

**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 26, 2025** at 6:30 p.m. at Faith Lutheran Church, 5550 Faith Drive, Viera, Florida.

Present and constituting a quorum were:

Rob Dale
Bill Macheras
Ron Rysztogi
Denise Yelvington

Vice Chair
Treasurer
Assistant Secretary
Assistant Secretary

Also present were:

Jason Showe
Jeremy LeBrun
Jim Moller
Jenn Worshel
Michelle Webb

District Manager
GMS
Golf Maintenance Superintendent
Hook & Eagle
Lifestyle/Marketing Director

FIRST ORDER OF BUSINESS

Roll Call

Mr. Showe called the meeting to order at 6:30 p.m. Four Supervisors were present constituting a quorum.

SECOND ORDER OF BUSINESS

Pledge of Allegiance

The Pledge of Allegiance was recited.

THIRD ORDER OF BUSINESS

Public Comment Period

Mr. Showe: The next item is the public comment period. We will let the record reflect that we only have members of the Board and staff present.

FOURTH ORDER OF BUSINESS

**Approval of Minutes of the May 22, 2025
Board of Supervisors Meeting**

Mr. Showe: The first item is approval of minutes of your May 22nd meeting. Those minutes are included with your agenda. We can take any corrections or changes at this time.

Ms. Yelvington: I had a quick correction. On Page 27, when Bill was talking about the times, he was referencing 9:50 p.m. and they put \$950. I just wanted that corrected. I think I worked out the other issue that I had. So, that's it for me. I'll leave the typos alone.

Mr. Dale: Anyone else? Any other corrections?

Mr. Showe: Is there a motion to approve as amended.

On MOTION by Mr. Macheras seconded by Mr. Rysztogi with all in favor the Minutes of the May 22, 2025 Board of Supervisors Meeting were approved as amended.

FIFTH ORDER OF BUSINESS

New Business

A. Budget/Rules Rates Workshop

i. Discussion of Fiscal Year 2026 Budget – General Fund and Golf Course

Mr. Showe: Behind that, we have New Business. We have the rules and rates as well as the budget. We handed out a copy of the updated budget. We haven't made a whole lot of changes to it, since you last seen it. So, I don't know if we want to go through it or if you guys want to take some additional time on your own and just give any questions to Jim or me as you go through it. We can tackle it either way.

Mr. Dale: That's probably the simplest way and saves meeting time.

ii. Discussion of Fiscal Year 2026 Rules and Rates

Mr. Showe: The same with the rules and rates. We've included those. We just kind of wanted to start the discussion here. I know Jim still needs to go through those and provide some updates. But certainly, if you see anything on the rules and rates that you would like to see updated, get those to Jim and we'll incorporate those. Then at your next meeting, we can take anybody's changes or questions or comments and include those with the updated version.

Mr. Macheras: Is that in here, the rules and rates?

Mr. Showe: Yep. It's in the iPad. I didn't print out a hand copy for each Supervisor. I can have Brittany circulate a separate copy.

Mr. Macheras: On the rules and rates, though, did I look at it wrong? You didn't really have anything. Right? It's like \$1 to \$90. Are there any parameters?

Mr. Showe: There is a range of rates that we do for legal purposes. We set a basement and a ceiling for all of those rates.

Mr. Macheras: Right.

Mr. Showe: Then Jim has individual rates, but that gives him the flexibility. If there are things that need to be changed throughout the year, he has some flexibility in changing those.

Mr. Dale: But what did you go with for max rack rate?

Mr. Moller: Actually, I have not even adjusted any of the rates for this upcoming fiscal year yet.

Mr. Dale: Okay.

Mr. Moller: I don't know what's on there.

Mr. Macheras: It really wasn't anything. It was just kind of like what Jason said. It was just random. It's like the daily rate was \$1 to \$90. My question would be, what do you or we look at, whether we even need to go up and if we do, what are we basing that on? I mean, if things are going well and we have a pocket of money, do we have to go up?

Mr. Moller: I mostly just base it on the projected expenses coming up for the next year. Also, I feel Brevard County kind of has a sweet spot for a max round rate peak season, that I don't really want to start going too high above, which I think is right around \$90 for a Saturday morning weekend peak season rate.

Mr. Macheras: Right.

Mr. Showe: Right now, the one you have listed, the daily golf rate, is \$87.10.

Mr. Moller: Yeah, I think the last few years we've gone up 7% on our rates and I think we're probably going to be a lot more modest this year. We are probably looking at more like a 3% increase.

Mr. Dale: It follows inflation.

Mr. Moller: Yeah.

Mr. Macheras: That makes sense. It's not something that has to be done at that certain level. Like you said, we want to make sure if our expenses are going up, they go up, but if we're in the neighborhood and we can do a little bit less...

Mr. Moller: Yeah, I don't want to price ourselves out of the market.

Mr. Macheras: Right. Okay.

Mr. Dale: Just really quick for the minutes too, could you address the summer rates? Because we see in social media and we hear from people and everything, that we charge \$50 to \$60 for a round of golf in the Summer and how outrageous that is, but when I look at the after 4:00 p.m. rates, they're not anywhere near that and then you add in the CDD fee.

Mr. Moller: Yeah. Our Summer rates are pretty much competitive with all of the other golf courses in the area. Right now, this Summer after 4:00 p.m., I think it's \$25 for the public and \$17.50 for a CDD member. One thing that we did this year compared to last year, after 4:00 p.m., we used to have nine hole and 18-hole rates. So, it's basically, all you can play after 4:00 p.m. We were finding that people would come and pay the nine-hole rate and it just became more of a hassle trying to police who paid for 18 holes and who paid for nine holes. So, after 4:00 p.m., we had one rate and if you can get 18 holes in, great.

Mr. Macheras: Yeah. I don't think you're going to get cheated.

Mr. Moller: No.

Mr. Macheras: Even the Air force base after 2:00 p.m., is all you can play.

Mr. Moller: Yeah.

Mr. Macheras: If its 95 degrees, they aren't going to be out there for 36 holes. Most people aren't. I was looking around the other day at rates and found \$55. Most places around us aren't even, as I would categorize, as good as our golf course or more than that, first thing in the morning. Even our afternoon rates are just as good as other courses that aren't to our level.

Mr. Dale: It costs \$17 for a CDD member to play after 4:00 p.m.

Mr. Macheras: Right. You don't even pay that, to go to the range. You just go out there and play a couple of holes.

Mr. Moller: Right now, in the Summer weekend morning, which is our primary, it's \$36.60 for a CDD resident to play 18 holes.

Mr. Macheras: You can play that all day. I looked around, because my pass to the base had expired. So, I was just curious and I can't afford to go anywhere else, to be honest with you, based on what I could play, even if I was paying the public price. So, I think the prices are fine.

Mr. Dale: Thank you.

Mr. Showe: So certainly, as you digest the budget and the rules and rates, just shoot Jim or I any comments and we'll make sure that we address those at the next workshop that we have.

Ms. Yelvington: Can I ask some preliminary questions about that?

Mr. Showe: Absolutely.

Ms. Yelvington: The first question is, because later in the package, is the Reserve Study, is any of that factored into this budget?

Mr. Showe: The expenses specifically haven't been yet. That's kind of more about Jim going through and looking at what kind of capital projects he wants to do next year. But we do have the revenues that are indicated in that Reserve Study, to cover whatever those expenses would be.

Mr. Dale: Yeah, because we had talked about tying the expenses to more of a five year, more realistic type.

Mr. Showe: We can certainly look at those and go through those and add those line items to the capital budget for sure.

Ms. Yelvington: Because in the Reserve Study, there's a minimum and a maximum amount, that it seemed like, they wanted out of us. The suggested amount or recommended amount is a lot of money. So, I just wasn't sure if that's in here and I wanted to know if we should be accounting for that.

Mr. Dale: We had also talked about taking out things that we have already done or that we are paying out of operating.

Mr. Showe: We did. We went through and had them remove certain things and they made some adjustments. So, it much more reflects the discussions of the Board, as it sits now.

Mr. Dale: Yeah, we kind of just haven't really gone over that since we had talked about moving some of that stuff out.

Ms. Yelvington: Yeah, I think at a minimum, it's \$120,000 and at a maximum, its \$300,000.

Mr. Dale: On an annual basis.

Ms. Yelvington: Yeah, for 2025 fiscal year alone.

Mr. Dale: Yes.

Ms. Yelvington: It's a substantial amount of money, if we need to be budgeting for that, to be on target for that Reserve Study.

Mr. Dale: Just as an FYI, that is part of the reason why our bonus schedule is tied to the \$250,000 number. From some initial number crunching that we had done four or five years ago,

that was the magic number that we thought we were aiming for. We needed at least \$250,000. It seems to be kind of in the sweet spot. The good news is, we haven't done less than \$300,000 in any year, since we instituted that plan. So, we seem to be hitting our high and low numbers.

Ms. Yelvington: Okay. So, as it stands now, our net profits go towards...

Mr. Showe: The capital reserves.

Ms. Yelvington: Okay. I see.

Mr. Showe: So, the way it's funded, we have about \$84,000 that we transfer from the General Fund to the Golf Course Fund as a reserve amount. Then whatever the profits are, also get transferred in. So, we try to do our best to factor that in on both ends.

Mr. Dale: I can't recall if you were at that meeting where we had talked about some of the upcoming projects that we're looking at and utilizing those as an income source, to get a better return on investment (ROI) on the money.

Ms. Yelvington: Yes, I was there for that.

Mr. Dale: Okay.

Ms. Yelvington: Any of those potential capital projects are not in here, because they would be coming out of that reserve.

Mr. Showe: Correct. We haven't factored in any real specific reserve expenses yet. We typically like to give you guys maximum flexibility, so we budget almost no expenses, very limited in capital. Then you guys can see what the balances are and then make your decisions from that point.

Mr. Dale: Right.

Mr. Showe: But certainly, we will need to go through some of these Reserve Studies and see if there are scheduled things that we need to do next year. Jim and I can go through those and see what those items are and we can specifically list those out and tie those to the reserve.

Mr. Macheras: Right.

Mr. Dale: Yeah. Just to emphasize again, what Jason just said, the whole intent would be, if we decide to pursue any of those projects, the income that is derived from those projects, is intended to go back into the reserves and essentially produce an ROI, instead of it getting 2% in a money market.

Ms. Yelvington: Yeah.

Mr. Macheras: That does bring up a good point. We want our budget to reflect what we are looking to happen that first year. So, I get what you're saying. It should be kind of close.

Ms. Yelvington: Yeah. Right. Okay, I follow. Then the only other question I had, was on the interest income. We're earning a certain amount of interest every month, when I look at the financials, but then when I looked at the budget, it's not there.

Mr. Showe: We budget conservatively for next year, just because we don't know what the rates are going to be. So, when we do budgets, we tend to be a little more conservative on the budgets.

Ms. Yelvington: Okay.

Mr. Showe: We would much rather be conservative on the budgets and go over, in terms of revenue than the opposite.

Ms. Yelvington: Okay. I just wasn't sure if there was something I missed.

Mr. Showe: No, that's just kind of how we typically budgeted. Like I said, we would much rather be conservative on those. The market's a little crazy right now, so it's hard to know what interest we're going to be dealing with in 16 months.

Mr. Dale: Right.

Ms. Yelvington: I do have one other question for you, Jason. On the bond payments, it looked like we had a pretty significant payment in 2026. Does that sound right to you?

Mr. Showe: Yeah.

Ms. Yelvington: Okay. So, does anything change with our budgeting to get us to that high of a number?

Mr. Showe: No. We've already factored that in.

Ms. Yelvington: It was going to be \$795,000 instead of \$500,000 or something like that.

Mr. Showe: No, that's already factored in. So, the only payment you really have left, is the November 1st payment for the 2012 series and then the May 1st payment. We always carry forward that first payment, because that November payment is kind of already scheduled.

Ms. Yelvington: Do you know what page this is on.

Mr. Showe: It is the last page of the budget.

Ms. Yelvington: Right. But that's the other bond, right?

Mr. Showe: Yeah, that will be the last payment in this budget for that bond.

Ms. Yelvington: Right. There's another page.

Mr. Showe: Oh, I see what you're saying. That's on Page 11.

Ms. Yelvington: That's it.

Mr. Showe: That's already factored in. So, if you look at the fiscal year total payment, it is approximately the same as the prior years. The current year is \$656,000. This one is still \$656,000. It's already factored in the assessment. So, no adjustment is needed on those.

Ms. Yelvington: Okay. Just a huge amount goes to principal in that year.

Mr. Showe: Yes. That's just the way those bonds were structured. That's partly because we wanted to not raise assessments. They were structured in a way that there are fluctuating payments, but that way they are structured so that nobody's assessment went up with those bonds.

Ms. Yelvington: Okay. That's all of my questions.

Mr. Showe: Then again, certainly, as the Board has any questions or you review those, let Jim or I know and we'll be able to work through all of those.

Mr. Dale: Then the same thing for rules and rates.

Mr. Showe: Absolutely.

B. Presentation of Fiscal Year 2024 Financial Audit

Mr. Showe: Then beyond that, we have the presentation of the Fiscal Year 2024 audit.

Mr. Dale: For the record, how often are we audited, Jason?

Mr. Showe: You are required to be audited annually. This is the audit that would end September 30, 2024. We typically direct our Boards to the last page, which is in your agenda package on Page 154. This is the Report to Management. In the Florida Statutes, it defines the categories that are required for the auditors to review. This outlines each of those categories individually. You'll see there are no current year findings. There are no prior year findings. They made no significant findings or recommendations. No recommendations were made. We did not meet any financial deteriorating condition processes. So, it's a clean audit. There were no issues on their end.

Mr. Dale: I see they put a gold star at the top of the report too.

Mr. Showe: I don't see that. But this is the kind of audit that you want.

Ms. Yelvington: Can you get them to fix two things that are typos in their audit report?

Mr. Showe: Sure.

Ms. Yelvington: It drives me crazy. Listen to why I want this. On Page 138, under the leases paragraph, it says, "*Straight lie basis*". It should be, "*Straight line basis*."

Mr. Showe: Yeah.

Ms. Yelvington: We don't do anything on lies. Then on Page 152, there's just some gobbledygook of a word that they need to fix, because you can't make out what they're even trying to say. It says, "*35 hetherr*." I think they meant, "*Whether due to fraud or error*."

Mr. Showe: Got it.

Mr. Dale: It was junior accountant day on Monday morning.

Ms. Yelvington: I know. Come on, guys, read your reports. But I was pleased with the audit results.

Mr. Showe: So again, there's no real action by the Board. It's just a presentation, for your information. The audit is required to go on their website. So, it will be placed there as well.

Mr. Dale: Well, it is good for the community to know that we get that done on an annual basis.

Mr. Showe: Correct.

C. Presentation of Reserve Study

Mr. Showe: Then just kind of what we touched on, the next thing is the presentation of the Reserve Study. Obviously, we took the Board's comments. Jim and I went back and forth with them a few times and I think we got it at a point that we feel comfortable with. Again, I will note that we have in Excel, so we can manipulate all of the charts and all of the data as we need it. But I think it's good information as we move forward for our planning purposes. Certainly, as you review it and have any questions, we can certainly help out with those.

Ms. Yelvington: In the Reserve Study, there was a defibrillator. Do we have one?

Mr. Moller: No.

Ms. Yelvington: Are we going to get one?

Mr. Moller: We didn't plan on it.

Ms. Yelvington: But there was one at the time that they did the Reserve Study and it said it was in operating condition.

Mr. Moller: It wasn't. It's been expired for years, but the box was still there. It was just sitting out there. So, if anyone had tried to use it, it wouldn't have worked. So, we just removed it, so no one could use it.

Ms. Yelvington: I still think we should have one. Just my two cents.

Mr. Macheras: Do we have anybody trained in CPR?

Mr. Moller: No.

Mr. Macheras: I used to take care of some of them at the District and replenish the cost of the battery. It's up there, but I don't see why we couldn't have a list of people, so if someone collapsed on 14th hole or whatever, we have some folks that are at least trained to run out there on a golf cart before 911 gets there.

Mr. Dale: Is it more an upfront cost that we're concerned with or is it a liability cost?

Mr. Moller: I've heard two different ways of looking at it. There is the liability that if something's not done right or someone has a DNR that is overlooked, that opens up a can of worms. There's really no training needed. It's like a plug and play.

Mr. Dale: What if you have a pacemaker?

Mr. Moller: I've just been worried about any kind of repercussions if, like I said, someone has a DNR or someone has a pacemaker and no one checks a band or no one has an identification band or whatever the case may be.

Mr. Macheras: Are there any first aid kits?

Mr. Moller: Yes.

Mr. Macheras: Okay. Those are pretty cheap. At least if I cut myself on my 9-iron as I toss it into the lake, then somebody can wrap me up.

Mr. Dale: I do know we had to update the restaurant one recently. Have we done that with the pro shop?

Mr. Moller: Yeah, they all pretty much are stocked. We have one in the cart barn, one in the pro shop, one in the restaurant and one in maintenance.

Mr. Macheras: It's on somebody's checklist to check, right? We need to make sure that it has bandages.

Ms. Worshel: I just updated it.

Mr. Dale: We never had an issue there. So that's why.

Mr. Moller: Yeah, I think it was taken care of not too long after that.

Ms. Webb: We have butterfly bandages. Yeah, we just did all of that. It's up to date.

Mr. Rysztogi: It's funny, me being a prior security guard, I had to go through all of that and be taught on all of that. If anybody would ever need it, it would be me.

Ms. Webb: Well, we only had someone with a mild cut. I'm like, "*Where is my butterfly bandage?*"

Mr. Macheras: Just remind me, is the Reserve Study written in stone yet or is going to be written in stone?

Mr. Showe: We went ahead and finalized it. We needed to go ahead and get them paid and furnished. Like I said, we have all of the charts in Excel. That was part of their service. So, we can manipulate any of that going forward.

Mr. Dale: We don't have anything to approve there.

Mr. Showe: No, it's just a presentation.

SIXTH ORDER OF BUSINESS

Old Business

A. Action Items List

Mr. Showe: With that, we can go through the Action Items List, quickly. There are still no updates from the Viera East Golf District Association on the withdrawal of water. I know that Jim's working on the park improvements and he has the resurfacing quotes.

Mr. Dale: We have that on old business. How long has that been going on?

Mr. Showe: I think Jim and Michelle were working on those park improvements.

Mr. Dale: No, no, no, the Association.

Mr. Showe: I've just kept it on my tracking list.

Mr. Dale: After six months, I think we take it off.

Mr. Showe: It is gone.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

i. Consideration of Pavement Maintenance Proposal

ii. Consideration of Mill and Pave Proposal

Mr. Showe: Jim has the resurfacing quote, so we can just go right into the General Manager's Report.

Mr. Moller: Alright, well, I'll start with that. It should have been in the packet where I got the quote for the golf course maintenance parking lot with two different options. Option 1 was just a sealcoat, which I think came in around \$9,000.

Mr. Showe: It was \$12,400 with the striping.

Mr. Moller: The overlay, which would give us seven to 10, up to 15 years with a 1-inch overlay. Then the striping on top of that would be \$92,000. So, those are the two options.

Mr. Dale: What was the first one?

Mr. Moller: The first one is basically just a sealcoat.

Mr. Dale: No, the amount.

Mr. Moller: With the striping, it was \$12,500.

Mr. Dale: What was their opinion of the condition?

Mr. Moller: The condition wasn't bad, but they recommended the overlay, because the sealcoat is only going to give us three to five years.

Mr. Dale: Well, the reason I asked that, at the Corporate Park, we sealcoat every five years. We do that, so it doesn't get to the point of the parking lot at the golf course. That cost us, a couple hundred thousand dollars, as I recall.

Mr. Moller: Right.

Mr. Dale: Whereas if we had been sealcoating every year, it probably would have cost us maybe \$40,000 to \$50,000, every five years, for that amount of time. We should be getting 50 years of life out of these parking lots, which is where I'm going with this. So, with that said, if we don't have a large number of cracks, divots, holes, you've got to do a repaving. Then it sounds to me like it's a resurfacing job, which is the lesser of the two.

Mr. Moller: The sealcoating.

Mr. Dale: Yes.

Mr. Macheras: So, my question would be, if we did the sealcoat every three to five years, do we then have to do the striping for \$90,000?

Mr. Dale: We should be doing it every five years, regardless.

Mr. Macheras: We would do it again, possibly in another five years. How much would that cost?

Mr. Moller: \$15,000.

Mr. Showe: I will note that typically they won't even quote you for sealcoating, if they don't think that's a viable option. So, the fact that they quoted it, means that it's an option.

Ms. Yelvington: When was it paved last?

Mr. Moller: When it was built 30 years ago.

Mr. Dale: Again, which parking lot is this?

Mr. Moller: This is the golf course maintenance parking lot. Woodside Park is not an option, with all the root intrusions and cracks.

Mr. Showe: Correct.

Mr. Moller: We could probably get away with the sealcoat and then turn around in three to five years and do another sealcoat.

Mr. Dale: That's kind of what I'm thinking.

Mr. Moller: For golf maintenance. Yeah.

Mr. Dale: Because maintenance doesn't get the same amount of traffic that the other two parking lots get.

Mr. Showe: It doesn't.

Mr. Dale: I know what you're saying. We have heavy equipment.

Mr. Moller: Heavier equipment. Yeah. It doesn't have the volume, but it has heavier equipment. But it's held up for 30 years.

Mr. Showe: Yeah.

Mr. Dale: Like what Jason said, they quoted the sealcoat.

Mr. Showe: Yeah.

Mr. Dale: As long as they weren't adamantly saying, "*Hey, we need to do a repaving,*" I'd be inclined to reseal.

Mr. Macheras: I'm trying to think. I remember and it might just be for the higher quote, but in the breakdown, it was talking about how many times of whatever asphalt, but it was blank. I don't think it even gave a number, but if we go with the lower amount, that's not going to come into play. Correct?

Mr. Moller: Correct.

Mr. Macheras: Okay. Because when I read it, there was no number there, I don't think or at least I didn't see it was a blank spot. Then for the park, is it just the one quote?

Mr. Moller: Yes.

Mr. Macheras: That's for the whole shebang?

Mr. Moller: Yeah.

Ms. Yelvington: What prompted the need for the quote on the maintenance lot?

Mr. Moller: It was a Board suggestion.

Mr. Dale: We have to maintain our equipment and lots and things like the facilities and we haven't been doing that. That's why the golf parking lot was in such a state of disrepair. Had we just been doing some resealing every few years, we wouldn't have had a quarter million-dollar bill or something like that.

Mr. Rysztogi: How much are you talking here in yards?

Mr. Dale: For the maintenance area.

Mr. Rysztogi: Yes.

Mr. Moller: Yeah, the golf maintenance parking lot was about just shy of 50,000 square feet.

Mr. Rysztogi: 50,000? Alright.

Mr. Macheras: So, with what Rob said, what we did at the golf course and what we're probably going to look to do at the park, then we are doing it every five years or whatever we think is appropriate.

Mr. Dale: I was told we were talking about putting that on an annual schedule.

Mr. Showe: It should be scheduled regularly.

Mr. Dale: Or every five years.

Mr. Showe: Whatever the number is.

Mr. Dale: A quintessential schedule.

Mr. Macheras: Alright, well, I'll make a motion on sealcoating the golf maintenance building parking lot. I mean, we need to do that, correct?

Mr. Dale: Yes.

Mr. Showe: You can make a motion on both of them, if you'd like to.

Mr. Dale: What was the other one, again?

Mr. Moller: It was \$46,911.94 for Woodside Park.

Mr. Showe: Including the new striping.

Mr. Moller: The golf maintenance building parking lot would be \$12,500.

Mr. Rysztogi: What's the company?

Mr. Moller: Asphalt365. The same company that did the other sealcoating.

Mr. Dale: We had also discussed adding extra handicap parking spaces.

Mr. Moller: That was included.

On MOTION by Mr. Macheras seconded by Mr. Rysztogi with all in favor the Proposal with Asphalt365 for seal coating and line striping the maintenance building parking lot in the amount of \$12,500 and the milling, paving and line striping of Woodside Park in the amount of \$46,911.94 was approved.

Mr. Moller: Regarding CDD maintenance, we're kind of the walking wounded down there right now. Will's been out and probably will be out indefinitely after the accident. Ed had some health issues as well. He's been working via telephone and email helping us out. We were able to transfer a part-time employee from golf course maintenance over to District maintenance to help out. So right now, we have three employees in District maintenance.

Mr. Dale: How long have we had Ed out?

Mr. Moller: A couple of weeks. He should be back in another week or two, I would estimate.

Mr. Dale: Alright. We'll talk about that after the meeting.

Mr. Moller: Other than that, they're basically going through and doing everything that they're scheduled to do. They haven't really missed any maintenance or anything like that. So, your guys are keeping up on it. If Tom had an issue with something, Wes would throw an extra body at him to get something done. For golf maintenance, in our July aerification, we're scheduled to raise that cart path over by the 17th tee that we had talked about. So that will be done when the back nine is closed for aerification. Like I said, the aerification is scheduled for the week of July 8th. We're not doing anything to the greens other than deep verticutting, top dressing, things like that. The guys are going to be working on aerifying all of the fairways, assisting with the cart path project on 17 and just going around and repairing weak areas that they have a hard time getting to around greens. One area is on Hole 7, kind of like the front, right. There's like a little area that just gets beat up and it's void of grass. So, they're just going to cut some sod from the back of the range, just because it's not economical for the amount of sod that we need to fix these areas, to have a load trucked in and pay astronomical fees. So, they'll go to the back of the range, find some good turf back there, cut it out and fix that up. Then probably

with the next August aerification, they're going to be working on all of the transition areas from the cart path to the turf, where those areas get really chewed up and speed bumps and a lot of golfers spill their drinks. So, they will get all of those leveled out and fixed up.

Mr. Dale: When do you think you're going to have quotes for the projects that we discuss?

Mr. Moller: I'm hoping to have it by the July meeting. Actually, I just got an email from the architect for the drawings. I should be getting the drawings in a couple of days and then getting the finalized quotes from the contractor.

Mr. Dale: Yeah, because here's my concern, that meeting will be on the 25th.

Mr. Showe: The 17th is the workshop and then the 31st is the Board meeting.

Mr. Dale: Ah, okay.

Mr. Macheras: Because of the Fourth of July, it got moved up.

Mr. Showe: Yeah.

Ms. Yelvington: I won't be here at the meeting on the 17th.

Mr. Dale: But the voting meeting is the 31st.

Mr. Showe: Yes, the 31st.

Mr. Dale: Alright. I will be here.

Mr. Moller: I'll probably have it before then, but I should have it for that meeting.

Mr. Dale: That's exactly why I started asking, because I didn't think I was going to be at that next meeting. I was worried about even having a quorum for that meeting. Alright, good.

Mr. Macheras: So, we're meeting on the 17th and 31st.

Mr. Showe: Correct.

Ms. Yelvington: Are you here for the meeting on the 17th or are you out too?

Mr. Dale: I will be here for the 17th and the 31st meetings.

Mr. Macheras: I won't be here for the meeting on the 17th. I may be by phone, but I don't think that's going to help.

Mr. Showe: We'll double check with Jennifer.

Mr. Rysztogi: I'm always here.

Mr. Dale: That's what we love about you, Ron.

Mr. Macheras: You were here for the last meeting. You had the same shirt on.

Mr. Dale: What was that? It's a tough crowd here tonight, man. Yeah, let's check with Jen and see if she's going to be here.

Mr. Showe: Yeah, got it.

Mr. Macheras: I'm just curious. So, how would that work if we have three on the phone and two here?

Mr. Showe: Not at a workshop.

Mr. Dale: Well, that's going to be the more important one, because we're getting into the budget and we don't want to go into the August meeting where we're voting for the budget and then be like, "*So what does it say on Line 12?*"

Mr. Showe: Yeah.

Mr. Macheras: Can you get the quotes out to us?

Mr. Showe: Yeah. We can still prepare an agenda for that workshop. That way you guys can see all of the information we would have distributed at the workshop.

Mr. Dale: Right. Okay.

Mr. Moller: Alright. For golf operations, Dave just gave me some dates. Sassy Saturdays is on July 12th, August 16th, September 14th and October 18th. Couples golf is on July 19th. Dave and Phil's elite junior camp will be from July 14th through the 18th, Monday through Friday from 9:00 a.m. to 12:00 p.m. I don't have a headcount on that yet. Starting on July 1st, we'll have new driving range hours. Basically, we're going to just bump it back a little bit. It's going to close at 7:00 p.m. or 6:00 p.m. on Tuesdays, so Wes can do Wednesday morning maintenance on the range. We did increase the price of all the buckets by \$2. So, the small bucket went to \$7, medium to \$10 and large to \$12. We're definitely seeing an increase in our range activity with Duran's renovations going on right now. So, Wes has his work cut out for him, keeping grass on that range tee this summer.

Mr. Dale: That continues until what? September?

Mr. Moller: They should finish by then. I'll save restaurant for Jen. Regarding the financials, the gross revenue in May was \$232,704, compared to last May, where we were at \$231,935. It was pretty much the same. I think there was a 0.3% increase. Expenses were just shy of 9% higher this year compared to last year, i.e., labor.

Mr. Dale: 9%.

Mr. Moller: 8.9%. Labor was the largest, is that what you're saying?

Mr. Moller: Pretty much, yeah.

Mr. Dale: Would you attribute that largely to the minimum wage increases?

Mr. Moller: Yeah. I mean, you gotta figure 95% of the golf staff are minimum wage employees.

Mr. Showe: That's going to be for the next several years, too.

Mr. Moller: We're going to \$14 next year and \$15 the year after.

Mr. Dale: I want to emphasize that.

Mr. Moller: Yeah. The days of paying golf employees \$8 an hour, are well in the past.

Mr. Dale: Just for the record, too, that's the thing I noticed when you look at the financials for the past five years. It's interesting because the revenues have pretty much, even though we've made all of these changes with season passes and all these kinds of things, the revenues have done nothing but do a vertical increase. That's the main thing that we have control over, those revenues. That's kind of the benchmark of the things that we're doing via season passes and those kinds of things. Is it working? Now the problem that we've had, is the expenses have gone up exponentially in that same time frame.

Mr. Macheras: Again, this is why I'm big on the percentages. So, just to piggyback on what Rob said, to me it would be a concern if revenues were flat and our expenses went up 9%. I know we break it down by line item. If you're telling me that it's all because of something we can't control, then even if it was most of that nine, that's a flag for me. I'm just saying. If I was running a business or running a store, if I told my District Manager that sales were flat and my expenses are up, he's not going to be happy. So, if it's labor and it's based on the increase of the hourly rate that we cannot control, then okay. If it's labor and we have people working maybe hours when sales don't warrant it, then I have a problem with that. So, I'm just throwing that out there. That's why to me, the percentages to me speak louder than numbers, because of the relationship. So, I'm assuming then that was down, correct?

Mr. Moller: Yes. That was just for the month of May. I know this May compared to last May was a little bit wetter. We didn't really have any major rain-outs or anything like that, but it was still cloudy weather. Storms rolling in later affected afternoon play. That's why our gross revenue was pretty much the same as last May. It should have been a little bit higher. I think we just had some more inclement weather days this May than last.

Mr. Macheras: Yeah. Again, don't get me wrong, every month is better than the previous month. That's not going to happen all the time.

Mr. Moller: Right.

Mr. Macheras: But as long as everything does that.

Mr. Dale: Right.

Mr. Macheras: That's the only thing I look at.

Ms. Webb: May is big factor, because the last two weeks of May is generally graduations.

Mr. Dale: Right.

Ms. Webb: So, most of the time on the golf course on Saturdays, you're not going to get the amount of people that normally come out, because they're going to graduations.

Mr. Macheras: But again, that reflects that on the flat revenue.

Mr. Dale: Right. In this scenario though, we're comparing apples to apples. We're comparing May of last year to May of this year.

Mr. Macheras: Right. So again, that's just something I hope that with our management staff, we would dig in. Because what I would want to see is, wait a second, food was up 5% and you need as much.

Mr. Dale: You're bringing up an excellent point.

Mr. Macheras: You gotta look at those line items. What hit us for that nine. If it's what you said or at least a majority of it is that we can't control that. I'm throwing out a number that's probably not even relevant. If we bank 500 hours of labor, let's say in the restaurant and last year it was 400 hours, why?

Mr. Dale: Right.

Mr. Macheras: So again, I think there's some room to just look at that and have an explanation.

Mr. Dale: Well, and here's where you're really hitting, because it feeds into our earlier conversation where we were talking about the budget and what we want to target for our price increase. That was the mistake we made in 2022, I think it was, where inflation was going rampant. Fertilizer costs had gone through the roof. We just had a number of expenses and it really impacted. We went from \$452,000. Even though our revenues were up, our net profit was down almost \$100,000, because we weren't keeping pace with inflation.

Mr. Macheras: Right, but that you can explain. We still only ordered (I'm throwing out a number that's not relative) 1,000 pounds of fertilizer, just like we did last year.

Mr. Dale: Right.

Mr. Macheras: But I can't control that. I'm just saying, that's worth a tweak or a look. You know what, to be honest, there could be something. I'm like, *"Yeah, that's on us. We have to fix that."*

Mr. Dale: Right.

Mr. Macheras: Oh no, it's prices, minimum wage. Okay and if there is something that was amiss, then we need to figure out why.

Mr. Dale: Well, and what you're doing is you're leading into my ask. When you are doing your pricing for next year, I don't want to just arbitrarily say, *"Oh well, you know, this is kind of the going rate or whatever."* We're not seeing an attendance problem. So, in the business world, you charge for your product what you feel it's worth, what the customer is willing to pay for it, those kinds of things. In our scenario, I think some of that principle applies. We also weigh that against the fact that we are a government agency and we're here to provide a service for the community, those kinds of things. But if we are not, then as Denise was talking about, if we're having a problem hitting our \$300,000 or whatever number it is, so that we need to keep our reserves going, that's why we're doing this in terms of pricing. So, where I'm going with it, is now we're just talking about a 9% labor cost increase along with other costs. What I want to do, is take a look at those costs that we really have no control over, gauge that in terms of what a percentage of the budget that is and determine, *"Geez, did we just get whacked with 5% inflation?"* If that's the case, maybe we do need to bump prices 5% or whatever number it is. Let's tie our increase to something. I'm not saying we have to jack it up to the max amount, but we do have to meet it. The problem that Boards for 25 years had, is they weren't producing enough income to cover the capital expenses that they were going to have, 15 to 20 years down the road.

Mr. Macheras: Only two things I would add to that is, if year to date we've been in line, then you know, be careful that an anomaly doesn't exist. You know what I'm saying?

Mr. Dale: That's kind of what I'm saying.

Mr. Macheras: Then the other thing would be and I think we've done a good job as a Board and as our management staff, over the past couple years, is controlling those expenses.

Because as you mentioned in the past, it was like, *"Let's just do this and oh no, we gotta fix this too."*

Mr. Dale: Right.

Mr. Macheras: That's evident by the reserves we have now of what the other years did.

Mr. Dale: Right.

Mr. Macheras: Let's make sure we're not reacting to just an anomaly that we haven't really dissected yet.

Mr. Dale: Right.

Mr. Macheras: I don't think this and controlling expenses go hand in hand. I think the Board has done a good job at making sure we did both. If we increase one and decrease the other, then it's not going to happen every month. There's no business that's going to do that. But don't take the emphasis off of controlling those expenses too.

Mr. Dale: The red flag for me was I tied it to what you were saying and when we were talking labor costs and then we're saying the bulk of that is minimum wage increases.

Mr. Macheras: Right. I tell you one thing that surprised me. I did not have any idea. When we travel and see relatives in North Carolina, they're still paying \$8-\$9 an hour. I did not know that. I thought that was a federal thing going up to \$15. It's not, because I was only making \$850. So, some states are still paying that.

Mr. Dale: But they are talking about a \$15 federal minimum wage.

Mr. Macheras: I guess I just thought that was, but it's not. That surprised me.

Mr. Dale: Yeah, we voted well. People in Florida voted for it.

Mr. Macheras: Right, right, right.

Mr. Dale: So yeah, that's going to be important. Let's, do a little number crunching over the next few weeks.

Mr. Moller: Okay.

Mr. Macheras: I think if you just go line item by line item on the two budgets, something is going to pop out.

Mr. Dale: Right.

Ms. Yelvington: I have a question on the rates. If we can't price ourselves out of the market, like if \$87 is our top rate and there's not really the ability to go above that, can the other rates be adjusted or you have to adjust all of the rates.

Mr. Macheras: Like after 4:00 p.m.

Ms. Yelvington: Yeah, could you tweak the rates at certain times?

Mr. Moller: I adjusted those last year to make them more in line with other golf courses. So, you do get a little bit of a break playing on a Thursday morning compared to a Saturday morning and you get a little bit more of a break playing on an afternoon later and later and later. So, I think my percentages with those are fine. I use my peak rate to kind of balance out all of the other ones.

Ms. Yelvington: I see.

Mr. Moller: I think the \$92 to \$93 peak afternoon rate, is kind of where we want to be. Probably anywhere from \$90 to \$93.

Mr. Macheras: You know, one thing you said, just like restaurants, that's why they got specials on Mondays and Wednesdays, because those are slow days. I read a lot of social media stuff on golf courses. People complain all the time about paying \$150 to \$200 in Orlando, because it's Orlando and they're just horrible. So again, this golf course probably over there, would probably be \$150 to \$200.

Mr. Moller: I got a text today from a golf course asking what we charge for our domestic drafts, because they were a lot more expensive than ours.

Mr. Macheras: Oh, is that right?

Mr. Moller: I went, *"Well, the price that they told you is our happy hour price."* It's not like that all day long.

Mr. Rysztogi: Percentagewise on the CDD rate, let's say over the past five years, has that always been the same percentage?

Mr. Moller: Yeah. 30% weekday and 40% weekend.

Mr. Rysztogi: So, you've never made any big changes either way.

Mr. Moller: No.

Mr. Dale: Actually no, we did make a huge change.

Mr. Macheras: When we changed some of the memberships, we gave a bigger discount on the weekend.

Mr. Dale: Ron brings up a good point. Let me share where that came from. I think Jason and I were the only two people that were here when that happened. It was back when we had season passes and the manager then, the manager now, told us, *"Oh no, we'll make more money*

with the rack rate," but we were trying to wean ourselves off of the season passes. So, the agreement was made with the Board Members then that we're apprehensive about getting rid of the season passes. Especially limiting the Friday one like we did. I know it's backwards, but what was happening, is some of the season pass holders were giving up. They had passes for the whole week.

Mr. Showe: Yeah.

Mr. Dale: So, we did away with that for Friday, Saturday, Sunday, which is why residents get the larger discount on the weekend to compensate for that. Then we beefed up also the CDD discount, as it used to be 20% prior to that.

Mr. Showe: Yeah. It was 20% or 25%.

Mr. Dale: Yeah, 20%. Somewhere in that ballpark. But now it's 30 and 40% on the weekend.

Mr. Rysztogi: See, I'm getting comments made to me like the CDD people want a better discount.

Mr. Dale: Everybody wants a huge discount now.

Mr. Rysztogi: I just wanted to know, over a period of time, have we fluctuated that CDD discount?

Mr. Dale: Oh yeah. It's probably double what it used to be. It's better.

Mr. Macheras: To be honest with you, I don't golf as much, but I can't play anywhere else on a golf course as good as this, in our county, for what I would pay here. I won't mention any names, but even courses that are closer by, I'll be honest with you, I'm not paying \$80, because I'm not going to pay less than what I shoot.

Mr. Dale: We are probably less than the municipal courses.

Mr. Rysztogi: Okay.

Mr. Showe: Yeah. So, I went back just looking at 2022. The CDD discount was 25% off of the public rate.

Mr. Dale: Right. Now on weekends we're at 40%.

Mr. Rysztogi: Alright. I got it answered.

Mr. Showe: In Fiscal Year 2023, we changed it from 20% to 30% to 40%.

Mr. Rysztogi: The curve is getting better.

Mr. Showe: Correct.

Mr. Rysztogi: Okay. I didn't know the answer to that.

Mr. Dale: Yup. But again, I want to emphasize, any weekday after 4:00 p.m. in the Summer, a CDD resident can play golf for \$17. That's what they pay. We can't stay in business if we go much below that.

Ms. Webb: Does that include a golf cart.

Mr. Dale: It includes a golf cart.

Ms. Yelvington: That's wild.

Mr. Moller: It's Florida Summer golf. It's like an empty table in a restaurant. If no one's sitting there, you're not making any money, at 4:00 p.m. when it's 98 degrees.

Ms. Yelvington: 2:00 p.m. seems like it would be terrible to play. 4:00 p.m. seems less terrible, but I'm not a golfer.

Mr. Moller: But you're running out of daylight.

Ms. Webb: It's harder to see the ball at dusk.

Mr. Dale: That's because we're getting older honey.

Ms. Webb: They go in the lakes and the woods when I hit them. I never find my ball.

Mr. Dale: Okay. What else do you have?

Mr. Moller: Let me see, where was I? Golf's net profit in May was \$31,005.98. I have a sheet where I have the last five or six years of May. The average net profit in May is \$20,000, which is \$11,000 better than the average May. Food and beverage gross revenue was \$83,800, versus \$81,246 last May, for an increase of a little over 3%. Expenses this year were \$37,000 versus \$39,000 last May, for a decrease of 6.8%. The cost of goods was a little bit higher. Well, actually quite a bit higher than last May. Labor costs were very, very good, 36%. The net profit for the restaurant was \$800, which for May is good for the restaurant. So that makes May four months in a row of turning a profit. The golf and restaurant together had a total net profit in May of \$32,320. Year to date, we're at \$392,328 net profit, which if you adjust for the inventory adjustment last year, we're 8% better in profit taking.

Mr. Macheras: Let me ask you two questions. Kudos to Jen and her staff. So, did I hear you say and if so, this is the perfect world, revenue was up and expenses were down for May, which is what you want? The other thing that's confusing to me. Going back to where something was flat and expenses were up, but yet golf made a lot of money. So, do you know what I'm

saying? I'm missing something. You said revenues were flat last May, but expenses were up 9%, but you told me we made a profit.

Mr. Moller: Well, we still made a nice \$30,000 profit. Last May, I think we were \$45,000. So, we made like \$15,000 more last May than this May.

Mr. Macheras: So, we still made a profit. Just not quite as much.

Mr. Moller: As last year.

Mr. Dale: But our overall revenues were higher.

Mr. Macheras: Not by much though.

Mr. Dale: Not by much.

Mr. Macheras: So, I'm okay with that. Okay, that makes sense then. We still made a profit, but not as much. Got it.

Mr. Dale: But as I recall, last May was our best May ever.

Mr. Moller: Yes.

Mr. Macheras: That's always hard to compete with.

Mr. Dale: That's hard to compete.

Mr. Moller: Yeah. Last May, golf net profit was \$47,000.

Mr. Dale: We had an exceptional May last year.

Mr. Moller: That kind of skews the \$20,000 number, because the year before that, it was \$7,900 here and the year before that, it was \$6,100.

Mr. Dale: But I do want to emphasize again though, it was our best May ever and our gross revenues were still higher.

Mr. Macheras: Right. That makes it again, a perfect world with revenue up and expenses down.

Mr. Dale: Right.

Mr. Macheras: But you still make a profit. I didn't do it in my head, but it doesn't sound like profits were down 9% from last year. But again, that's just something to dig into, to figure out why and you keep trucking on.

Mr. Moller: So far this June, we're doing well. Golf round revenue as of yesterday, was sitting at \$133,000. Last year at this time, we were at \$116,000. So, golf's up by \$17,000 over last June. Last June, we finished at \$141,000 and we're already at \$133,000. The restaurant is pretty much staying the same. We're at \$59,000. I think last year they were at \$60,000, so we're

running \$1,000 under last year. I think restaurant will pretty much have the same June as they did last year. Other than that, we did the paving, so that's all I got.

Mr. Rysztogi: You hadn't had a chance yet to discuss the quote on the deck.

Mr. Dale: Well, that's what we were talking about earlier.

Mr. Moller: Yeah. I'm hoping to have those numbers for the July meeting.

Mr. Rysztogi: Okay.

Mr. Moller: I did a walkthrough again with the contractor just to make sure everyone was in agreement. We had the architect there, so he can do all of the architectural drawings. I know in the one meeting; we had spoken about maybe doing the simulator first and then finishing the patio. There's going to be less hoops that jump through with permitting and inspections with the patio, than there will be for the simulator. So, if we wanted to do something first, it would make more sense to do the patio first, because it would get done quicker. I still think we just do it all together. This way they don't have mobilization fees and all of their crews are there doing both projects at the same time.

Ms. Yelvington: As I thought about it, I have a concern about the entire patio project, which is that kitchen is tiny. I don't see how that kitchen could do what it needs to do to serve that many more people.

Mr. Moller: With our current menu and diversity of our menu, you are correct. Jen and I have already had conversations of reducing some of the things on our menu.

Mr. Dale: When was the last time you went over to Long Doggers?

Ms. Yelvington: Do I go there?

Mr. Dale: Yeah. Go sometime and sit at their bar area, have whatever with Paul, take a look at their kitchen. Then take a look at our kitchen. I'm not saying it's exactly the same size, but the galley nature of it, in terms of square footage, is fairly similar. The argument could be made that maybe we need an extra fryer, maybe we need an extra grill, those kinds of things. But square footage-wise, the galley nature of that kitchen, is not that much different than Long Doggers.

Mr. Moller: Some of the things that we talked about too, was to try to split the menu to where we're not fry heavy or we're not grill heavy or we're not cold heavy. This way, one section of the line doesn't get backed up or overloaded. So, if we have the same amount of grill, same amount of fry, same amount of cold, this way it can be better dispersed through the ordering, so

ticket times get quicker and we don't need as much space. I think what's backing up the kitchen a lot, is you get too many burgers at once or too many fried orders at once. You only have four baskets.

Mr. Dale: And then they're stumbling over themselves.

Mr. Moller: Yeah, gotcha.

Mr. Macheras: So, so let me ask, as I piggyback on what you said, so with the patio and to be honest with you and I think I was on the phone during that meeting, what is the end game? Is it to build additional activities or just hope that if they build it, they will come? The simulator, I understand that, but building a bigger area, eating-wise, what is occurring now. Piggybacking on what you said, I would expect that to just pop.

Mr. Rysztogi: We had no entertainment space. Visual sight for the guests for the entertainment, in my mind, that was one of the key things that I'm in favor of, having a way of sitting down, watching and hearing the entertainment, as opposed to squeezing somebody in a corner next to a door.

Mr. Macheras: Right?

Mr. Rysztogi: So, I want to know, what is our expectation?

Ms. Webb: One of our thoughts too, was the sun is so blinding at times.

Mr. Macheras: I remember that.

Ms. Webb: So, if we go out a bit, we can put the drop down, so you'll have that more covered area without losing all of that.

Ms. Yelvington: It was also for small events too.

Mr. Moller: Right. My biggest thing is we have the White Cap in November, which is a high-end golf tournament. They have to rent a tent just so we can accommodate them. They want to be here for the golf course, for the people, for everything, but we just don't have the room to house them.

Mr. Macheras: That's why I just want to double check. We've got that thought process. Once it's here, here's what we've got planned.

Ms. Yelvington: But I guess what I'm wondering is, we have this inefficient kitchen, from what I recall in our previous meetings, where at one point I think Jamie even said it's a snack bar set up, trying to be a restaurant. It seems to me like if we have to serve that many more people, that kitchen setup is going to be a huge challenge.

Ms. Webb: What you don't realize though, is that we've had that many more people out there and we did fine. We had added tables for *She Sings*. We've added six other tables in the Fall. You might not have been there that night, but we had an extra-long table out here. We had two other big tables over there. So, we had extra tables out there.

Mr. Dale: Not just then, but I'm talking about when we do tournaments and stuff, how many people do we have at these tournaments? We'll have a full restaurant and we'll have a big tent set up and we're serving people too.

Ms. Webb: Way more.

Mr. Rysztogi: A lot of people come just for drinks.

Ms. Webb: A lot of people do come for drinks.

Mr. Moller: A lot of the golf tournaments, things like that, are buffet style. So, it's not putting a large burden on the line.

Ms. Webb: Now when you have events, we have it really full in here, but when you're down chef in the kitchen and things like that, yes, you're going to get challenges.

Mr. Macheras: I understand what you're saying, but to counteract that, do you have any anxiety, like, "*Oh, no, we're going to build this big area and I'm not ready*" or have we had any issues? I know you go a lot. Has the wait time taken too long. Are there any snafus going on now that would reflect the question that she had?

Ms. Webb: Well, I can tell you and Jen can tell you, there are times that I have not been there with big events, but the ones that I plan, that I have been too, like 90 people from Patrick Air Force Base and then *Music On The Patio*, when it was full, we had no problem. But I was there to make sure stuff kept going. I would look at the burgers and say, "*Okay, we got to get more burgers.*" They didn't want burgers, so we had to give them menus. They did order off of it. They weren't opposed to it. So, we did have things come up as long as someone's there.

Mr. Dale: So, if I hear what you're saying, you're saying the challenge is more a staffing and leadership type of issue.

Ms. Worshel: You have to have the right staffing.

Mr. Dale: Right.

Ms. Worshel: I literally just hired three more servers and a full-time cook, because it is very hard to find cooks.

Ms. Yelvington: You found one?

Ms. Webb: They were trying for three months.

Ms. Worshel: We had to hire three servers, because we had a server walk out on us in the middle of a shift. There have been staffing issues. It's not that easy in a restaurant to find that.

Mr. Macheras: And I'm just going to piggyback. That's not us. You don't drive anywhere. You don't see anything on social media where help is wanted. It's just the nature that we've been in the past three or four years. So, hats off.

Mr. Dale: We have been at Ford's Garage; the new restaurant and we couldn't figure out what was going on. The entire kitchen staff had walked out.

Ms. Webb: They only had a very small section of the restaurant open, because the manager was back there cooking.

Ms. Yelvington: Yikes.

Mr. Dale: So, you are correct. They have those challenges everywhere.

Ms. Yelvington: What I'm trying to get at, is I'm in favor of this concept and I think it could be very good for us. I feel like it's an opportunity for our golf course and restaurant, now that Turtle Creek and Twisted Birch are gone. I feel like there's room for us to really grow and become more well known and capitalize on the space that we have. My point in bringing this up, is that in your planning with the architect, I don't know if there's something in the kitchen that could make that space more efficient for your staff to be able to get around each other. Maybe they can price out doing something to make it a more efficient kitchen.

Mr. Moller: I wouldn't mind doing that in phases. I know we had some stipulations with square footage and things like that, if I'm not mistaken. But we can go ahead and redo the kitchen, make it bigger, make it more efficient. I don't know if that's doing the wrong thing first. I mean, we have a big kitchen, but same amount of tables. So, if we build this patio and we see increased demand, now we're like, *"Okay, let's make this kitchen bigger."*

Ms. Worshel: I think the menu change will help at first.

Mr. Moller: The menu change will be huge.

Ms. Webb: I think Jen, we make sure one of us are in the house when there are big situations like that. Even the night when I had 90 people inside, it was crowded inside, it was crowded outside. It took me just to make sure everybody had drinks. The girls did great and the back of the house did really great. But it just takes somebody extra to be there, to make sure that

there's somebody paying attention to that, not so much waiting on tables and being servers or being cooks. This is someone making sure it's all flowing.

Mr. Macheras: Right. My family was in the restaurant business. I chose not to. What Denise said, is as we look at changing the menu based on efficiency in the back, I'm also guessing with this new system or the old system, we can tell what's selling and what's not. So, there's some of that that's going to be not just making it easier, but we're not going to get rid of something that's a great item.

Mr. Dale: Funny you say that, because Jim just had a big meeting yesterday, talking about those exact same things.

Mr. Moller: Someone gave me advice to use ChatGPT. So, I uploaded the menu, asked for a more efficient menu and started pulling things off, just because of prep time and food costs. One was, *Who's Your Daddy*, which is a huge seller. But it's the only thing on our item that uses pork tenderloin. So, I asked ChatGPT to give me two other dishes that uses pork tenderloins. Now we're using this and now we can do a pork bowl.

Ms. Webb: It's so amazing. I got a new one to show you. I just learned it today. It's not ChatGPT, it's something else. I was playing with it. If you wanted to, you could upload all of the things that we bought the last year in food from the distributors and say, *"Analyze these and give me a weekly purchase outline of what I should be purchasing from what we bought every month."*

Mr. Moller: It did it for me. Just giving me the menu and revenues.

Ms. Webb: It will analyze every single thing. You can upload 12 to 15 documents and it will do it. Now you do have to go back and just check it, because I did find a couple of errors.

Mr. Showe: It requires some detail work.

Ms. Webb: Yeah, but it gives you the overall general concept. I'm just amazed, because it's taken an hour and a half of putting parent surveys together to 20 minutes, once I get them all scanned in and loaded up.

Mr. Rysztogi: I think the day's going to come when we're going to have a Hook & Eagle sign on Murrell Road. I think that's going to make a big difference in enough people knowing about the restaurant and it's going to increase our traffic.

Ms. Webb: People know about the restaurant, because I had a lady today send me an email saying, *"Are you in charge of the Hook & Eagle?"* I told her that I'm in charge of the

marketing. She asked if she could put a Back-to-School collection box there, because everybody seems to know your area, Mike. We did it last year.

Mr. Rysztogi: I still think we have that open to the public issue. A little bit of that still.

Ms. Webb: There are still some of that, yes, but it's getting better.

Mr. Dale: I expect a lot of that to be resolved in August when they do the county code update.

Mr. Rysztogi: Because I hear people say, "*Oh, isn't that private?*" I still can't get past that.

Mr. Dale: I do just want to touch briefly, because we kind of naturally phased into the restaurant portion of this. But having Jen, our Restaurant Manager here this evening, is very much appreciated. I know she and Jim, along with Michelle, had a big meeting yesterday.

Ms. Webb: We're meeting tomorrow morning.

Mr. Dale: Okay, but you also had a big one yesterday, where you guys were addressing a lot of these things. As with any other restaurant right now, especially in the Summer, when staffing is an issue, we are experiencing growing pains, as Denise just pointed out. We have a huge opportunity, as one of the very popular local restaurants, Twisted Birch, just closed. Well, we're pretty much the big game in town there, that could capture a lot of that business. I think Jen recognizes that and I appreciate it. I know we've also, at the same time, over the past few weeks, as she mentioned, it's next to impossible getting chefs or cooks. We've been running ads for how long? Six months. So, the thing I ask of the community or anybody that's reading this, show us some patience, when we run into roadblocks with the cooking and things like that. It's getting better. She is doing everything that she possibly can right now, to attract people from that perspective. She's also going to share with us other staffing things and the menu things that she's doing. But we're experiencing growing pains. In spite of all of that, we are still in the black this year on a golf course that has no advertising, in terms of road signage and things like that. There is no visibility that way.

Mr. Showe: No monumentation.

Mr. Dale: No monumentation.

Ms. Webb: That sounds a lot better.

Mr. Dale: Jim, how much do other golf course restaurants generally profit in the course of a year?

Mr. Moller: They do not.

Mr. Dale: What is the industry standard across the board? What do they lose on an annual basis?

Mr. Moller: Well, we're kind of a different animal. Most golf courses are just open, while the golf course is open. Even those lose probably \$10,000 a year.

Mr. Dale: I've heard as much as \$100,000 a year or something like that.

Mr. Moller: I had a buddy who was at a private country club in Orlando and for their food and beverage, they just budget to lose \$100,000 a year.

Mr. Dale: Wow.

Mr. Moller: But it was an amenity to the members, things like that.

Mr. Dale: That's the thing that I want to focus on, because this is the flip side of it. The reviews that we get now and the thing that's the constant theme on the positive reviews that I see is, *"Oh man, the course is in great shape. I love golfing there."* Then the icing on the cake is, *"We got to spend this great time with the great staff at the Hook & Eagle. The restaurant is clean."* I challenge any Board Member that has an iPhone, to get the App *Life's Kitchen* and take a look at some of the popular restaurants around Viera and the health grades of those restaurants. What I will tell you, is Jen got a surprise visit, about two months ago. Completely out of the blue. We seem to get these a lot, because for some reason people like calling about the Hook & Eagle. We were slammed. It was during a busy time of day.

Mr. Moller: It was lunch.

Mr. Dale: Lunchtime. She still got an A rating, for the kitchen that she runs. To get that at a time like that, when everything is going haywire and then all of a sudden you have the Health Inspector show up and get an A rating, is phenomenal. That means she and her staff are doing the right things. We just got a few speed bumps that we got to get over right now and that's where I'm going to segue to you, Jen.

Mr. Macheras: Let me make two quick comments.

Mr. Dale: Sure.

Mr. Macheras: If anybody else besides me gets the newspaper, look how many places have closed in Brevard County. My family is Greek and they have a restaurant. It is a tough business.

Mr. Dale: Nikki's just closed.

Mr. Macheras: Yeah, I know. On the flip side, I know we heard a lot of comments when the Board changed, regarding the restaurant, but we're here to serve the community. We're here to serve 4,000 homes. I don't know if there's another golf course in the county that has what we have. The ones that I go to, I don't go there to eat.

Mr. Dale: Right.

Mr. Macheras: I'm there and I might see people there that had just finished having lunch. Duran has a very nice restaurant and they do a lot of events, but what we do and as far as entertainment and a fun place to go, I think everybody here has done a great job in melting those two together. Where you can golf and a place that you can just go to. You don't have to go there to eat. People go there, because of what we have and I think that's extraordinary. I don't know if anybody else in the county does that, to tell you the truth.

Mr. Dale: It's kind of like a Rec Center.

Mr. Macheras: I didn't mean to steal your thunder.

Ms. Worshel: No not at all. I don't talk much.

Mr. Dale: We just want to hear what you have to say, Jen and if there are things that you need of the Board or the community, let us know. Here's your time.

Ms. Worshel: So, we've had some issues there with obviously ticket times, stuff like that. We have a mandatory meeting on Monday with the entire staff, to get on the same page, front and back of the house. Like I said, there have been some issues. So, we made an event menu, so when we are busy and we know that we cannot get to people like we want to with the big menu, we're going to be handing that out. So, ticket times aren't long, people aren't going to be complaining and we won't have a lot of issues. Also, there is a brunch menu on Sundays. A lot of people are complaining about our ticket times. We had two menus: a brunch menu and a full menu. It's way too much at once. So, I made one menu with everything on it and that is the only menu that's going to be served all day long.

Mr. Moller: On Sundays.

Mr. Macheras: I've got a buddy that has a restaurant out of state. He's done the same thing on Sunday. He's gone to a brunch menu.

Ms. Worshel: Yeah.

Mr. Macheras: Because that's a big thing.

Ms. Worshel: Yeah.

Mr. Macheras: So, I think that's a great idea.

Ms. Webb: Yeah, to stop the back and forth.

Ms. Worshel: We also have a league menu.

Mr. Macheras: That's really good. As a resident, that's what I look at. If there is something that's awry, there's a bump in the road, we all have bumps. I don't judge you by that, what you are doing because of that. This is exceptional. This is what we're doing.

Mr. Dale: We could do a variation on that.

Mr. Macheras: A lot of restaurants weren't able to do that this year. They had to close. So, hats off to you. What do we need to fix or make better? You're doing that. That's what I look at, the reaction.

Mr. Dale: Are we dropping the desserts?

Mr. Moller: Just on those special occasions where we have a big group outside, just to kind of help the kitchen get through that.

Mr. Dale: Okay.

Ms. Worshel: Can I ask a question?

Mr. Dale: This is your time.

Ms. Worshel: Are we closing early on the Fourth of July?

Mr. Moller: Yes, we're closing early on the Fourth of July.

Mr. Dale: For the record, what are the hours?

Mr. Moller: We're closing at 6:00 p.m., on the Fourth of July. There will be no karaoke.

Ms. Webb: This is what I hate about doing this stuff.

Mr. Dale: Well, it happens once every seven years, so.

Ms. Webb: I know. I'm just saying. Once they go somewhere else, they sometimes say, *"Oh, this is nice. We'll just stay here and then it's going to change us,"* but we'll see.

Ms. Yelvington: I think it will be fine.

Ms. Webb: We lost a couple people because they can't sing three times.

Mr. Macheras: A 300-batting average in baseball, is considered good.

Mr. Dale: Exactly.

Ms. Webb: We have gained new people, because of people that left.

Mr. Moller: Yeah. They will come and go.

Mr. Dale: I will say, I think our staff has been a little stretched here lately.

Ms. Webb: Oh yeah.

Mr. Dale: They have been a little stressed, because of how hard they're working and having the night to be with family and enjoy themselves, I think will be appreciated.

Mr. Macheras: Advertising-wise as far as that.

Ms. Webb: I just got told. I haven't been able to put anything in.

Mr. Macheras: Alright. We need a week to get that word out.

Mr. Dale: Yeah, we'll get that word out.

Ms. Webb: I'll make sure. I think they just put out a big flyer about a week ago.

Mr. Dale: I appreciate you making the executive call there, Jen. You're doing the right thing for the staff. So, Jen, do you have any other issues? I know that there were other things that you're working out with select groups and stuff like that, where we have to make sure everybody behaves well and interacts with our staff well. I do, just for the record, want to remind any residents that might be reading this, that this Board does have a harassment policy. I'm not talking about being upset about how your hamburger is made or anything like that, but we have had two or three instances where in the past, a few residents got exceptionally ugly with employees. In one scenario, they threatened the employee's job, which is unacceptable. Therefore, we had to develop an employee harassment policy for our customers. Just so that is there. We love our customers. We love our residents. I appreciate them, but we all have to behave well.

Mr. Macheras: Absolutely.

Mr. Dale: Especially with regard to our staff, because they're people too and they need to be treated right. I'm going to let you talk about this, but I was very happy with our trivia this week. I heard that it was well attended. So, I want you to talk about some of the people that were there and everything when it's your time. Thank you, Jen. Is there anything else that you need from the Board?

Ms. Worshel: No, I think I covered everything. Like I said, I need a little bit of time to fix everything.

Mr. Dale: Well, we appreciate you. We know you're working through those daily struggles and we'll get through it together. If you need anything, come talk to us. Talk to Jim.

Ms. Worshel: I do all the time.

Mr. Dale: Both of you come talk to us. We want to be there to support you.

Mr. Moller: That's the one thing I love about just the team that we have, between David and myself and Jen and Lacey and Wes and Ed and all the guys. If someone needs something, everyone is quick to jump in.

Mr. Macheras: And Michelle.

Mr. Moller: You're not onsite. I'll build you an office.

Ms. Webb: Do it.

Mr. Dale: Actually, I thought that's what that shed inside the fence area is for.

Mr. Moller: It's a she shed.

Mr. Dale: Didn't you put a desk out there?

Mr. Moller: You're a little warm, but it will be alright.

Ms. Yelvington: What is that shed for?

Ms. Worshel: We're storing all of our paper goods, everything that we don't have room for. It helps out a lot.

Mr. Dale: Again, just for the record, if you would please compliment Pete on what a wonderful job he did. That was our maintenance guy that built and put all of that together. He had some skills. The other thing that it serves to do is...

Mr. Moller: It stores the outside cooling units for the walk-ins.

Mr. Dale: Some expensive property.

Mr. Moller: It fences them in.

Mr. Macheras: Gotcha.

Mr. Dale: I wasn't super-hot about the idea, as vandals could come along at any time and decide that they need some copper.

Mr. Macheras: I think what you just said, as far as leadership, that door swings both ways, that says a lot to me that they can go see Jim or Dave. You have a lot of experienced people and that's what I look at. You got people that have been here a long time. You're always going to have turnover. I don't care what it is, it's not going to change, but the core has stayed and that means a lot, as far as continuing to work well. Like you said, there are times when I'll go somewhere and they're closed and I'll go somewhere else. But if I really like that place, I'm going back. If that place is really good, then I'm going to go there too. But that says a lot that the staff feels that they can work together, because again, most of these ideas are from the people that are in the trenches.

Mr. Dale: Well, the thing I say a lot, she knows I love Texas Roadhouse. I would eat there very often, but sometimes Texas Roadhouse has a 45-minute wait.

Mr. Macheras: I know.

Mr. Dale: When it has a 45-minute wait, I don't want to eat at Texas Roadhouse.

Mr. Moller: Things happen. I've gotten really good steaks at Texas Roadhouse.

Ms. Webb: They have really loud music.

Mr. Dale: Oh yeah. I can't stand when they play the line dancing music super loud.

Ms. Webb: When we were getting ready to leave, the music went up and we're like, "*Oh good, we're out of here.*"

Mr. Dale: Our timing was good tonight. Alright. Thank you.

B. District Manager's Report

Mr. Showe: Just a reminder again, July 1, if you haven't got your Form 1s in. Also, I start vacation tomorrow and I'll be out through July 14th.

Mr. Dale: Could you just address the ethics portion again?

Mr. Showe: So, the ethics portion is what you would have done last year. That clock resets on January 1st, so you'll have to do another four hours of that ethics training at some point, throughout this calendar year.

Mr. Dale: I would heavily stress to my fellow elected Board Members, do not miss that January 1st date. They start finding you.

Mr. Showe: They actually start fining on September 1st. On July 1st, all of our Recording Secretaries will start going in the system and seeing who has completed their form. If you haven't completed it, we'll gently remind you. We don't want anybody to get fined.

Ms. Yelvington: I think I renewed. But you're saying I have to not only renew, but I also have to do ethics again before the end of the year.

Mr. Showe: Yeah. The ethics that you did in 2024, is what you're filling out on your Form 1 now. It's like you're doing your taxes. It's back at you. So, you do have to do the four hours' worth of ethics training in 2025, so when you complete the form next year.

Mr. Dale: But the ethics that we did, you sent us that YouTube link. That was sufficient.

Mr. Showe: You have to do it again.

Mr. Dale: All we have to do is watch that video again.

Mr. Showe: Sure.

Mr. Macheras: That was my question.

Ms. Yelvington: It was a terrible video.

Mr. Showe: They might not be great, but they're free. There are other organizations that are charging \$200 to \$300 for you to take their probably more entertaining class. So, it's really your option.

Mr. Rysztogi: But they have no way of knowing if you take the class.

Mr. Showe: At this stage, they're not requiring you to provide any proof.

Mr. Dale: Of course. We would be completely honest.

Ms. Yelvington: I have to do so many ethics classes for the CPA license. Ethics are ethics are ethics. We have to be ethical everywhere.

Mr. Showe: These are very specific to the Florida Sunshine, government bribes, that kind of thing.

Mr. Dale: You can't bribe us with French fries, Jen. We're government officials.

Mr. Macheras: So, Jason, those videos that we got, we could redo those?

Mr. Showe: You can redo those.

Mr. Macheras: Thank you.

Mr. Showe: You have until the end of the year. We'll get a little more aggressive about the reminder towards the end of the year. At this stage it's still self-certification. There's no form to fill out or certificate you received.

Mr. Dale: Actually, we need to count our blessings, if you look at what everybody else has to do, all of the other elected officials.

Mr. Showe: They moved to a more aggressive Form 6, which is far more intense than the Form 1 right now.

Mr. Dale: Right. They want to know where every penny you have is.

Mr. Showe: So, that's all I have.

C. Lifestyle/Marketing Report

Ms. Webb: Here's a summary for the events that have been going on and an outline of how much we've made and how much we paid to have them there. It will show you the non-profitable one.

Mr. Macheras: Which night? Salsa?

Ms. Webb: That's the top one. But I will say from 6:00 p.m. to 7:00 p.m., we were going to be closing at 6:00 p.m. before, but from 6:00 p.m. to 7:00 p.m., is the biggest chunk of when people are coming and buying stuff and from 7:00 p.m. to 8:00 p.m., there's still pretty good traffic. It's not one of our big ones, but it was a Tuesday night.

Mr. Dale: You said it was not profitable, but it looks like it's just not as profitable.

Ms. Webb: It is not as profitable.

Mr. Dale: But it is profitable.

Ms. Webb: Yes, it's profitable. It's not as big as the other ones that we do. We just started Trivia Night. It's our third one. Everybody likes them. I will tell you; I walked in on Tuesday to drop off some stuff and a group of Viera East golf residents that would not step foot in the Hook & Eagle, were playing trivia.

Ms. Yelvington: Wow.

Ms. Webb: So, I was very impressed.

Mr. Dale: That makes me very happy.

Ms. Webb: He's fun and I think they all enjoy him. It was a busy night for that.

Mr. Macheras: During Trivia Night, do we close at 9:00 p.m.?

Ms. Webb: We close at 7:00 p.m. or 8:00 p.m. So, basically the way we've had Tuesday, we close at 6:00 p.m., unless there's an event. We make sure the kitchen's down by 8:00 p.m. He's out of there by 7:30 p.m.

M. Macheras: Okay.

Ms. Webb: He's not a lingering person. They have to close by 8:00 p.m. on Tuesday. He's good and it's a quick in and out. Salsa Night goes from 6:30 p.m. to 9:30 p.m., but the kitchen staff is done by 8:00 p.m. probably 7:30 p.m., by the time they do all of their stuff. So that's why mostly what you see after 8:00 p.m. is more drinks.

Mr. Macheras: Right.

Ms. Webb: Cocktails. Because the kitchen is closed by 8:00 p.m.. They do make an announcement that the kitchen is closed.

Ms. Webb: Then we went May and part of June for karaoke. As you can see, we have some down days, but out of the \$14,382 that we've made, it cost us \$2,800. So, I think that's good revenue.

Mr. Dale: Did we gross \$14,382?

Mr. Macheras: It has to be gross.

Mr. Moller: Yeah, no expenses are included. That's our sales.

Ms. Worshel: Its sales.

Ms. Webb: Then our costs for them to do that was \$300.

Mr. Dale: Right.

Ms. Webb: For *Music On The Patio*, I broke down each one that was singing and what they made. Some of them are bigger than others. My entertainment cost for those singers was \$1,475 and then we added \$10,900.

Mr. Dale: Very good.

Mr. Rysztogi: Even I can understand it.

Mr. Dale: That's interesting seeing the karaoke up against *Music On The Patio* and the fact that karaoke produces a third larger number than *Music On The Patio*.

Ms. Webb: Yeah. From 7:00 p.m. to 10:00 p.m., everybody has liked that. The sun is still hot at 7:00 p.m., but you're not sitting there sweating for two hours. By 7:30 p.m., the sun is down, it's calmer and tolerable. By 9:00 p.m. to 9:30 p.m., people are leaving, so they're not really staying until 10:00 p.m. I kind of expected that to happen, because they're used to going at 9:00 p.m. Some of them would linger until 9:30 p.m., even after music, for half an hour and now they're leaving by 9:30 p.m. That's a pattern. But it's fine, because there are a couple of stragglers.

Mr. Macheras: Let me ask you, on the *Music On The Patio* from May 3rd on, when did we make that 7:00 p.m. to 10:00 p.m. change from 6:00 p.m. to 9:00 p.m.?

Ms. Webb: In June.

Mr. Macheras: June. Okay.

Mr. Macheras: Just so I could look at that and I can see you know what happened.

Ms. Webb: Yeah. June 13th is the first time we did it, but Lacey ended up having to be taken to the emergency room. She was going to be the one singing and she texted me at 1:30 p.m. apologizing as she was on the way to Mercy Hospital. I couldn't get a hold of two of the singers and then they both returned my call and said, "*Sure, we'll do it.*" So, I asked if they could do it as a duet? They said, "*No problem.*"

Mr. Rysztogi: Yeah, things happen.

Ms. Webb: It doesn't happen often, but I love the fact that I can call some of our better ones and they can come.

Mr. Macheras: I kind of like that you did that. They were nice enough to call you back.

Ms. Webb: We're just going to pay them both.

Mr. Macheras: No, I like that.

Ms. Webb: Then you will notice on June 20th, we had more revenue up to 10:00 p.m. So, that's kind of like the first time we really pitched it that way.

Mr. Macheras: Is this something that you use as far as staffing. Like you said, the kitchen staff leave at a certain time. Do we cut a server after a certain time? Because a lot of it has to do not just with money. It has to do with how many people are sitting there.

Mr. Dale: Right.

Mr. Macheras: Sometimes we have a lot of transactions and they're not spending much. You're still going to have the same amount of people.

Ms. Webb: Right.

Mr. Macheras: But I would think that is a good tool. Plus, you can get this on the new system anyway too. Right? To figure out who to bring in when.

Mr. Moller: A lot of the decisions are on a day-by-day basis. Yet you can look at historical in order to pre staff.

Mr. Macheras: Having a restaurant is tough.

Mr. Moller: On that night, if it's slower than we normally are, we'll send a cook or a server home, but this helps make the schedule for the next two weeks.

Mr. Macheras: I like this. This is good.

Mr. Rysztogi: Yeah, this is good. Because you can see which way you want to do this. One thing that I noticed, *Music On The Patio* is consistent, because no matter what day it was, the amount of sales ends up being the same.

Ms. Webb: Yeah. It's hard. We have our premium singers and we have our casual singers and until we get more room, I struggle. Like I have Danger.

Mr. Dale: Johnny Danger.

Mr. Macheras: That's right. When is he coming?

Ms. Webb: August.

Mr. Dale: August is his first time.

Ms. Webb: I booked him twice but my concern is he does bring in a group of people and we only have 40 seats.

Mr. Dale: We are going to be setting tables out for that one?

Ms. Webb: We probably should. I'm thinking, "*Okay, well he has the whole outside area full every time.*"

Mr. Dale: Who is that?

Ms. Webb: Johnny Danger.

Mr. Macheras: Oh Johnny.

Ms. Webb: That's why I was telling Jim the other night, I want to bring him in there and he's not that much more expensive, but where do I sit them.

Mr. Macheras: We wouldn't be ready for it.

Ms. Webb: I don't want people sitting in these pop-up tables.

Mr. Macheras: We're going to have that built by this time. Right?

Ms. Webb: No.

Mr. Dale: Speaking of which, we ordered new chairs. They are here and Pete in the next week or two, is on it.

Ms. Webb: Yeah, because even if we buy some of those tables and put them in the corridor, knowing that we're going to be doing this, that would be nice, because then we're not putting out these big tables. I'm going to have to buy some covers and make them look nice, because some of them look dirty. But just knowing that we are better than that.

Mr. Macheras: Right. No, I get it.

Ms. Webb: We want to keep that. I wanted to share that with you, because I figured going in the summer, I'm hoping that July and August will still be just as much. It's going to be hot out there, but on the river it's cooler, because you have the river breeze. When we were at Dogs on US 1, people were sitting out on the sidewalk.

Ms. Yelvington: Yeah, it's very hot on *Music On The Patio* night.

Ms. Webb: Jim and I came up with this idea, well actually I posed it to Jim and he said that it was a good idea.

Mr. Moller: It was your idea.

Ms. Webb: For a loyalty program in July or maybe August. We haven't figured it out yet. Our meeting tomorrow will determine that. But they can win free golf if they spend more than

\$75. They can write their name on the back of the receipt and put it in a drawing and at the end of August, at *Music On The Patio*, we will pull a ticket and they'll win a booklet of 10 rounds of golf on the golf course.

Ms. Yelvington: Do you have to be present to win?

Ms. Webb: I haven't determined that yet.

Mr. Dale: I love the no shared receipts, because I can see exactly those guys out there saying, "*Give me your receipt.*"

Ms. Webb: Yeah, I know that's going to happen. Then for the girls, because I'm going to talk to the staff on Monday, about doing a little bonus thing for them too, because if they get the receipts, they can put their names on it. Then whoever has the most receipts, will win. That means they are going to upcharge them for drinks. They can say, "*Hey, you're at \$68 before tip and tax, do you want a drink or dessert, to put your name in the drawing?*"

Mr. Dale: You said before tax.

Ms. Webb: Before tax and tip.

Mr. Macheras: Okay, got it.

Ms. Yelvington: I'm going to have a lot of raffle tickets for free golf.

Mr. Moller: Who is ineligible?

Ms. Webb: Staff.

Ms. Yelvington: Okay.

Ms. Webb: Because they get free golf anyway. I don't know.

Mr. Dale: We're not employees of the District.

Mr. Moller: I don't know the legalities.

Ms. Yelvington: I think it's a great concept.

Mr. Dale: I would say that Board Members should not be eligible.

Mr. Macheras: Yeah, I'm good with that.

Mr. Showe: That may look squirrely, if your name gets drawn.

Ms. Yelvington: If you're going to allow any receipt over \$75 to count for them, then I think they shouldn't have to be present to win. Because if they go on a Tuesday and spend money, they may not be back until Saturday.

Ms. Webb: Right. The way I got this idea, is every time I go to Winn Dixie to buy alcohol, you can put your name in for one of the quality alcohols.

Mr. Dale: Shh, don't give away my secret.

Ms. Webb: It motivates him. I can see how he gets motivated, by how much you spend.

Mr. Dale: Right.

Ms. Webb: So, you always throw in that extra thing, to get to that chance to win that car. Right? Well, let's try it. It's the slow time. Let's see if it changes. You know, it's one of these tactics. Will that change people's spending? Will it increase sales? Because then if it's something that we need to do, maybe it's something we could look at every Summer.

Mr. Macheras: Are there any parameters like after 12:00 p.m.?

Ms. Webb: Nope.

Mr. Macheras: That's pretty good.

Ms. Webb: I bought two boxes where they can put the receipts in.

Mr. Dale: But what's the end result of all of this? What does it wind up doing?

Ms. Webb: It brings up revenue. It brings in people, to continue to keep coming back. It may cause those boys at the golf places when they come in, that want to be cheap and get many rounds of free golf saying, *"Okay, I'll pay for this round, boys."*

Mr. Macheras: Yeah, there you go.

Mr. Dale: Right, but it helps keep and retain customers.

Ms. Webb: Yes. I love that when Jim said that we should do an incentive for the girls too, to get them up to the \$75.

Mr. Macheras: Yeah.

Ms. Webb: Then they can put in their name. They give them the ticket and ask them to put their name and address and email on it and then they write Tina or Jen or Maddie or whoever on the back of it, to get the \$100.

Mr. Dale: I think we should be doing the same thing with desserts; whoever sells the most desserts in a month or two.

Ms. Webb: Well, that way it drives them and plus, you know, people love our golf course and people would love to win free golf at our golf course. So, it's good value. I didn't put on there what the value of the book is, but if they ask...oh, I'm going to throw in a key fob for the driving range too.

Mr. Dale: How much is on the key fob?

Ms. Webb: \$40.

Ms. Webb: Is it \$100 for 40 balls?

Mr. Moller: \$12.

Mr. Dale: \$100 would be a year's worth.

Mr. Moller: Some people spend that in a week.

Mr. Dale: Yeah.

Ms. Webb: So, that way it's like a full package. It's the driving range and the golf and they still get 20% off at Hook & Eagle and they save a bit of extra money when they come back next time. So, it's something that we're going to promote. I think we'll see how many we get. We may get 12 or we may get 1,200. I don't know.

Mr. Macheras: Right.

Ms. Webb: But it's something to try. So, I did put in *The Viera Voice*, an ad that goes out on July 1st.

Mr. Dale: It's a lot more entertaining than another burger ad.

Ms. Webb: Yes. Exactly. Then also I wanted to ask. I had another lady, which was kind of weird, reach out to me and said, "*Remember when you said you were going to do musical instruments that people could donate and the benches and the trees?*" I know that we did talk about trees a while ago, like when we first started that donation thing in the park. We just got rid of four trees that fell over on the lake side.

Mr. Dale: The Maples.

Ms. Webb: They're all gone. It wasn't because we took them down. They fell over. So, is it something that we want to consider doing, if somebody wants to buy and plant a tree?

Mr. Showe: We didn't do the trees. I think we did the benches.

Mr. Dale: If we did go the tree route, it would be only after consultation with our horticultural specialist and our CDD maintenance crew, because there are certain trees. That would be horrible.

Mr. Moller: Yeah.

Mr. Showe: I know that the Board adopted a Donation Policy.

Mr. Dale: Like the Weeping Willows, we had an opportunity to get five or six of them for free and I think poor Ed had a fit when he heard that. He was like, "*No!*"

Ms. Webb: I was thinking more like Palm trees. I didn't know. She lives over there and every once in a while, I get a weird email from her and she comes to Earth Day events and things

like that. She's like, *"I noticed all of these trees that were down"* and I wrote back and said, *"They fell down."*

Mr. Dale: Well, part of the beauty of that park, are the trees.

Ms. Webb: She asked, *"Are you going to replant them? Can I donate these trees, so we can put those trees back up? They were beautiful"* and I said, *"Well, I'll bring it up at the next Board meeting."*

Mr. Dale: What are your thoughts?

Mr. Moller: For the park? Okay.

Ms. Yelvington: We just did a tree donation at Harmony Farms. It was expensive, but we were asking for donated Oak trees and then we paid the gardener to come and put them in. It was just for shade.

Ms. Yelvington: They were \$450 per Oak tree.

Mr. Macheras: I know some buddy of mine grows Palm trees. I think right now they're 6 or 7 feet and they get up to 15 or 20 feet for dirt cheap. I can get four for less than \$200.

Mr. Showe: The Board did approve a Memorial Bench and Tree Program. The memorial tree donation is \$350. I will give that to Jim.

Mr. Moller: I have it, because I did it for a bench on the golf course. I just think we need to adjust the pricing.

Mr. Showe: Okay.

Mr. Dale: This is not an expense to the District, so I don't know that it requires any additional Board approval, since we already have the policy. I think this is just you and Jim getting together and making sure that we don't order any weird trees.

Mr. Showe: There's a recommended tree list in here. So, it has to be one of those. He has to pick the location.

Mr. Dale: The two of you work that out.

Mr. Showe: Trees are included.

Mr. Dale: You already have the authorization, the two of you, to do it.

Ms. Webb: I don't know if it's better to just get the money and we buy the tree.

Mr. Showe: Yes.

Ms. Webb: Okay.

Mr. Moller: Yeah. Because there's a form that they fill out for what they want.

Ms. Yelvington: It's good for PR too. Because that's what we did with Harmony Farms. We had the plaques at the base of the tree and it was promoted that way.

Mr. Dale: Are we putting plaques at the base of the trees?

Ms. Webb: Yeah, I think we should.

Mr. Dale: So, build that cost into it.

Ms. Webb: It's not a huge cost. But I know where you get your plaques from. It's the place we get the t-shirts from.

Mr. Dale: It's going to have to be something that's durable.

Ms. Yelvington: Yeah.

Ms. Webb: That won't rust.

Mr. Dale: Maybe there's something along the same lines of the people that are building our chairs and tables. Maybe they have plaques. They could router it to plastic that's indestructible. The Florida sun is not going to heat that up.

Ms. Webb: I also saw plexiglass ones. They are just see through, but they just have the names.

Mr. Dale: Whatever you think is going to work.

Ms. Webb: We'll go ahead and pick it up. I just wanted to make sure.

Mr. Dale: Alright. Are you good?

Ms. Webb: Yep.

Mr. Dale: Thank you.

Ms. Webb: Does anyone have any questions for me?

Mr. Macheras: I'm good.

EIGHTH ORDER OF BUSINESS

Treasurer's Report

A. Approval of Check Register

Mr. Dale: Alright. Treasurer's Report.

Mr. Showe: We have the approval your Check Register. In your General Fund, we have Checks #5455 through #5483 and Checks #32620 through #32715 for the Golf Course Fund, for a total amount of \$149,216.46. We would look for a motion of the Board to approve the Check Register.

On MOTION by Mr. Macheras seconded by Mr. Rysztogi with all in favor the Check Register for May 16, 2025 through June 19, 2025 in the amount of \$149,216.46 was approved.

B. Balance Sheet and Income Statements

Mr. Showe: Behind that, is your Balance Sheet and Income Statement for May 31, 2025. Jim has gone over most of the golf course financials with you, but I will point out that we are at 99% collected on our assessments, so we're in great shape there.

Mr. Dale: I'm not going to be happy until we're at 101% like we were last year.

Mr. Macheras: We'll get there. Don't worry.

Mr. Showe: It's fine. We're in good shape. Some people just don't pay them on time and when they issue the certificates, we get paid off of those. So that's kind of where we're at right now.

Mr. Dale: You know what, the only reason I'm asking this quick question, is I saw there that somebody was beating the tar out of the Viera East Community Association (VECA) this week on social media, because he was six months overdue on his VECA fees. They sent that over to the attorney without sending him a registered letter, to let him know that they were about to add a whole lot of additional costs. So, what do we do?

Mr. Showe: We're not involved in all the process at all.

Mr. Dale: That's all the Property Appraiser.

Mr. Showe: Because it goes on your Tax Bill, it's handled just like your Tax Bill. So typically, if you don't pay, they will issue a tax certificate. It will get sold. Once the tax certificate is sold, we get reimbursed, we get our cut. So, we're not involved in the collection process at all, which is a huge advantage for the District.

Mr. Dale: Yes. I like that.

Mr. Showe: Yeah.

Ms. Yelvington: I have a question.

Mr. Macheras: Just remember when you see things posted, there are things at the other side that aren't allowed to be discussed.

Mr. Dale: Yes, I understand.

Mr. Macheras: Just keep that in mind.

Mr. Dale: I understand.

Ms. Webb: No, I thought, because I was trying to look at it going, *"Wait a minute, is this us? Because it's in Viera East,"* but it's not Viera East.

Mr. Dale: No.

Mr. Macheras: Out of 4,010 homes, you saw one.

Mr. Dale: I had trouble finding empathy.

Mr. Macheras: Do you have a presentation?

Ms. Yelvington: I'm sorry. I just couldn't sit anymore. I had to stand. I had surgery two weeks ago and I just needed to stand. I have a question on the financials.

Mr. Dale: Sure.

Ms. Yelvington: What insurance are we paying on Page 18, that is \$105,000? What type of insurance is in there? That is a lot of money. Because there's a separate line item for health, so I didn't think it was that.

Mr. Macheras: It's just the property stuff. That's probably in-line.

Mr. Showe: Let me pull up our property insurance. It's probably not far off.

Mr. Dale: Because that includes liability.

Mr. Showe: Yeah. Let me look at your budget quickly, because that line item should be there. We might just do it on a monthly basis, so it doesn't impact the golf revenues all at once.

Mr. Moller: It's under Admin.

Mr. Showe: I'll pull up the budget. It will have a description in here, just to be sure. That sounds like just your regular insurance for the golf course.

Mr. Moller: I think it's all of the equipment.

Mr. Showe: Yeah.

Mr. Macheras: Which I'll be honest, is not a bad price.

Mr. Dale: We got our cart flag. We got maintenance equipment. Track vehicles.

Ms. Yelvington: Yeah.

Mr. Dale: Hardened structures. You guys really don't have any structures other than the park?

Mr. Macheras: It is just the liability stuff, the sidewalks.

Mr. Dale: Right.

Mr. Macheras: If something happens.

Mr. Rysztogi: We don't have anything active now, do we?

Mr. Macheras: I don't think we do. Not that I know of.

Ms. Yelvington: Health insurance and other insurances are separately broken out in their subcategories. So, it has to be something like property insurance.

Mr. Showe: It is.

Mr. Moller: It is for general liability, public officials liability automobile insurance coverage, all provided by EGIS.

Mr. Showe: Yeah. So, that's just general property insurance that just applies to the golf course.

Ms. Yelvington: Okay.

Mr. Macheras: Let me ask you this. I'm trying to think what other Boards do. Is there something on us?

Mr. Dale: Yes.

Mr. Showe: Yes. There's Directors and Operators.

Mr. Macheras: Its part of that.

Mr. Showe: Yeah. So, as long as you are not blatantly violating Florida Statutes, it does cover errors and omissions.

Ms. Yelvington: I have one other question. Don't hate me.

Mr. Showe: No, you're fine.

Ms. Yelvington: I looked at all 390 pages of this. Every one of them. I was recovering from surgery and I just sat there looking at my computer for a long, long time. Okay. There are merchant fees on the month to month.

Mr. Showe: I see them on the restaurant.

Ms. Yelvington: Yeah, it's on the restaurant. What page is that?

Mr. Showe: It's on the financials on Page 21 and Page 384 of your agenda.

Ms. Yelvington: Why did merchant fees go down by \$2,500 in May? Am I missing something?

Mr. Showe: We might not have accounted for the full amount yet, based on invoicing.

Ms. Yelvington: Okay.

Mr. Showe: That would be my guess. It's pretty consistent the previous month.

Ms. Yelvington: That's my thought. Was it because of the new POS system?

Mr. Moller: No, because the POS system didn't start until June 3rd.

Mr. Dale: But you did negotiate. There is a lower rate on the new POS system.

Mr. Showe: We might not have been charged fully yet for that.

Mr. Dale: Right.

Ms. Yelvington: Okay. I just wanted to make sure it wasn't buried somewhere else.

Mr. Dale: Was there any rebate from the old system?

Mr. Showe: Not that I'm aware of.

Ms. Yelvington: I think that's it for my questions.

Mr. Showe: Alright.

NINTH ORDER OF BUSINESS

Supervisor's Requests

Mr. Showe: Supervisor's Requests.

Mr. Dale: What do you have there, Bill? Do you have any requests?

Mr. Macheras: Yeah.

Mr. Dale: By the way, I do want to point out you were exceptionally well groomed this evening.

Mr. Showe: That is now a public record.

Ms. Yelvington: That is not appropriate.

Mr. Dale: That was for Ron for the shirt comment earlier.

Ms. Yelvington: There you go.

Mr. Rysztogi: I hadn't had a haircut and I can't remember when.

Mr. Macheras: I just wanted to thank Michelle for this promo, because we had talked about it in the past and I had spoken to Jim about it. I had seen an advertisement for the local golf courses in one of the magazines, which said, "Bring this in for a free draft beer." We had talked a little bit about these checks, but last week I think I signed two checks totaling \$1,300 for *The Viera Voice* for some ads. I was just wondering. What do we get for that? So, I think this is a step in the right direction. Bring this in for free dessert. Again, I know we get comments on social media, which is great, that it's a great place and people are coming in with a coupon and ordering. So, I think this is a step in the right direction. I think we said that earlier on some other comments. But I like this. Just like this chart that she gave us, the expense that we're spending for this, what are we getting out of it? So, I think this is a good step for that.

Mr. Dale: Right.

Mr. Macheras: That's it.

Mr. Dale: Mr. Ron?

Mr. Rysztogi: I have nothing.

Ms. Yelvington: We'll circle back.

Mr. Rysztogi: Yeah, come back to me.

Mr. Dale: I will point out for our marketer, who had to step out of the room for a little while, you just got a lot of compliments. Denise?

Ms. Yelvington: Okay, so my Supervisor's Request is two things. One, Oak trees by the park along the lake.

Mr. Moller: I put in the request to have those trimmed.

Ms. Yelvington: Okay. Thank you.

Ms. Webb: In the front.

Ms. Yelvington: No.

Ms. Webb: On the other side.

Mr. Moller: Yeah.

Ms. Yelvington: So that as you're coming down Murrell Road, you can see the Farmers Market, but you can't, because the trees are drooping towards the water. My other request is this. We've brought it up at other meetings and we've said that it's a combo of our telephone and our Internet, but we are paying a ridiculous amount of money for a telephone that I really think we need to get quotes on other phone services. We should not be paying \$8,000 a year for telephone at the restaurant. That's crazy.

Mr. Moller: That's also about to go away, which I didn't realize when we did the POS system switch. So, we had to have a dedicated Internet line for TOAST. We don't need it for the lightspeed. So, in the process of canceling Spectrum.

Ms. Yelvington: Yeah, but just as an example, on the Check Register, we paid \$1,271.66 to Fusion on May 16th. Then on May 31, we paid \$456.67 to TPX Communications.

Mr. Moller: TPX is our Internet security.

Ms. Yelvington: Okay.

Ms. Yelvington: Is Fusion the phone?

Mr. Moller: Fusion is the phone for the restaurant, the golf maintenance and the pro shop.

Ms. Yelvington: How many lines are we talking about?

Mr. Moller: 10.

Ms. Yelvington: Okay. I think you can definitely find something better. I use RingCentral. I think I have five or six phone lines through RingCentral and I pay \$1,500 for the whole year. It's voiceover IP.

Mr. Moller: I think that's what we have.

Ms. Yelvington: Grasshopper is another cheap one. But I think if you wouldn't mind just getting quotes.

Mr. Moller: Okay. That's with Internet as well? Fusion also includes the Internet.

Ms. Yelvington: Okay.

Mr. Moller: So, I think it's just under a telephone bucket.

Mr. Showe: Yeah, it's probably the way they just describe it.

Ms. Yelvington: Look at what they're charging us for phone service, specifically. Because you can get Internet through Spectrum or AT&T, whoever it is.

Mr. Dale: SpaceX

Ms. Yelvington: Yeah, I think we could save some money there. We're spending a lot. That's my Supervisor's Request.

Mr. Dale: I wonder if we could get those mounted on carts and everybody would have Internet when they go out.

Ms. Yelvington: Do you mean Starlink. You called it SpaceX. Elon is getting us to Mars.

Mr. Dale: I'm trying to figure out my chicken scratch here. I just wrote the 18th and I'm like, "*What does that mean?*" I had a discussion with *The Viera Voice* manager and we are set up for October 18th for the Scarecrow Fest at Woodside Park.

Ms. Yelvington: Isn't that the same day as that Ladies Education seminar?

Mr. Moller: I think it is.

Mr. Dale: I am glad I am bringing this up. We just did this today so we could, so we could bump it to the 25th if we needed to.

Ms. Yelvington: You might just want to look at that. I don't remember, but October 18th. I just saw that paper today.

Mr. Moller: It's a different park, but it's the same day.

Ms. Yelvington: Right, but we don't want to be competing with that.

Mr. Showe: Do the attendees conflict with each other on that?

Ms. Webb: We're just letting her use the facility. It's not our event. It's *The Viera Voice's* event.

Ms. Yelvington: Oh, we're letting *The Viera Voice* use the park.

Mr. Dale: Right, but do we want to have competing events, though?

Ms. Webb: I don't know what the other event is.

Ms. Yelvington: The lady that came to present about the lake bank.

Mr. Macheras: Where is it?

Mr. Dale: Clubhouse Park.

Mr. Showe: What about this one?

Mr. Dale: This one will be at Woodside Park.

Mr. Macheras: So, hers is at Clubhouse.

Mr. Dale: Out on our field.

Ms. Yelvington: On October 18th. But I'm just saying that it's competing events.

Mr. Showe: I think two different groups will be attending. I don't see the same people being conflicted over which event to attend.

Ms. Webb: Here it was more for kids.

Mr. Moller: Yeah.

Ms. Yelvington: Does the District make any money when they use our park for that?

Mr. Dale: No, but it does get us recognition.

Ms. Webb: That means she's going to be on my Farmers Market Facebook page posting. She does a lot for us.

Mr. Showe: The only thing that I do want to suggest, is when we get that park paved, that you get some tentative dates, because obviously it may compare with events, because it's going to be down for a couple days.

Mr. Dale: We don't want to compete with that.

Mr. Showe: You want to make sure we don't have any events. It may be best for you to put out some blast that there is going to be no parking at the park for whatever days. It's getting repaved.

Mr. Dale: Now one of the things that I did talk to Jim about in conjunction with this.

Mr. Showe: There's going to be heavy equipment all over that place.

Mr. Dale: Yeah. That would be an issue. I did talk to Jim in conjunction with this. I know we're waiting for the county to change their code, so we're able to move forward with our sign at the park and therefore upgrade the electric at the park and all of that kind of stuff. In talking to Jim, it sounds like for this component of it, we really don't need to wait to upgrade the electric. What we had talked about, is putting electric, for lack of a better way of putting it, out in the middle of the field. It will be up against the post and secured and weatherized and all of that, but it would allow electric access.

Ms. Webb: For *Movies In The Park*.

Mr. Dale: It would enable us to be able to do *Movies In The Park*, *Music In The Park*, all sorts of stuff.

Mr. Macheras: Put a lock box, I'm assuming or something.

Mr. Moller: Yeah.

Mr. Dale: Yes.

Mr. Macheras: So, we just know what's going on in the community right now.

Mr. Dale: Yes.

Mr. Macheras: Constructive stuff.

Mr. Dale: Right. Kevlar lockboxes.

Mr. Moller: Yeah. The last festival they had, they had extension cords running all over God's creation.

Mr. Dale: Yeah and it actually created kind of a safety hazard, because we had this stuff running from everywhere. What I did ask of Jim is that we don't just put out a couple of 110 plugs. What I would like to see, is enough to be able to run *Movies In The Park*. The reason why we built the split rail the way we did is, I don't know if you've seen those portable stages where it's actually on a truck and they come in and it raises up everything. You actually can drive one of those trucks in that area. We designed it that way. I want to be able to have electric to be able to accommodate something like that. So, Jim is going to do all of the magic stuff.

Mr. Moller: Yeah, I reached out to Boulevard Electric to come out and meet out there and just kind of show them what I'm looking for. I put like three receptacles out there, tied in at least 20 amps or more.

Mr. Dale: Right.

Mr. Moller: Whatever it would need.

Mr. Dale: Right. And the people that are going to be able to use this now and this was one of their requests, *"Oh, are you going to be upgrading the park?"* We told them, *"Yeah, probably by next year we should have some electric."* So, that is happening. As Jason has pointed out at previous meetings, I believe we're like \$50,000 or \$60,000 somewhere in that ballpark, with additional bond monies that we have left. We had talked about allocating a chunk of that for the sign and electric upgrade. This would be part of that.

Mr. Showe: There is \$64,000 left.

Mr. Dale: Then the other issue is the fountain, Ron.

Mr. Rysztogi: Oh, the fountain in Hammock Trace.

Mr. Dale: I know we're going to have people come back and visit us at some point in time.

Mr. Rysztogi: Yes, you are.

Ms. Yelvington: Did we get another fountain fixed yet? Didn't someone hurt the light on the other fountain and is that fixed?

Mr. Moller: I'm going to check it tonight. I just wanted to see if it was on. We went and checked it the other day, but it was during the day and all the timers were out of sync. I don't know if there was a power surge there at one point, but yeah.

Mr. Dale: I don't know if it's incumbent on your people or on us to look at electric and how much that would cost the. The environmental aspect of it, all of that.

Mr. Showe: It sounded like the next steps would probably be on us just to go ahead and get a quote for it. The electric is going to be the big thing as to how much that's going to cost to run it from where they have facilities now.

Mr. Dale: Okay.

Mr. Macheras: So, I have a question. Is the decision based on how much it's going to cost?

Mr. Dale: Not just cost. That's why I said the environmental impact. What I meant was the environmental efficacy of putting the fountain in. Is it going to do anything?

Mr. Showe: No.

Mr. Rysztogi: We promised that we would look into it. That's why we're doing it.

Mr. Macheras: Yeah, well, that's what I'm asking.

Ms. Yelvington: They had 35 signatures and they wanted us to look into it. So, part of that is gathering the cost.

Mr. Dale: Yeah.

Mr. Macheras: So, the two points that I want to make, is I just want to understand that we're going to look into something, whether we're going to do it or not, we're going to spend the time and the labor to look into it. Then we're going to decide whether we're going to do it or not?

Mr. Rysztogi: I think there's going to be a problem with it, as there are two possible locations at this one body of water and I think that's going to be an issue.

Mr. Dale: Put it this way, if my willingness to listen, if we are talking about some environmental plus there for the community, obviously, if we're talking the same level of cost that we're talking for the larger lake that we did, that's going to be kind of a deal breaker for me. If we were talking \$10,000 in lieu of that and the community were willing to assume the electrical cost, those are all components of it.

Mr. Macheras: Yeah and I want to make sure I'm clear on this. I was on the phone, but I am perfectly for that. The only two points I want to make, is to me, it sends a message if I'm a resident that, *"Hey, I think they're going to do this,"* because I don't know of any other decision we've made where we've taken steps and then come back, because then it might look like, *"Oh, they're not going to do it, because it costs too much or not going to do it."* The second point I want to make and you three can correct me if I'm wrong, because I think you're the only three that were involved in it, the purpose of that fountain, was just as people come into Viera, we have a fountain, not because of any HOA at all. We've got 16 of them.

Mr. Dale: Right.

Mr. Macheras: So, my point would be, if you really want to move forward on a fountain and again, no disrespect to that community. None whatsoever. But we got to remember, the initial fountain was not based on a community. Then let's look at people coming from the North. If we want to put a fountain in, then lets you utilize that same process, because we got one from the East, thanks to VECA. We don't really have any place to come in from the West. Then let's do it from the North. So, if you're asking me to approve a fountain, then I'd like to follow the same guidelines as the first one. I'm just going to tell you right now, I'm not in favor of doing it, because an HOA wants one, because that's not why the first one was done.

Mr. Dale: Right.

Mr. Macheras: So, I'm just putting that out there.

Mr. Dale: Right. Understand.

Mr. Macheras: But again, we're going through a process, so I'm going to be curious to see how we make a decision based on what we find. Because to me, it looks like more than two of you like the idea and I'm not in favor of it. So, I just don't know why we're spending the time for it. That's just me.

Mr. Dale: What I want to see is and please don't read anything into me asking for those numbers, because I'm very apprehensive about it.

Mr. Macheras: Okay.

Mr. Dale: But there were points made, whether it was the last meeting or the meeting prior, that were from an environmental impact. They were talking about the algae growth. As I recall, they did say that they had fish kills at this one and everything.

Mr. Macheras: I think Jim made a point.

Mr. Dale: I don't know the body of water. That's what I'm saying.

Mr. Macheras: We haven't had anything and if we do, then with 84 lakes, a fountain is not what we should be looking at. Do you know what I'm saying?

Mr. Dale: Yes and I agree with you. That's the reason I brought that up.

Mr. Macheras: If we have other things to do, if we have those issues, which I don't know that we've ever had any.

Mr. Moller: If it's strictly for environmental lake health. It's aerators.

Mr. Showe: Yeah.

Mr. Dale: Right. We did bring that up.

Mr. Macheras: I just want to be fair to the homeowners that I'm going to voice my opinion on this.

Mr. Dale: Yep.

Mr. Macheras: If it's for aesthetics, then let's get one from the North, if we really want to do that. But if it's for algae or something, we have other things to do that's less expensive on a lake that I don't know we've ever had any issues. But now if we have all these issues, then we need to look at that.

Mr. Dale: Well, and that's kind of what I want to discuss off meeting. I kind of want to pursue, whether there were comments that were affecting people. So, let's pursue it. Let's look at that aspect of it. Then it comes down to making a financial call.

Mr. Rysztogi: Let's look into it.

Mr. Macheras: Okay, that's fine.

Mr. Rysztogi: That's all we promise.

Mr. Macheras: Because I'll be honest with you, when I was listening to the meeting, to me, it kind of gave a perception that we were, "*Oh yeah, okay,*" but as long as we're clear that we're not, then I'm okay with that now.

Mr. Rysztogi: Now, what I see and I will bring this up now, because what is in the back of my mind, is I think some residents think it's going to be beneficial to them, because their property backs up to this body of water and there's a visual aesthetic for their property and their property value. But there's this other body water that's right next to Murrell Road, which is the view you get when you first come down Murrell Road and look at the Hammock Trace entranceway.

Mr. Macheras: Right.

Mr. Rysztogi: There's a square body of water there. Some residents think that's where it's going to be. I don't know 100%, that we actually said to them that this is where it's going to be.

Mr. Dale: There's no commitment at all.

Mr. Rysztogi: I think there are going to be some residents that benefit from it, that are going to want it there and some that are going to say, "*No, I want it off of Murrell Road, so everybody sees it.*"

Mr. Dale: Well and my big concern with it is, which I brought up when they were here, I can't even envision which lake it is, how big the body of water is or anything. I haven't done any of that.

Mr. Rysztogi: Yeah.

Mr. Dale: But the bigger issue that I've heard, is that from an electrical perspective, which is where a lot of the discussion is coming from, one of the residents was willing to go out and connect. I was like, "*No, you don't get to do that.*" But the concern that I have is, I don't think the connecting of the electric is going to be as simple as it was portrayed and I think you're

talking a lot more cost. So, that's why I want to do our homework. If we're going to say no, we should have a reason for saying no, I guess is what I'm saying.

Ms. Yelvington: Way back to the meeting where we voted on that first fountain, we foresaw that people were going to want a fountain in every lake in our District.

Mr. Dale: Right.

Ms. Yelvington: We can't possibly afford that. So, I think this is expected, but I also feel like we owe it to the residents, that if they come to us with an issue, we do our due diligence for them and then we make our decision.

Mr. Dale: Right. Like, if it's going to cost us \$40,000 to do this, they deserve to hear we can't do \$40,000 for every community.

Ms. Yelvington: But to just blanketly say no, I think is fair.

Mr. Dale: Right.

Ms. Yelvington: We need to do our due diligence.

Mr. Dale: That's where I'm at. Let's continue that part. But I just did want to bring that up, Jim, if we could look into that. That is all I have in terms of Supervisor's Requests and with no other business at hand, we need a motion to adjourn.

TENTH ORDER OF BUSINESS

Adjournment

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


Secretary/Assistant Secretary


Chairman/Vice Chairman