C guy and he got us a quote, but because of the extra insulation and different weather shieldings for outdoor units, it's a lot more than the \$30,000 I was hoping for. It's \$37,000 just for unit. Now with this, we also have the option to not only off sell the old freezers, but some of the old coolers that are outside too. So, we've doubled the refrigerants that we can re-sell, but we also increased the cost by at least probably \$12,000 to \$15,000.

Mr. Dale: So, it was \$30,000?

Mr. Moller: \$30,000, for an outside freezer.

Mr. Dale: Right, but you're saying \$37,000.

Mr. Moller: That doesn't include your power hookup and your installation. \$37,000 is just for the unit.

Mr. Dale: Gotcha. What about the existing unit that we have out there?

Mr. Moller: What we would like to do with the existing unit, is to keep beer in it. Now we can get rid of that she-shed out back. All of the beer being stored in there, can be stored in

there alongside the kegs. So, the old cooler can be the beer cooler and then in that slot, where that she-shed is, will be the cooler and freezer. It's basically 6 feet deep and 12 feet long.

Mr. Dale: Is the existing cooler an outdoor cooler?

Mr. Moller: We had the same question. I think it is for it to last this long. We've also had some other options from our experts. What if we were to buy an indoor unit, like where some of the mobile homes treat the roofs with a rubber coating? Why couldn't we use something like that? I don't know if there's permitting. If we try to permit, could we actually put an indoor cooler out there?

Mr. Dale: Right.

Mr. Moller: So, there's still a lot more questions to be asked in this process, but that's where I'm at, as of today.

Mr. Dale: Well, I think it was Denise that said during the workshop, one spoilage and there goes \$10,000 of food.

Mr. Moller: Yeah. Honestly, a lot of this kind of helps solve some of our storage issues. Once we have the roll down door installed next month and we move the liquor into there, that whole back area becomes open for dry storage. We declutter that back area where everything is in that she-shed and now everything is in coolers.

Ms. Yelvington: It would help with inventory management too.

Mr. Moller: Yes.

Mr. Macheras: When you say, \$37,000, would we look at getting two separate units?

Mr. Moller: No. The \$37,000 was from Nathan. It's basically one 6x12 box.

Mr. Macheras: Okay.

Mr. Moller: It just has a wall inside of it and two doors.

Mr. Macheras: Okay.

Mr. Moller: It's a uni-box, because of the layout. Sometimes you can get pass throughs, where you actually walk in one door and the front section is the cooler and then you walk through another section to the back part of the freezer, but you can't really do that when it's side by side, if that makes sense.

Mr. Macheras: Yeah. You just said something about where the combo wasn't available, so I got a little confused.

Mr. Moller: That was the first vendor that I looked at, so I could buy an outdoor freezer or an outdoor cooler.

Mr. Macheras: Okay.

Mr. Moller: But when you went to another webpage, where they had their single units, there were only indoor units. They didn't offer an outdoor unit, which made no sense to me.

Mr. Macheras: I understand. So, this would be an outdoor unit that an Electrician is going to install.

Mr. Dale: Yeah. Is this one bigger?

Mr. Moller: Than our current one?

Mr. Dale: No, than what we had before, because it's designated exterior. Is there more square footage space than the interior one?

Mr. Moller: No. It's about the same.

Mr. Dale: Apples-to-apples.

Mr. Moller: It's basically just the insulation, weather coating, things like that.

Mr. Rysztocki: I don't want to use a piece of equipment that's designed for indoor use and use it outdoor for warranty reasons, for multiple safety reasons. If we're using an outdoor unit, I want it designed for outdoor use or an indoor unit for indoor use and not put an indoor unit outside. I'm not in favor of that.

Mr. Moller: I agree as well. That's just some of the things that we were talking about. I just don't think it would go through permitting.

Mr. Macheras: Rob, did you say we can approve an extra \$7,000?

Mr. Dale: We are able to use the remainder of the bond money that we have for the restaurant. I think there's a few thousand left for that, which helps offset the cost. We're also able to, if I'm understanding you correctly, we'd be able to sell an additional refrigerant unit.

Mr. Moller: A couple of different refrigerators that are outside.

Mr. Dale: So, we have refrigerators that we purchased that we would be able to sell and apply that to help offset the cost, but it gets us more space, too.

Mr. Macheras: Well, I think it would provide efficiency and like Denise said, a little bit more inventory ease, because inventory isn't the funniest thing do sometimes, but the easier it is to do, the more it will happen. So, I think when you put those two things together, from what we discussed at our workshop a month or two ago, I think it's well worth it.

Mr. Dale: Well, then the redundancy issue, the biggest is, if something happens, we're able to transfer the food over to the other one.

Mr. Macheras: It clears out the seating space, because if we get rid of that one, we can put some more seating out there. So, to me, it's a minimal charge for what we're going to benefit from.

Ms. Yelvington: What's the estimate with everything included?

Mr. Moller: I didn't get a total estimate, but like I said, the box itself is \$37,000 and then we were estimating probably another \$5,000 for electrician hookup, installation, things like that. So, I'm thinking worst case, probably \$42,000 to \$45,000.

Ms. Yelvington: What do you think we could bring in by selling the existing units? Do we have any estimate of that?

Mr. Moller: We could probably get \$5,000 to \$10,000.

Mr. Dale: I bet we could get more than that. We bought the two refrigerant units from Yellow Dog for \$5,000 and they were used. Those were \$10,000 units. He wanted to charge \$10,000 and he was very gracious and worked with us on it.

Mr. Moller: Yeah. I can probably get \$10,000.

Mr. Dale: I bet, for all of this stuff, I would guess around \$10,000.

Ms. Yelvington: Okay.

Mr. Moller: I'm still going to get some more information and I'll provide it at the workshop.

Mr. Dale: So, we're effectively only dipping into savings. What did we say we have in bond funds, Jason?

Mr. Showe: I think there's about \$65,000.

Mr. Dale: Let's call it \$15,000 that we'd be offsetting, so we're talking about \$30,000 that we're effectively taking out of. This is the first time we'll be dipping into the reserves.

Mr. Moller: Yeah, \$30,000, but if we sell \$10,000 worth of refrigerant, then it's only \$20,000.

Mr. Dale: But like Denise said, it just takes one spoilage.

Ms. Yelvington: And not even just the spoilage, but the lost sales.

Mr. Dale: The lost sales, yeah. Then we see what's going on with the restaurant. We're having many frequent \$80,000 plus months now. Well, if you have \$80,000 months across the



Board, all of a sudden you're a \$1 million restaurant. That's kind of where we're at and that's a lot of volume. So, do we need to approve up to a certain amount, Jason, to empower Jim during the course of the month?

Mr. Moller: I would wait until I get more definitive numbers.

Mr. Dale: Okay.

Mr. Showe: You can as a Board, approve a not-to-exceed amount.

Mr. Dale: If you need to come back for more, then come back for more, but I suggested that we approve a not-to-exceed \$45,000. We can take the vote and then you're set.

Mr. Macheras: I'm good with approving \$45,000 for the purchase of a cooler/freezer and any electrical work that needed to be done, per Jim's continued research. If it's over that, then he needs to come back to the board.

Mr. Macheras MOVED to approve the General Manager purchasing a freezer/ in the amount of \$45,000, including any electrical work, subject to Mr. Moller doing additional research and Mr. Rysztogi seconded the motion.

Mr. Dale: Is there any discussion?

Mr. Macheras: With the parameter, like Ron said, that it's an outdoor unit.

Mr. Moller: Absolutely.

On VOICE VOTE with all in favor approving the General Manager purchasing an outdoor freezer in the amount of \$45,000, including any electrical work, subject to Mr. Moller doing additional research was approved.

Mr. Moller: The last two things, I know we talked about service dogs and things like that. We did get stickers saying that no pets other than service dogs are welcome, that we would stick on the entrances to the restaurant doors.

Mr. Dale: I believe our social media coordinators, generous and quick, respectful response to the message, was well received. So, thank you, Michelle.

Mr. Moller: The last thing that I have, is I gave everybody a packet. I just looked at Charles Schwab's small business IRSs. I have a personal one, but I don't really know about small

businesses. It seemed pretty much straightforward with zero fees. Really, the only parameters for employees, is they had to make at least \$5,000 in the fiscal year. The only other option that I saw, was whether we want to do matching contributions or non-elective. So, if an employee puts in 3%, we match 3%. If they put in 5%, we put in 3%. If they put in 1.5%, we put in 1.5%.

Mr. Dale: We just put in a certain amount.

Mr. Moller: Whether they contribute or not, we put in either 1%, 2% or 3%. I like the matching, personally.

Mr. Dale: I don't want to steal any CPA thunder or anything, but as a Financial Advisor, with the simple plans that I've recommended in the past, I've always recommended a matching plan.

Mr. Showe: That's pretty much industry standard. I mean, even the FRS, which used to be no match from employees, has changed to the employees have to contribute something.

Mr. Dale: Right. Yeah, you've got to have some skin in the game. The other thing that you'll probably find in there, is the Vesting Schedule. We're going to have to make some determinations on that.

Mr. Showe: Yeah.

Mr. Dale: My recommendation would be, having up to three years where you can stagger it.

Mr. Showe: 100% immediately invested of all simple IRA contributions.

Mr. Dale: Okay.

Mr. Showe: To solve that, if that's the case, you would just make it so that you have to be employed for six months or a certain amount of time.

Mr. Dale: Right. You generally want at least a year.

Mr. Showe: Yeah.

Mr. Macheras: So, are you talking about a year before they can join?

Mr. Dale: No.

Mr. Macheras: Or if they leave before they can take the matching money with them?

Mr. Dale: No, I was not talking about that, but you do bring up a great point, because that's the other component of it.

Mr. Macheras: That's the thing that I would be more concerned about.

Mr. Dale: You can do it immediately or you can have a 90 day wait period.

Ms. Yelvington: Where did you see the Vesting Schedule?

Mr. Showe: On Page 5. It says, *“When are Simple IRA Contributions Vested? All employees are immediately 100% vested.”*

Mr. Dale: I don't know if this technically, is a simple plan. I haven't looked at any of this.

Mr. Moller: It's a simple IRA.

Mr. Dale: But as I will freely admit, it's been a while since I've done one for a company. So, my preference would be to have a year vest on there. All the vest does, is you have to stick around as an employee. You can contribute.

Mr. Showe: Right.

Mr. Dale: But if you leave in six months, the only thing you get are the contributions that you make, not that we make.

Mr. Macheras: Right. That's my concern, because I've had companies require 90 days or six months. I don't mind the idea of sooner better, because I think that's a bigger bite for the employee, but I'm like you, if you leave, you're not taking my money with you.

Mr. Dale: Exactly.

Mr. Macheras: That's only my thing. I like the idea of, *“Hey, I can go ahead and start doing it now.”*

Mr. Moller: I think the eligibility should basically be benefits after 90 days.

Mr. Macheras: Right. I agree with that.

Ms. Yelvington: So, there's no distinction between full-time and part-time employees?

Mr. Moller: Not according to this. It's basically, if they make \$5,000 in the upcoming year or \$5,000 in combination of the two years prior.

Ms. Yelvington: Is this for every employee, restaurant and golf course?

Mr. Moller: If there's only a \$5,000 limit, I'd say make it available for everybody.

Ms. Yelvington: Do we have people under the age of 18 that are employed, because they seem to be excluded?

Mr. Moller: Yes.

Ms. Yelvington: How many of those do we have?

Mr. Moller: We have a few dishwashers and I have one kid in maintenance. I think he's  
17.

Ms. Yelvington: Is it customary for restaurants to include a match on a simple plan?

Mr. Dale: Technically, they're all District employees. I see what you're saying, but it's not a separate entity.

Ms. Yelvington: Yeah. There would be no way to exclude anyone, because it would be discriminatory if you left out a group.

Mr. Dale: Yes.

Ms. Yelvington: Interesting.

Mr. Macheras: I guess the question, too, did we decide on matching, because at some point we have to figure that out, I guess?

Mr. Showe: We put 3% in the budget.

Mr. Macheras: Like 100% match up to 3%?

Mr. Showe: We put that we would contribute 3%. So, our cost would be 3% of salary.

Mr. Dale: I know that sounds small, but if they only put in 1% of their salary, then we're only going to match 1%.

Mr. Macheras: Yeah. That's still not bad, though. If they put in 3%, they're going to get double their money.

Mr. Dale: Yeah. The whole point is we want to hold on to quality employees.

Mr. Macheras: Right.

Mr. Macheras: Do we have to start this at the beginning of our fiscal year?

Mr. Showe: It starts on January 1<sup>st</sup>.

Mr. Dale: Yes, now that I think about it, because you have to get all of the documents.

Mr. Showe: They can establish a plan anytime between January 1<sup>st</sup> and October 1<sup>st</sup>, but they must operate the plan on a calendar year basis.

Mr. Dale: Right.

Mr. Macheras: Jim, have we had any employees that ask for this? I'm just curious.

Mr. Dale: A few of the full-time employees are asking. That's ultimately what's going to wind up happening. The part timers aren't going to participate. I'm just going from experience here. It's sad because it's free money for them.

Mr. Macheras: Yeah. You can still invest if you're part-time.

Mr. Dale: Right. The only concern that I have on this, is the vesting. It may be that this is just Schwab's plan, because I'm reading the paragraph. I agree with you. That's what it says.

Mr. Showe: Yeah.

Mr. Dale: But that is not all plans.

Mr. Showe: Correct.

Mr. Dale: It may be that we need to find a plan. Maybe E-trade, has something like that. Schwab may have a Vesting Schedule for one year. I don't think that's unreasonable. That's standard.

Ms. Yelvington: Was there a reason we were looking at simple IRAs versus 401(k)s for instance?

Mr. Moller: I think originally, we looked at 401(k)s, just the cost to manage the account, but it was more expensive than we thought, for who was going to actually be involved in it.

Mr. Macheras: Will they be taxed on this, because it's not a 401(k) or does it work the same way?

Ms. Yelvington: No, it will work the same way.

Mr. Macheras: Okay.

Ms. Yelvington: Yeah. Just lower contribution limits would be in a 401(k).

Mr. Macheras: Correct.

Ms. Yelvington: But I'd be surprised about how many people max it out.

Mr. Macheras: Yeah.

Mr. Dale: There's one other caveat and I don't think it's an issue for us, but I just have to look it up real quick. It's 100 employees, max, with a simple plan, but the TPA fees on 401(k)s, generally run anywhere from \$5,000 to \$10,000.

Mr. Showe: Yeah. I think that was the issue when we first started looking at those. The administration costs kind of made it a little burdensome.

Mr. Dale: Yeah.

Ms. Yelvington: Would it even be a 401(k) or would it be a 403(b)? I don't know the answer to that, because we're government. I don't know if the fees are different for 403(b)s than a 401(k).

Mr. Dale: We're special person purpose government, so I don't know. That's a good question. We do need to get that answer, as to whether or not we're a 403(b). I don't believe we would be. We could be a 457.

Ms. Yelvington: That's true. We could be.

Mr. Dale: I don't know.

Ms. Yelvington: But we should weigh all the pros and cons of each, I would think, before we settle on something.

Mr. Dale: Yeah.

Ms. Yelvington: I think this is probably the right choice, but I just want to make sure we looked at all of our options.

Mr. Dale: Yeah, lets dot our I's and cross our t's. We don't want to get into trouble from a regulatory standpoint on that end.

Mr. Showe: A 457 seems like it could work. 403(b)s are pretty much tied to schools and charities, but a 457, might be State or local or tax-exempt organizations.

Mr. Dale: Yeah. There's a good chance we are a 457.

Ms. Yelvington: I don't know if those administration fees would be any more favorable or not.

Mr. Dale: Yeah. Let's get those answers and let's try to find something with a Vesting Schedule. Without taking a vote, is this where everybody's at? You should have to stick around for a year before you get money.

Mr. Macheras: Yeah. It has to work for both sides.

Mr. Dale: Right.

Mr. Macheras: Again, we're probably not talking about a ton of money.

Mr. Dale: Right.

Mr. Macheras: But at the end of the day, it doesn't matter what level it is.

Mr. Dale: Right.

Mr. Macheras: I just think it's only fair. That's why we're doing it, because we want them to stay.

Mr. Dale: Yeah. I think we're 90% of the way there with this.

Mr. Moller: That's all I have.

#### **B. District Manager's Report**

Mr. Showe: The only item under the District Manager, is what I talked to the Board about at the last meeting. We drafted some kind of draft goals and objectives, which we will present to the Board at the next meeting, which other Districts use. You can get as in depth as you would like to with this, but our suggestion is for the first year, we don't know what a lot of other

companies are doing. There's no guidance in the Statute. So, ours are intended to be very generic at this point, given the timeframe of having to turn these around. Then you can use the next year to refine them in detail, flush them out and make them more specific to this District.

Mr. Dale: Yeah, and I think the state requirement for the first year for this new requirement for what we're supposed to be doing, is minimal.

Mr. Showe: That's how we've intended some of these goals. So as an example, the goals are that we'll have a minimum of three Board meetings per year and that our meetings are advertised.

Mr. Dale: Right.

Mr. Showe: All of the things that we're required to do anyway. It's a simple yes or no.

Mr. Dale: Right.

Mr. Showe: Some Districts might want to get into, *"Hey, we're going to do 23,000 rounds of golf."* The challenge is you are required to report at the end of the year, if you've met that goal or not. Whatever goal you set, has to be reported at the end of the year.

Mr. Dale: Okay.

Mr. Showe: So again, these are just intended to be very generic at this point, but we'll present you with our recommendation at the next meeting.

Mr. Dale: Okay. Where are we at for our Reserve Study?

Mr. Showe: I think they're coming in July to meet with Jim.

Mr. Dale: Just again, for purposes of the minutes, the Board commissioned a Reserve Study that will be looking at all aspects of the District, ranging from our irrigation system to roofs to greens, what we need in the way of capital reserves and how we get there.

Mr. Showe: Yeah.

Mr. Dale: I think that is a very responsible course of action that this Board took. With that being said, you were good, Jason?

Mr. Showe: Yes.

Mr. Dale: Then we're going to move on to the Lifestyle/Marketing Report.

### **C. Lifestyle/Marketing Report**

Ms. Webb: So, we've been doing Music on the Patio, every Saturday night, like you said before and it seems to bring more of a crowd. We also have trivia. It didn't seem like we had a

lot, but it was a full house the last time. We are getting back to having trivia the first and third Wednesday of every month. That's why consistency is key and having set dates helps. We have five Wednesdays coming up in July, but they all know it's going to be the first and third Wednesday. So, that's been fun. I ordered a whole bunch of new ducks that we give to the losing teams. Every time I give them a lucky duck, they end up winning. So, the lucky ducks are really working out well. Then basically I did check out *Toast* and they have a loyalty program.

Mr. Moller: They have a marketing module.

Ms. Webb: Yeah, which we talked with Joe about. It might be something that we want to look into. Just like anything, when you go to restaurants now, they have a loyalty program, where you get so many points and get 10% off of your bill or you can get a free meal. So, we may want to start doing it. It would cost about \$175 per month.

Mr. Moller: Well, they also merge that module, because remember last year we were looking at gift cards.

Ms. Webb: Yes.

Mr. Moller: The gift cards were actually included with that module and also has email marketing with it as well. So, as they sign up for loyalty and we can send email blasts to our loyal customers for promotions and discounts.

Ms. Webb: So, actually there's a lot more marketing for the restaurant. We didn't know what side we wanted to do it on. I think it would be more beneficial on the restaurant side. That's why people go in there, wanting the points, especially the golfers. So, it is something that I'm going to have to try to figure out on my budget, before the new marketing term, because of the increase in the use of patio or wait until October.

Mr. Dale: Are you and Jim working on this?

Ms. Webb: Yeah, we're working on it. We've been doing that, now that I know the money is there. Jim, there's a nice company that I can call and she'll come out and see the space that we want to put the music equipment. Then she'll give us recommendations on the equipment. We don't want to put any type of metal type music things out there. It can burn them and all that good stuff. But their stuff lasts, so that's enough. We try not to buy too many packages, because they're going to be things that don't sell. Sometimes they will give you a better deal on better stuff. She actually just sent me an email saying, "*If you do it now, you'll get free shipping.*" So, we've been busy. I've been putting things ahead for ads in *Space Coast*



*Magazine*, to get ready for July 1<sup>st</sup>. Actually, they reached out to us and showed me how many other programs that they're putting in their magazines. They're actually going into Volusia and Orange Counties. We're still the only golf course in their magazine. Like I said, the Discovery magazine that we get into, they put that out to every new home buyer. So, I will make sure we have that. Those are the things that keep going. The website for the restaurant is getting a lot of hits lately. I don't know if it's because of the Best in Florida.

Mr. Dale: Right.

Ms. Webb: But we're getting quite a few more hits. The other day, we were up 333%, which is a lot. It's double.

Mr. Dale: That wasn't just a Florida Today award. It went across all of the Gannett papers for the entire State.

Mr. Macheras: I've seen a lot more good reviews and if I see a new restaurant, I'll tell my wife, *"Hey, I need to look at that place to see what kind of menu they have and what reviews they have."*

Ms. Webb: Jen did text me the breakfast menu, but it's just not going on the site very well. So, I'll have to put it on a thumb drive, because it's too small. I tried twice or three times to get it up there and it's just not uploading.

Mr. Dale: You need a Vector file.

Ms. Webb: No, it's not a Vector site. I don't know how she uploaded it.

Mr. Moller: I think it's probably on Canva.

Ms. Webb: Okay. If you share it with me, it will be better.

Mr. Moller: I will take a look at it tomorrow. If I can find it, I'll send it out to you. It should be the same account that I'm using. Even if I open it in our computer, it should be in our projects.

Ms. Webb: So, they are using the Viera East one, because I know a lot of times on the Hook & Eagle website, I don't have access to that one.

Mr. Moller: I will double check, because I remember that Lacey said she had her own personal one.

Ms. Webb: I don't think it was on there. So, I was thinking she went on the Hook & Eagle one.

Mr. Macheras: I think I have some ideas on that one, on Canva. I will look at mine. I think there is a way that you can do that.

Ms. Webb: You can share it on Canva, but I just don't have access to the Hook & Eagle one, like she has.

Mr. Macheras: Gotcha.

Ms. Webb: We share the Viera East one.

Mr. Macheras: Oh, okay.

Ms. Webb: So, if she was on the Viera East one, I can see it, but if Lacey did it on her personal one, I can see it.

Mr. Moller: Yeah, I'll double check it.

Ms. Webb: Even though I can't see it, she can go on that document and hit, "*Share.*" You can share and add something to the document.

Mr. Macheras: Okay.

Ms. Webb: Then it should come up on my Canva. I was just going to show her that. I keep adding things onto the website, such as Music on the Patio and all of that stuff for Hook & Eagle. We also have items for the golf course, with some of the stuff that is going on. We just got a new blog for the golf course. I don't know where mine is, as its not there anymore. I just sent her those changes and asked if she could change it. There was a much younger crowd and we don't want to get in trouble for that, so I'm going to try to have more of a diverse age group. It's just busy. We included more links and checking the filters, to see if there are more actions. Just to kind of let you guys know, when I post things on Facebook, I always go into that post to see how many people hit on it, opened it, commented on it, number of views, which ones were more popular and which ones were not popular. If you notice, when I start doing burger nights and things like that, sometimes I use the same one, because it got a lot of hits. If I change it, it's getting the word out there.

Mr. Macheras: Right.

Ms. Webb: So, a lot of is based on the analytics that are in the background. I don't know if you guys go onto Facebook. I've been training all day, so I apologize if my voice is hoarse. This is my last day of 40 hours shifts. So, it's been, been popular. We've been very busy, even though Summer. I've been more active on watching things this Summer than last Summer.

Mr. Dale: Yeah.

Ms. Yelvington: Can I ask a couple questions?

Ms. Webb: Sure.

Mr. Dale: Of course.

Ms. Yelvington: Okay. I spoke to a client in marketing, who said, "*Everybody looks at Google reviews for making decisions on where they go and you will soon be able to ask AI who has the best burgers in town.*" It will pull up the highest Google reviewed place, so you don't have to find it yourself. With that in mind, I thought maybe we can incentivize people to Google review us, by offering them like a free appetizer on their next visit or something like that, so they're exchanging something to get a good Google review. I don't know if you've ever considered doing anything like that.

Mr. Dale: Like offering free dessert.

Ms. Yelvington: Yeah, like free dessert or a free appetizer. But on their next visit, so they come back.

Ms. Webb: Yes, I have done that. We put little things on the tables for people to do that and they actually have, but they're a little bit pricey. I was thinking if I can get it done elsewhere, maybe locally instead of buying it online, there's actually a Google QR code that you could just place on a table and it doesn't go away. You just put it there and they just scan it and it goes to that website. It provides a lot more incentives for people to drop a review. That could be good or it could be bad.

Ms. Yelvington: Right. Well, just something to consider in the future.

Ms. Webb: I am actually going through AI training, to make videos using AI animation.

Ms. Yelvington: My other question is, do we have an ongoing contract with Rockstar Entertainment?

Ms. Webb: No, but I can cancel them at any time.

Ms. Yelvington: I don't want to cancel them. I think it's a big draw. My concern is they're being sought out by different venues around the county and we have a prime spot with them on a Friday night.

Ms. Webb: Right. I just talked with them.

Ms. Yelvington: I'm worried they'll get pulled from us.

Ms. Webb: They won't.

Ms. Yelvington: Okay.

Ms. Webb: I told them, if they do, we will end the contract. We hired them. We didn't hire their subsidiaries. Now, there are times when they go on vacation and I don't have a problem with that. I had a very long talk with them, because they also are in several establishments within a five-mile radius of us.

Mr. Dale: Right.

Ms. Webb: I told them, *"I want you to understand what that does to our marketing, because people are coming to us, we are really busy and they want to come because of you guys and now you're less than 4 miles down the street at Ashley's."* They said, *"Oh, I can just go there on Saturday or Sunday because we're at Ashley's or I can wait and go on Monday at Pineda Inn."* Then they're at Tracy's on Thursday nights. So, they are all around us, but the biggest thing is, a large part of our crowd that comes on Friday nights, came because of them.

Ms. Yelvington: Right.

Ms. Webb: They also follow them around other places. I've been watching and making sure that those primary ones that come, still are coming here. I told her, *"This is what I'm paying attention to, because if my revenues start going down..."*

Mr. Dale: I think Denise is coming at it from a different perspective. You're concerned about losing Rockstar, which is why they received a decent pay increase this year.

Ms. Webb: Yeah. I pay them the most.

Ms. Yelvington: Okay.

Mr. Dale: They know who got them to the dance, is the way that I would put it. I think there's a mutual respect between you and Michelle and everyone.

Ms. Yelvington: Okay.

Mr. Dale: Now all of a sudden, they're doing Pineda Inn and Area 142 along with us.

Ms. Webb: They assured me that they're not leaving us. I just told her, *"We negotiated an increase in their money"* and Lisa said, *"Well, you guys pay us the most, so we would never leave you guys."*

Ms. Yelvington: But we don't have a monthly contract.

Ms. Webb: No. We talked about it. It would secure them. It would be more for them to secure with us than for us to want it, because if it did get to a point where all of these other places are dragging ours down, you're stuck in that contract until it ends. We've seen less and less and less activity because of them being surrounded by us. So, I did have a talk with them,

that anything in a five-mile radius is really hard, as it provides competition. So, we had a fairly big talk about it and she reassured me, *“There are there are people that come to you guys because of the atmosphere of that place,”*

Ms. Yelvington: Yeah.

Ms. Webb: They don't go to Ashley's.

Ms. Yelvington: Everybody has a different vibe.

Ms. Webb: Right, but they were trying to pull things in to bring in more business, because they lost a lot of staff and have a lot of management problems. They were trying to pull things in to bring more things out of people who bring it, just like bands, who hire them to fit the people coming in. Tracy lost hers or changed hers, but they always have their crowd. Their crowd won't ever come to us anyway, no matter what. So, I don't worry about Tracy's lounge competition. My biggest thing was Ashley's and Pineda Inn. But we went to Pineda Inn not too long ago and we saw the problems.

Mr. Dale: As long as we're on the issue of karaoke and the restaurant and everything, maybe if you could just share what you shared with me about the soundproofing.

Mr. Moller: So, Pete and I were looking at soundproofing ideas and baffles and things like that. We found these nice sectional baffles. Basically, there are 1x2 furring strips, which you hang on the walls, but we came up with a better solution, such as making our own baffle strips out of 1x2 furring strips, hang them up and put a little felt behind it, to break up some of the sound waves bouncing off all of the flat surfaces that we have.

Ms. Webb: You know, you can always carve out of the ceiling.

Mr. Moller: Actually, I did read their website. Pete doesn't think it will work. I'm iffy. A lot of restaurants with hard floors, have hard table bottoms and sound is bouncing everywhere. So, it's almost like a real thin insulation that they put in cars and basically, you tape it underneath the tables to absorb the sound bouncing off of the floor.

Mr. Dale: Right.

Mr. Moller: Per square foot, it's not the cheapest method.

Mr. Dale: Right.

Mr. Moller: I don't know if I want to pull the trigger on that or not. I haven't seen enough data.

Mr. Dale: You can't use foam because people will stick their gum to it.

Mr. Moller: Right and it's thin enough, you won't even really know what's under there.

Mr. Dale: Yeah.

Mr. Macheras: I was wondering, even about the mats you step on when you're standing at your sink, you know, the kind of a foam rubber thing. But I don't know. I'm just throwing out stuff that might be cheaper.

Ms. Webb: Yeah. Some of it is just having the people who are in there, as they all know how to balance their trouble, but sometimes though, even when we're doing trivia night, we're standing behind speakers, so we don't really hear what they're hearing and the loudness. That's why sometimes I go out. If they're performing and if someone doesn't come up and say, "*Hey, can you turn it down or you're a little loud*" and they don't have that person with them to balance the sound, we have to help them. I told the girls that if somebody says, "*Hey, it's way too loud,*" just walk over to them. All of them are gracious and they'll say, "*Oh no problem, we'll turn it down.*"

Mr. Moller: I would even be interested to see this Friday, if we just lower all of the curtains that Pete just installed.

Mr. Dale: I am optimistic about that.

Mr. Moller: We started just doing the two windows and one on the side and said that it looked stupid, so we did basically all of the windows. So, every window has the roll down shade on it. It will be interesting to see if that works.

Mr. Dale: I think that will definitely have an effect.

Ms. Webb: But we're definitely on the map, because everyone wants to come in and do an interview with the restaurant and put it on YouTube, but of course, it costs \$5,000. When I go on their YouTube to check them out, they have 180 viewers. If you had 1.8 million viewers, we would talk.

Mr. Dale: Right.

Ms. Webb: Then that's what happens. But I'm hearing more and more people say, "*Oh, yeah, I know where the Hook & Eagle is and I heard that they have really good burgers there.*" That's what I like to hear, that it's getting out there.

Mr. Dale: We want to hear that about our golf course, too.

Mr. Macheras: Exactly.

Ms. Webb: Well, Ford Garage is supposed to open up on June 30<sup>th</sup>, but they're not looking like they're opening. So, I don't know what's going on over there. Because I was kind of putting more ads out about our burger night, to kind fluctuate it.

Mr. Dale: Tough economic times.

Ms. Webb: Yeah. So, it might be July 30<sup>th</sup> now.

Mr. Moller: A lot of restaurants are closing

Mr. Dale: A lot. Nationally the numbers are horrible.

Ms. Webb: Long term restaurants in this area are closing. Oh, by the way, a tornado hit down in Melbourne around my old house. There's some damage in one of the neighborhoods.

Mr. Dale: Really.

Ms. Webb: They actually have a picture of the tornado.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): Do you need to talk to me after the meeting?

Mr. Dale: No. We just mostly wanted to communicate that your fountain is on the way. Do you think we'll have it in within about a month?

Mr. Moller: It all depends on FPL. We need to create a new account for the meter.

Mr. Dale: It will be up by Halloween.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): And was it with my good friend Randy?

Mr. Dale: No. We devised a different method.

Resident (Mary Ann Ferrara, 6840 Raccoon Court): Oh, okay.

Mr. Dale: You have a good CDD manager.

Ms. Webb: That's all I have.

Mr. Dale: Thank you. Michelle.

#### **D. Restaurant Report**

Mr. Dale: Jim, do you want to add anything on the restaurant?

Mr. Moller: No, I pretty much touched on it.

Mr. Dale: The main thing that I just want to emphasize again, it sounds like we're going to finish ahead of last year, in the neighborhood of about \$12,000 to \$13,000, which is the

estimate at this point. When we're not dealing with the weather, the numbers are way up, for both the golf course and the restaurant and that was what we said in the newsletter.

**EIGHTH ORDER OF BUSINESS**

**Treasurer's Report**

**A. Approval of Check Register**

Mr. Showe: We have Check Registers for May and June, in the amount of \$153,542.16. We can take any questions or a motion to approve.

Mr. Dale: For the record, real quick, could you address what we have at Regions Bank and Huntington?

Mr. Showe: Regions is the credit card. There's one payment that goes to the credit card every month that covers all of Region's expenses. Huntington is the lease for all the equipment that we pay on a monthly basis.

Mr. Dale: Those were a couple of big checks that I saw in there.

Ms. Yelvington: I have a question on the cash and petty cash items. There was one for \$1,000 and another for \$738. I'm not sure if they're a month apart or a couple of weeks apart.

Mr. Moller: That's to replenish the petty cash that the restaurant has. As the girls get their tips, they're paid out at the end of the night.

Ms. Yelvington: So that's normal. We see that every couple of weeks?

Mr. Moller: Yeah.

Ms. Yelvington: Okay. Thank you.

Mr. Dale: Alright. Are there any further questions? If not, I will entertain a motion to approve the Check Register.

On MOTION by Ms. Yelvington seconded by Mr. Rysztoji with all in favor the Check Register for May 17, 2024 through June 20, 2024 in the amount of \$153,542.16 was approved.

Mr. Moller: I just wanted to add one more thing with the petty cash. As the restaurant requests additional petty cash, they have a receipt policy. So, for auditing purposes, if we had replenished \$700, we know that \$100 went to this server for tips and \$50 went to this server.

Mr. Dale: There are checks and balances.

Mr. Moller: Whatever money they're requesting, they need proof that they need it.



Ms. Yelvington: Good.

**B. Balance Sheet and Income Statements**

Mr. Showe: You have your financials for May 30, 2024. I will note that Hannah, who is the primary accountant for this District for about 10 years, is having her baby right now. So, we have some gaps going on, such as the way they were accounting for some of the food costs in the last set of financials.

Mr. Dale: Particularly in March.

Mr. Showe: Yeah. Jim and I are going to work with them on making sure that gets tightened up. So, there will be a different version of this likely at your next meeting.

Mr. Dale: It's a fairly substantial dollar amount that we're trying to fix.

Ms. Yelvington: Is it just in the wrong bucket or is it not on there?

Mr. Showe: It's the way that they accounted for it. We had agreed that we were going to spread some of the food costs over seven months, versus all in one month, due to the nature of some of the expenses. They reallocated some costs that were already spent. It's in a different spot.

Mr. Dale: It got counted twice.

Ms. Yelvington: Okay.

Mr. Showe: In the long run, it's not going to make a difference. It's money spent. It's all going to be accounted for, but we just want to make sure it's reflected consistently on a month-to-month basis.

Mr. Dale: Right.

Mr. Moller: Yeah, I noticed the same thing in the fertilizer line. I had some big purchases that were supposed to be spread out for bulk fertility, where it would last us three or four months, but I buy it in bulk for a discount. I had requested it to be spread out, but it was all lumped into one month. At the end of the fiscal year, it's all going to be the same. It just made April and May look worse.

Mr. Dale: For the record, who is Hannah?

Mr. Showe: GMS' accountant

Mr. Dale: Okay. She's out on personal leave. We wish her well.

Mr. Showe: Oh, absolutely. But you guys have a very complicated District, so when we have gaps like that, it comes up worse a little bit, but we'll get there.

Mr. Dale: We're getting the substitute in.

Mr. Showe: Yeah.

Mr. Dale: It affected our financials for this month, so it doesn't look the way it should.

Mr. Showe: Other than that, that's all I have. You guys are 97% collected on your assessments through May 9<sup>th</sup>. So, we're in great shape.

Mr. Dale: Okay.

## **NINTH ORDER OF BUSINESS**

### **Supervisor's Requests**

Mr. Dale: With that said, let's move on to Supervisor's Requests. Bill?

Mr. Macheras: I didn't have anything, but I am just curious. I like the reports, every meeting that we have on the restaurant, but is that shared with staff on a weekly basis, so, they know how they're doing?

Mr. Moller: Yeah.

Mr. Macheras: That's it.

Mr. Dale: There's nothing wrong, but if you see something or you want to give them feedback, please do so, because I do that, like when I say, *"Hey, we're \$7,000 ahead of where we were last year"* or *"Congrats on May, as we did \$7,000 more than the prior year."*

Mr. Macheras: Right.

Mr. Dale: As soon as I received the financials on Thursday, I texted Jen and Jamie and said, *"Hey, great job with that."* So, there's nothing wrong with Board Members giving an attaboy.

Mr. Macheras: That's all I have.

Mr. Dale: Ron?

Mr. Rysztogi: I'm fine. No problem.

Mr. Dale: Alright. Denise?

Ms. Yelvington: I don't have anything other than to say that I won't be at the next meeting. I'll be out of town. I'll be at the workshop, but not the next Board meeting at the end of July.

Mr. Showe: Got ya.

Mr. Dale: Okay.

Mr. Macheras: I have to look at my calendar. I might be out of too. We need to have three Supervisors here?

Mr. Showe: Yes.

Mr. Macheras: I'll check my schedule, but we can also change the date.

Mr. Dale: That requires, obviously, more than two weeks, because he has to run the ad and everything.

Mr. Macheras: Is Jen still out at that time?

Mr. Dale: Yes, she is out. I believe she is going to be here in August. I will tell you, I believe the same thing happened to us last year, at end of July meeting, where we didn't have a quorum.

Mr. Showe: We should have the rules and rates set by your next workshop. The budget should be largely set by your next workshop. So, I don't foresee that we have anything critical that has to be approved at that time. So, in the event there's nothing critical and we don't have a quorum, then we just hold everything until next month.

Mr. Macheras: Okay.

Mr. Showe: We'll have to hold the August meeting for sure for the budget.

Mr. Dale: Right. But we'll know as we get closer.


Mr. Showe: Yeah.

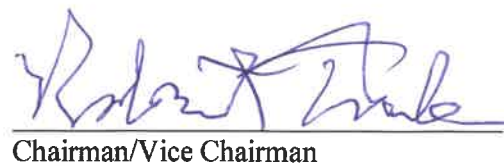
Mr. Dale: I don't believe that I had anything. Jason and Jim have been wonderful in terms of answering a lot of my questions off meetings, which I appreciate very much. You guys are like Johnny on the spot with emails and stuff like that, so that's much appreciated. With that being said, we can entertain a motion to adjourn.

**TENTH ORDER OF BUSINESS**

**Adjournment**

On MOTION by Mr. Rysztocki seconded by Mr. Macheras with all in favor the meeting was adjourned.

  
Secretary/Assistant Secretary

  
Chairman/Vice Chairman

**FIG. 10.** Same as in Fig. 9, but for the 2006–07 season. The contours are drawn at 10% intervals.

FIG. 11. Same as in Fig. 9, but for the 2007–08 season. The contours are drawn at 10% intervals.

FIG. 12. Same as in Fig. 9, but for the 2008–09 season. The contours are drawn at 10% intervals.

FIG. 13. Same as in Fig. 9, but for the 2009–10 season. The contours are drawn at 10% intervals.

FIG. 14. Same as in Fig. 9, but for the 2010–11 season. The contours are drawn at 10% intervals.

FIG. 15. Same as in Fig. 9, but for the 2011–12 season. The contours are drawn at 10% intervals.

FIG. 16. Same as in Fig. 9, but for the 2012–13 season. The contours are drawn at 10% intervals.

FIG. 17. Same as in Fig. 9, but for the 2013–14 season. The contours are drawn at 10% intervals.

FIG. 18. Same as in Fig. 9, but for the 2014–15 season. The contours are drawn at 10% intervals.

FIG. 19. Same as in Fig. 9, but for the 2015–16 season. The contours are drawn at 10% intervals.

FIG. 20. Same as in Fig. 9, but for the 2016–17 season. The contours are drawn at 10% intervals.

FIG. 21. Same as in Fig. 9, but for the 2017–18 season. The contours are drawn at 10% intervals.

FIG. 22. Same as in Fig. 9, but for the 2018–19 season. The contours are drawn at 10% intervals.

FIG. 23. Same as in Fig. 9, but for the 2019–20 season. The contours are drawn at 10% intervals.