

**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, September 25, 2025** at 6:30 p.m. at Faith Lutheran Church, 5550 Faith Drive, Viera, Florida.

Present and constituting a quorum were:

Jennifer DeVries <i>by phone</i>	Chairperson
Rob Dale	Vice Chairman
Bill Macheras	Treasurer
Ron Rysztogi	Assistant Secretary
Denise Yelvington	Assistant Secretary

Also present were:

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

FIRST ORDER OF BUSINESS

Roll Call

Mr. Showe called the meeting to order at 6:30 p.m. All Supervisors were present in person with the exception of Ms. DeVries who was present via phone.

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 have a couple members of the audience here. If you can just state your name and address, please.

Resident (Camille Blackburn, 4799 Solitary Drive): I'm Camille Blackburn. I live in Heritage.

Mr. Dale: I just want to point out for the Board Members; Camille is also on the Viera East Community Association (VECA) Board. She's one of our brothers in the community here.

Resident (Camille Blackburn, 4799 Solitary Drive): I really appreciate what you all do. So, I just had a couple of things that I was hoping to get your feedback on. In our little development, we have a canal that kind of wraps around the back end of Wingate and then comes back on our side. Then we have a little small pond just south of the entrance.

Mr. Dale: On the north side of the community.

Resident (Camille Blackburn, 4799 Solitary Drive): No, it's just adjacent to my house, in between Murrell Road and my house. If you're coming into the community, it would be on the right. It's pretty heavy with algae blooms, so I'm just requesting that Ecor maybe come and take a look and do a little bit of fertilizing on the entrance of our property and see if there's anything that they can change up so that it doesn't drain into the ponds. We're happy to help you in any way that we can.

Mr. Dale: We'll take a look. We'll see when the last treatment was. Just as an FYI, what is it? Every two weeks?

Mr. Showe: Our contract is for once-a-month treatment. They will come out and do special treatments, but they have to wait at least two weeks before the prior treatment, if they do an additional treatment.

Mr. Dale: Right.

Mr. Showe: So, they can't treat any more than every two weeks.

Mr. Dale: Right. I just wanted to share that with you, because there are a lot of people saying, *"It didn't work. It was a week ago. Come back out."*

Resident (Camille Blackburn, 4799 Solitary Drive): Yeah.

Mr. Moller: I was going to say, if this happens, just shoot me an email. Usually, I'll forward it to Jason and Sam from Ecor and the other guys to take a look at it.

Resident (Camille Blackburn, 4799 Solitary Drive): So, they coordinate with what we do. I'm not really sure exactly, you know, what Ecor does. I mean, they list the chemicals, but I don't know what's appropriate in this concept.

Mr. Showe: Yeah, they do. They're very responsive.

Resident (Camille Blackburn, 4799 Solitary Drive): I've been really happy with them and I have seen them out there with a golf cart with a water gun, that they spray with. It's been good. The other thing is, behind my house, in between the backside of Clubhouse Drive, there is a fire break. Our property, I guess, is a pretty large footprint, because I don't even think there's 20 feet from my screen, to where the CDD property starts. You guys have been really good to come and brush hog it and clean it up. But I guess maybe you've turned up a lot of good soil, because the ferns are 10 feet high now. So, I didn't know if maybe just for that area, we could maybe bring a truckload of mulch or rock or gravel or something, just to kind of keep it, so it's not so overgrown. Because I think you were just in my neighborhood in May, so it's still got a good six months. So anyway, I was hoping maybe you would consider that. My husband would certainly help with that, if you want. I got lots of young kids in my neighborhood that can help too.

Ms. Yelvington: It did seem to grow back quite fast this year, because I guess from all of the rain.

Mr. Dale: All of the rain.

Ms. Yelvington: Behind my house is really big too.

Mr. Dale: Actually, back in the late 2000s, we didn't even do it. Then we started doing it and we did it once every three years and that's the way it was until we took over the Board in 2000. Now it's an annual thing. What is good is, yes, now we get stuff like ferns and very small things like the Fecon that it just goes right through. It's sort of like the analogy I use, mowing your lawn. If you wait two months to mow your lawn, it's going to take you quite a while to get through it, because it's 10 feet high and thicker and everything. But if you do it every week, you just zip right through it. So that's part of the reason it's easier doing it on an annual basis. But what does come up, is we do get the smaller vegetation, like ferns and things like that. The good news out of that, is that's the kind of stuff, that is for the dry season. If you're getting a lot of the ferns and everything, that means you're probably not as dry as what it was when we were in the mid 2000s and we had the bad fires and everything, which was the reasoning behind a lot of this.

Resident (Camille Blackburn, 4799 Solitary Drive): We had standing water back there the last couple of times that it rained.

Mr. Dale: Yeah. That's the other issue that we've got to deal with, in this time of the year. The short answer, I would imagine, Jim, is that we'll look at it and see what we can do, but there

may not be a whole lot that we can do right now. Because if it's like my backyard and you bring that track vehicle back there, it's just going to sink.

Resident (Camille Blackburn, 4799 Solitary Drive): We could wait until it dries out a little bit or wait when your budget is, because it probably costs \$400 or \$500 to bring a dump load full of either gravel or mulch or something.

Mr. Dale: Yeah, I don't know that we would be dumping anything, because we do come through on an annual basis.

Mr. Moller: Yeah. I mean it butts up to the nature preserve. I don't know if we're allowed to change anything.

Mr. Showe: Yeah. For conservation property, we can't interfere at all.

Mr. Moller: However, we can do follow ups. That was some of the conversations I've had with Tom. Just follow up visits after, you know, the fire breaks, just to make sure nothing invasive is growing out of it and nothing is getting out of control in between.

Mr. Dale: Right.

Mr. Moller: Just to be more proactive around the homes rather than waiting.

Resident (Camille Blackburn, 4799 Solitary Drive): We clean up a lot of that vine stuff that has really attacked a lot of our plantings.

Mr. Dale: Oh yeah, it's horrible. I get it. I know exactly what you're talking about, because my backyard does the same thing and now my stuff is, you know, four or five feet high. They did it in May and then when they come through, it's all freshly mowed and all of a sudden you can see the expanse and everything. The good news out of this though, the whole intent of it, is that there isn't any 3 inch in diameter and larger brush that would really make it a fire hazard. The small stuff like that, will go instantly. You don't have a sustained long fire, which is what we're really trying to avoid.

Resident (Camille Blackburn, 4799 Solitary Drive): I guess it's just more of aesthetics. We have the golf course over here that looks real pretty and then my backyard.

Mr. Dale: We'll take a look at it and see where we're at.

Resident (Camille Blackburn, 4799 Solitary Drive): I appreciate it. Thank you. Thanks for the time.

Mr. Dale: Shoot him an email so he knows your address.

Mr. Showe: I have it already. We have a gentleman here from the Golf District Association.

Resident (Rock Lenze, Viera East Golf District): Hi, guys. My name is Mr. Rock Lenze and I'm on the East Viera Golf District Board. I've been there since November. We're having a little bit of an issue right now with reclaimed water. Some of you guys golf over there. The Oakleaf area is there.

Mr. Dale: If you can call it that.

Resident (Rock Lenze, Viera East Golf District): Anyhow, we're looking to put a well in there instead. We've already started coordinating or exploring opportunities with the Water Management District in the county. But one of the challenges that we have, is where we need to put this well, is on CDD property. I already spoke with Jim and Jason and I'm going to continue to work with those guys and figure out what type of paperwork we need. Right now, the property where we looked at on the map, really impacts nothing. It's just kind of hidden by some brush and trees. It's right by Golf Club Drive, as you come in.

Mr. Moller: Yeah, it's right off the 15th tee box. There's a little wooded area. There's already an irrigation timer for the existing irrigation. There's a power control panel, that we had to replace a couple months ago when the structure had fallen over. We already split the power costs with that acronym. A 4 inch well dug there, has no issue to any of our structures or anything like that.

Mr. Dale: 4-inch diameter pipe.

Mr. Moller: Yes.

Ms. Yelvington: What's going on with the reclaimed water?

Resident (Rock Lenze, Viera East Golf District): We're kind of at the end of the line there.

Ms. Yelvington: So, you're not getting any water.

Resident (Rock Lenze, Viera East Golf District): We haven't been getting water. This year we lost a lot of trees, a lot of shrubbery and a lot of lawn. There's no reason to think that won't happen again. As a matter of fact, it's happened before and this has just been kind of the nail that the dog's been laying on for 15 years. Nobody's done anything about it. So, we just finally said, *"Hey, let's fix this."* This seems to be the best way to go about doing it.

Mr. Showe: For the Board's information, I was talking with them earlier and I know we talked in the past that they were looking to actually put a pump that would withdraw from our ponds. They're no longer looking to do that. This well would replace that. So, I think that's a better solution for the CDD.

Mr. Dale: So, they're going down to the aquifer.

Mr. Showe: What we look at is again, is similar to what we did for the fountain that you'll approve tonight or you'll look at tonight. We'll do a similar License Agreement that just allows them to have infrastructure on our property and have the typical insurance coverage.

Mr. Dale: Just a use agreement.

Mr. Showe: Yeah.

Resident (Rock Lenze, Viera East Golf District): Of course, our District will assume all of the costs, here and into the future.

Mr. Dale: Alright. Seeing as how we don't have a lot of people here and we're on the topic, in the interest of time, normally what we do with this, is we push it off to the business portion of the meeting and then try to fit it in, if the Board wants to talk about it. But we're already on the issue. Basically, what we're talking about, is just allowing them to utilize our property and there's no expense, no liability, no nothing to us. It's no skin off of my nose, is kind of the way I look at it.

Mr. Rysztogi: Do you need a motion?

Mr. Showe: What I would recommend, is just have a discussion for now. When we bring the agreement back, you would approve the agreement and that would be where you make a motion.

Mr. Dale: Right.

Mr. Showe: As to Rob's point, I think if we know there's any objections to moving forward now, then we wouldn't want to involve District Counsel.

Mr. Dale: Right. Yeah. What effectively we're kind of talking about, is moving forward based on legislative intent. Not that we're a legislature.

Resident (Rock Lenze, Viera East Golf District): I appreciate the positive feedback. We'll get the details down and get it writing, so you guys will actually have something concrete to vote on.

Mr. Dale: Yeah. But it's interesting. We've had so many discussions on, not just this issue, but similar type issues. It's an issue that the entire state of Florida is facing and will continue to face and it's only going to get worse. You guys are probably smart getting grandfathered in. Get yours in right now, because I can see a point in time where St. Johns is going to say no more. We actually had them here about what, a year ago?

Mr. Showe: Yeah.

Mr. Dale: The move is to go to, what I call xeriscaping. They corrected me very quickly. They call it Florida friendly. They are trying to get the newer Districts and everybody focused in that vein. That's the future, I think. I think 10 years from now, you're not going to see St. Augustine lawns.

Resident (Rock Lenze, Viera East Golf District): I'm also the liaison to our Maintenance and Landscape Committees. That's exactly what we're doing.

Mr. Dale: Yeah.

Resident (Rock Lenze, Viera East Golf District): When we have landscaping that fails, then what we're trying to do, is put something in there that's more hardy, more indigenous to Florida.

Mr. Dale: Exactly.

Resident (Rock Lenze, Viera East Golf District): So that we're not spending a lot of money in the future. We're still making it look good.

Mr. Dale: Right. The other thing that I would ask in return for us, I just want to make sure it's clear in the community, that we have no problem with doing a pump or whatever. The reason why there was some resistance from this Board on utilizing the lakes, is based on discussion that I had with our County Commissioner. He was like, "*Well, why don't you guys just use the lakes?*" Well, the lakes are not super deep and when we hit dry season, if you take off 6 inches or 12 inches of water, all of a sudden you've got a mosquito bog. How does that impact wildlife? Because then the birds aren't getting the fish and then all of that kind of stuff. But it's nothing that we wanted to hold as a log hanging over people or anything like that. It's just we foresaw fish kills that cost the District a lot of money. We saw that as a future issue, if we started tapping into the lakes and it didn't go the right way. So that's what it boiled down to.

Resident (Rock Lenze, Viera East Golf District): I appreciate that.

Mr. Dale: I don't think any of us have a problem with the well, is kind of where we're at.

Mr. Showe: If there's no objection, Jim and I will continue to work with them. We'll try to bring back an agreement, at least a draft agreement by your next workshop and let you take a look at it. If you're okay with it at that point, we'll send it over to them. They can execute it. Then we can do the same thing we did with the fountain and we'll have it executed at the following meeting.

Mr. Dale: Sounds good to me.

Mr. Macheras: If we dig the well, what's the pathway to connect to whatever you have?

Resident (Rock Lenze, Viera East Golf District): Right now, if you look at Clubhouse Drive, on the north side, probably about 4 feet on the other side of the sidewalk, is where the reclaimed line comes in.

Mr. Macheras: Okay. So, something is already there.

Resident (Rock Lenze, Viera East Golf District): There's something already there. That's why we want to go there. Because the irrigation system hooks up to that line.

Mr. Macheras: Okay. That makes sense.

Resident (Rock Lenze, Viera East Golf District): So, we would cut that line, put the well in there and put the pump station right there, so we would not have to spend any money on the irrigation system.

Mr. Macheras: Okay.

Resident (Rock Lenze, Viera East Golf District): This would just be a 4 inch well. The Water Management District is not so excited, as they are only interested in a 6 inch or larger well.

Mr. Dale: Right.

Resident (Rock Lenze, Viera East Golf District): But this is relatively small.

Mr. Moller: The only question that I have, is whether the reclaim is coming from the City of Cocoa.

Resident (Rock Lenze, Viera East Golf District): No, it's coming from the county.

Mr. Moller: Are they going to allow you to disconnect?

Resident (Rock Lenze, Viera East Golf District): They did not give me any objection when I talked to them. I talked to the Health Department, they didn't care and I talked to the Engineering Department and they're like, "*Well, you can't be on both.*" Okay, I'll take that as a positive note. The permitting process has to go through the vendor, the driller. So, once I get the

paperwork straight for the property and the permission, then we'll submit this through the E-Permit process for the District or the county. Then I imagine I'll be sitting in somebody else's office, kind of explaining what we're doing and hopefully getting them to say yes.

Mr. Dale: I'm going to go out on a limb and speculate. I could probably say with a very high degree of certainty, the county is going to have no problem with somebody wanting to disconnect from the reclaimed, given all of the issues.

Resident (Rock Lenze, Viera East Golf District): They have such a demand.

Mr. Dale: They're going to be like, *"Here, sign the paperwork now while you're in here,"* is what they're going to do.

Mr. Macheras: I was just wondering how you get it, but it's already there.

Mr. Dale: Absolutely.

Resident (Rock Lenze, Viera East Golf District): I think I've taken enough of your guys time.

Mr. Showe: No, absolutely.

Mr. Dale: We appreciate it.

Mr. Showe: We've been discussing the issue for quite a long time and we're happy to see some progress.

Resident (Rock Lenze, Viera East Golf District): This is my last stop after 38 years in the military, so you'll probably see me again for some other issue at some point.

Mr. Dale: Thank you for your service.

Resident (Rock Lenze, Viera East Golf District): I'm going to leave, unless you have more questions.

Ms. Yelvington: Thank you so much.

Mr. Dale: Just for the record, in case there are people reading the minutes, normally we don't do this. We did this for the purpose of conserving time in the business part of the meeting.

FOURTH ORDER OF BUSINESS

Approval of Minutes of the August 28, 2025 Board of Supervisors Meeting

Mr. Showe: Next is the approval of minutes of the August 28, 2025 Board of Supervisors meeting. Those minutes are in your agenda package. We have minor corrections from Jennifer and Rob. We can take any more or a motion to approve.

Mr. Rysztogi: I don't know if it's included on Page 34, where it says that I made a statement. I wasn't even present.

Mr. Showe: I think Jennifer got that one.

Mr. Rysztogi: Okay.

Ms. DeVries: I was about to comment on that one. We do need to correct that one.

Ms. Yelvington: There was one thing in the minutes that said I liked the color green. It was Jen that said she liked the color green. I was all with Jim's blue plan, but it's not super important.

Ms. DeVries: Actually, Denise, I think you and I got mixed up a few times there. Our voices must be similar or something.

Ms. Yelvington: Okay.

Mr. Showe: Mine's on the top of Page 34.

Ms. Yelvington: If that's the worst thing, then we're doing okay, Jen.

Ms. DeVries: I think so. I actually found a couple more little things, if no one else has any other corrections. On Page 45, there was something that said I created that page and it was attributed to me, but it actually should have been Michelle.

Ms. Yelvington: Oh, that's right. I was wondering when I read that. I was like, Jen created the page. Okay.

Ms. DeVries: Actually, no. It was Michelle that created the page.

Ms. Yelvington: Yeah, that makes sense.

Ms. DeVries: That makes more sense, doesn't it?

Ms. Yelvington: Yes.

Ms. DeVries: One little typo on Page 47, "*Cisco*" should be "*Sysco*", the food vendor, not the IT provider. That's all I have.

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

Ms. Yelvington MOVED to approve the Minutes of the August 28, 2025 Board of Supervisors Meeting as amended and Mr. Rysztogi seconded the motion.
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Mr. Dale: Is there any discussion? Hearing none,

On VOICE VOTE with all in favor the Minutes of the August 28, 2025 Board of Supervisors Meeting were approved as amended.

FIFTH ORDER OF BUSINESS

New Business

A. Consideration of Fountain Easement Agreement

Mr. Showe: The next item is just a follow up from the fountain discussion. We did go ahead and get the Fountain Agreement signed. It's been executed by the HOA. So, at this point we can take any other comments from the Board or a motion to approve. Once you guys approve it, we'll have Jim go ahead and pay that invoice.

Mr. Rysztogi MOVED to approve the Fountain Easement Agreement and Mr. Macheras seconded the motion.

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

On VOICE VOTE with all in favor the Fountain Easement Agreement was approved.

SIXTH ORDER OF BUSINESS

Old Business

A. Action Items List

Mr. Showe: As far as our Action Items List, we just have the park improvements, which is still ongoing with Jim and Michelle. The resurfacing is complete, Jim?

Mr. Moller: They finished the other half today, finally and tomorrow they're going to stripe that and add the second handicap parking spot, weather permitting.

Mr. Dale: On the park improvements, just keep the Board informed. On the 13th of October at the County Commission meeting, they are going to be voting on the final version of our sign approval. I wish it was a little sooner, because we have Scarecrow event on the 18th and we're obviously not going to be able to get a sign up in time for that.

Ms. Yelvington: That's okay.

Mr. Dale: But it's still close. So, I just wanted to let the Board to know that's coming up. I probably will go and attend that commission meeting.

Mr. Macheras: When that gets approved, do we have things waiting to just pop or we have to go get proposals?

Mr. Moller: I already got the quotes. I'll just ask them if the prices are still good and request a finalized quote. I think that may have already been approved for a not-to-exceed amount. However, if it's not going to fall within that, then I guess I'll just return to the Board.

Mr. Dale: I would probably just grease the skids with them, tell them to start getting ready and that way on the 13th or the 14th, they can be ready to roll.

Ms. Yelvington: Will that vote cover us to be able to put banners up at the golf course?

Mr. Dale: Yes.

Mr. Moller: That's why we haven't taken down the other banners yet.

Ms. Yelvington: We should have different banners made. Okay.

Mr. Macheras: Remind me, is that limited to certain entities?

Mr. Dale: Governmental entities.

Mr. Macheras: Okay. I knew it was a small group.

Mr. Dale: Yeah. The county didn't want to open it up to change the code for every Tom, Dick and Harry, but they didn't think it was right that we as a government entity didn't have any control over how we wish to communicate with our residents.

Mr. Macheras: I agree.

Ms. Yelvington: One of the things in the minutes, Jason, was looking into whether or not we should be exempt from the Federal unemployment tax.

Mr. Showe: Yeah.

Ms. Yelvington: Did we look into that?

Mr. Showe: I don't think we are. I think the information we got from our company, at least from Darrin, I think you checked with the payroll company too, is that we either need to self-insure ourselves for workers comp or we have to pay the State and Federal tax.

Ms. Yelvington: Not workers comp.

Mr. Showe: Unemployment, sorry.

Ms. Yelvington: Yeah. I mean we have to pay the State tax, but I don't think we need to be paying the Federal tax.

Mr. Showe: I'll check back again. That was the answer that I received.

Ms. Yelvington: I did some digging on it myself and I think we're exempt, but prove me wrong, because I don't think we should be paying it if we don't need to be paying it.

Mr. Dale: Good point.

Mr. Showe: I'll check back in.

Ms. Yelvington: Only on the Federal side. We do have to pay the State tax. Just make that clear.

Mr. Dale: Are we good, Jason?

Mr. Showe: Yes. That's all I have.

SEVENTH ORDER OF BUSINESS

Staff Reports

A. General Manager's Report

Mr. Dale: Jim.

Mr. Moller: Okay. CDD maintenance, we pretty much talked about the paving project, but other than that, it's business as usual, doing trimming. Tom is on vacation right now, so I have some punch list items for when he gets back. Other than that, it's going along well. Golf course maintenance, we finished up pretty much aerifying the golf course today, with the Air2G2 machine on the greens. We pulled cores on the tees. My original plan was to add compost, but unfortunately with the golf maintenance facility being discombobulated with the paving project, I had to hold off on the Command shipment, because there was no room to put it on the ground. So that should come next week. The guys will just have to apply it later. Some of the forward tees are 30 years old. So, we're trying to amend the soil as best as we can. If I don't see much improvement by the beginning of the growing season, we're going to look into probably just re-sodding some of the forward tees. We do that in-house. We talked about fixing some of the transition areas between turf to the cart path. The guys are kind of running into a problem, because it's just so compacted. The rotor tiller just bounces on top. So, they're trying to aerify it with the big aerifier to loosen it up and then run the rotor tiller. So, it's going to be an ongoing process. They're just going to have to do it in play and pick at it one at a time. We'll come up with another game plan for that. Financials, in August, golf had a net loss of \$22,368. Food and beverage had a net loss of \$2,345. We all know August was a very wet month. I contribute a lot of those losses to the rain out days and the overcast days and just the golf course being unplayable.

Mr. Dale: Would you estimate about two weeks of the month were unplayable altogether?

Mr. Moller: Yeah, I think if you incorporate one day was nine holes and another day was nine holes.

Mr. Dale: We probably lost half the month.

Mr. Moller: August is usually a lose month anyway. I think golf lost \$11,000 to \$12,000 last August. With the Summer months, we get our consistent rains.

Mr. Dale: We get the monsoons.

Mr. Moller: I'm researching equipment right now. I know that there are some machines that can actually create sand channels. I want to see how much it costs to rent one of those, versus buying one outright. We can run a machine and almost just create wicking effects. It will cut a trench and backfill with sand, so we can move the water to the outer edges of the golf course, specifically on the driving range. We've lost a lot of days in August and even September, where the golf course was barely dry enough to play. The driving range floor was too wet for the picker to go out there and pick balls without pushing them into the ground and sinking them.

Mr. Dale: Plus, the balls in that condition sink.

Mr. Moller: Yeah, it makes almost impossible for the picker to pick them up. We have to close your range anyway for the guys who hand pick the balls and it's just not labor intuitive to do that.

Mr. Dale: Right.

Mr. Moller: So, total net loss in August was \$24,713.

Mr. Dale: Which brought us down to net what? \$413,000.

Mr. Moller: We are at \$410,877 at the end of August.

Mr. Dale: I say \$411,000.

Mr. Moller: September being a much drier month, we're seeing really good numbers. In contrast, last September was very wet. So, as of yesterday, golf round revenue was at \$116,000. where this time last year we were only at \$88,000.

Ms. Yelvington: Wow.

Mr. Moller: Last September finished at \$111,000 and we're already at \$116,000.

Ms. Yelvington: Wow.

Mr. Moller: So, I'm projecting about \$145,000 to \$150,000 in revenue. Same thing with food and beverage. As of yesterday, we're at \$61,000. Last August, we were sitting at \$48,000.

Ms. Yelvington: Last September?

Mr. Moller: Yep, last September. Last September finished up at \$61,000. So, we're already at last September's numbers.

Ms. Yelvington: Nice.

Mr. Moller: I'm projecting the restaurant to finish in gross revenue at \$76,000. So, I think if you want to compare a month, we're probably going to be similar to June, July of this year, as

far as expenses versus revenue. I'm anticipating somewhere around \$15,000 to \$25,000 of net profit. So, we should definitely make up what we lost in August. Unfortunately, it won't be enough to pass our \$450,000 threshold to get the employees to the next bonus level, but either way, it's still a record year.

Mr. Dale: Let me ask you, for gross revenues, is this our best? The only reason why I bring this up, is because we hear the discussion amongst residents and others, that the gross numbers would be higher if we had season passes. But the way that I'm seeing the numbers, the gross numbers, really just replace the season pass revenue with daily round revenue. We've converted it and then some.

Mr. Moller: And then some.

Mr. Dale: And then some. Where would you place this year in terms of gross revenue?

Mr. Moller: That leads me to my next section. As of August 31st, golf revenue is up 8.5%. Food and beverage revenues are up 11.2%. Total revenues over last year to date, are up 9.2%. So, our revenues are 9% over last year?

Mr. Dale: Over last year. Right.

Mr. Moller: Expenses are up 7.1% for golf operations and maintenance. Food and beverage expenses are up 3.3%. Our total expenses are up 5.9%. Our revenues are up 9.2%, for a total net profit of \$410,877, versus last year at the end of August, we were at \$286,037, for an increase of \$124,840. That means our total net profits over last year are up 43.6%.

Ms. Yelvington: We have a combo number now and we didn't have a combo number a year ago.

Mr. Moller: That is combining the two operations.

Ms. Yelvington: Okay.

Mr. Moller: Yes.

Mr. Dale: So, it sounds like with the two operations, this is our best year ever.

Mr. Moller: Yes.

Mr. Dale: Which is phenomenal. Then the other thing that I'm hearing, is that our revenues, were the best revenues ever, even though we're downgrading or getting away from annual season passes, is what I'm hearing.

Mr. Macheras: I think it also reflects that you and your staff are doing a great job with the money we're making, because as revenues go up, we're seeing our profit go up just as much. You

know, a lot of companies revenue goes up, but they won't make a dime, because they're not controlling those expenses. I don't know about a big portion, but some of that expense is the labor, that we talked about, with the dollar increase, which I think we've got two more years and something we can't control. So, some of those expenses are something that we can't control. Not that we would have had raises. It might have been a dollar an hour for everybody, but besides just revenue, I'm just more impressed that we're maintaining that money and not using that huge increase of revenue to pay expenses. We continue to run it more efficient, is what it sounds like to me.

Mr. Dale: Right. Yeah. Because on your point there, Bill, we were at what, \$10 minimum wage in 2020 and now we're at \$14.

Mr. Moller: We're going to \$14. It is \$13 right now.

Mr. Dale: Going to \$14. So, you're effectively talking about an almost 50% increase on minimum wage costs, which we've extrapolated. Forgive me, don't quote me exactly on this one, but as I recall from memory, in the past, it was somewhere in the \$80,000 to \$100,000 range. That increase from 2020 to 2025, just on that labor cost alone, is the extra cost over the past five years. It is almost six figures.

Mr. Macheras: I think another thing too, it reflects that as we look at that, we're coming up with a savings plan. So, we're using that to benefit our staff and, you know, not just putting it in the piggy bank somewhere, but like you say, we're enhancing the work environment and continuing to do things with it, which I think is what we're tasked to do, as part of our responsibility.

Mr. Dale: Right.

Mr. Macheras: We're putting the money back into the organization and to our people.

Mr. Moller: Just a quick thing on the 457B. We've started our onboard meetings. We're going to go live on January 1st, which gives all of the staff ample time to get them the knowledge that they need, the training, the educational videos, figure out where they want to invest and if they want to or not. So, we set up weekly meetings with my contact, just to see how we're doing and things like that. I have not asked about Section 2.0 yet.

Ms. Yelvington: Secure 2.0.

Mr. Moller: But from the research that I did, I think you have to do it. It's just different options that allows employees different access. I think if they make up to a certain amount, they can take loans from it.

Ms. Yelvington: Right.

Mr. Moller: There are a bunch of different options with it, but I don't think it's optional to opt in or out.

Ms. Yelvington: The only reason I brought in Secure 2.0, was related to the student loan. So, if you have an employee that's not putting into their own retirement and you're doing a match for everybody else, you may or may not need to also match, because instead they're putting it towards their student loan. So, that's all I brought up Secure 2.0 about.

Mr. Dale: This is the benefit of having a CPA on the Board.

Ms. Yelvington: You never know. I could misinterpret something, but that's just something worth looking into. I don't know if you have any employees that even have student loans, if it's even an issue, but it is just something that's new and to be aware of. That's all.

Mr. Moller: For golf operations, we've had a wet August, but we're having a good September. When the weather's just right, we're still doing 200 rounds a day. I mean, it's amazing.

Mr. Dale: That's crazy.

Mr. Moller: We've got the Shepherd's Men tournament coming up on November 15th and dinner the night before on the 14th. As of today or yesterday, they're already sold out. It's at a capacity of 136 players. I think everyone has seen that. We've been featured on the front cover of *Golf Central Magazine*. As part of their promotion for Shepherd's Men, the magazine will be there on Friday night at the dinner banquet. So, it should be a pretty good event. The last thing that I have, was the season passes. I brought it up before, but I didn't quite understand it thoroughly, until I spent way too much time looking into it. So, in 2024, there was a rate with taxes included. We kind of thought that maybe passholders had a little advantage that year, but that wasn't the case, because the rate increased from 2023 to 2024. The base rate was correct at that 8% increase, which was approved by the Board that year. So, the number posted that included tax, was correct. So, then the next year, I did that plus tax as the base rate. So, in going from 2024 to 2025, we had a 14% increase and only approved 7%. I know the rates might have

been approved, but I just think in good business, fairness practice, we need to adjust that and not do a rate increase this year.

Ms. Yelvington: I thought we worked that out at the last workshop.

Mr. Macheras: Well, yeah. We met with a couple of the golfers and correct me if I'm wrong, but there are really two things that we have to look at. One, I don't think we really have to vote on or decide. One, I think we do. So, go over the part where, per golfer, 22 or 23 of them, were overcharged.

Mr. Moller: Correct.

Mr. Macheras: Were they overcharged because the tax was included?

Mr. Moller: Actually, I think there's only six or eight of them.

Mr. Macheras: Okay. So, not that many. There are a few that we owe a little bit of money back. I think you know what that mistake was. The other issue is, on the rate sheet, I don't know if everybody has a copy.

Mr. Moller: I have copies. This is the new one.

Mr. Macheras: Yeah. So basically, what the second part of the conversation was, we approved 7%, but the rate that he had down as a base, included tax already. It's really kind of weird, because our tax is 7%.

Ms. Yelvington: I know.

Mr. Macheras: So basically, it boils down to two scenarios. We have the base this year without tax, because we're pretty much from here on out, wiping the slate.

Mr. Moller: We're having a clean slate.

Mr. Macheras: So, what we have down is \$4,101, as the rate for the four-day passes.

Ms. Yelvington: Is that with tax or without?

Mr. Macheras: Without. So, we're talking without tax from now on.

Ms. Yelvington: Yeah, we'll never, ever include tax ever again. Okay. I like that plan.

Mr. Macheras: But we did that based on a 7% increase from \$3,800, but that number was wrong.

Ms. Yelvington: Okay.

Mr. Macheras: That number should have been almost \$3,600.

Ms. Yelvington: Okay, I see.

Mr. Moller: It was \$3,500.

Mr. Dale: Obviously, I'm going to have some things that I want to ask. But as long as we're on that very point though, Jason, does the Board approve a percentage increase or do we approve a rate?

Mr. Showe: You approve a rate and a range of rates.

Mr. Dale: I know that sounds like a small issue there, but I just want to bring that up.

Mr. Showe: Procedurally you approved the rates.

Mr. Dale: Right. The reason I brought that up, Bill, is not to jump on it. Actually. I have nothing but good things to say about what you and Jim have done here. But I've seen that point echoed a few times, the comment that you made where we got it wrong on the increase. We didn't get it wrong. We approved a rate and there were multiple calculations into how we came up with that rate. It's not just a linear 7% or 10% or whatever calculation. My point is and I'll use this past rate discussion that we had for five or six months. We were looking at the percentage increase. That was one factor. We also were looking at what a round of golf should cost. That was a discussion, that Jen actually had really good input, at one of the last meetings, where she felt that we should be targeting an average annual 125 number of rounds. Well then all you do is you take that 125, times whatever rate you're going to charge, to get your average rate per round of golf. So, in other words, right now the average CDD member that doesn't have a pass, is paying an average annual rate of what Jim? I believe it's \$50 per round for a CDD member.

Mr. Moller: So. Yes. With the new fiscal year rates, if a CDD resident were to play Monday through Thursday in the morning year-round, it averages \$50.

Mr. Dale: Right. It averages \$50. There are other calculations that go into that. We were comparing what Duran, which I believe is the number one comparison that we were factoring in, because that's probably what we would consider our chief competition. I think we were also calculating Rockledge into the equation. I got that in an email today and I'm not going to say it got me angry. It didn't get me angry, but it was like, *"Wait a minute, we didn't make a mistake."* Because the way I understand this, Jason, is every year when we approve a new set of rates, that clock gets reset.

Mr. Showe: Correct. You're approving new rates annually. So, regardless of what happened three or four years ago, every year you're resetting rates.

Mr. Dale: Right. I don't mean to pick at something, but that was a big point out of all of this, that I want to make sure, because some of this I really appreciate. I can't emphasize that. I'll

talk a little bit more but go ahead and finish. But I wanted to address that while you were on that topic.

Mr. Macheras: So, there are three things that we have to consider. One is the percentage that we go up and what it's based on. To me, there are three factors, but I'm only thinking of two. One was expenses. I think you mentioned that our expenses went up about 6.5%. If it went up 6.5%, my retail price will go up probably 10% or 12%. But we're not in that business. So, that was one reason on how we got to 7%. The other one was exactly what Rob said, which was looking at our competition. I will make this statement, if we're here and our competition is here, that doesn't necessarily mean we have to go there. As long as we meet those other parameters, where we're going up, what we think is a fair jump, what we think covers our expenses, then I don't have to go there, because we can. That's just my personal opinion. I looked at the last two weeks and Rob's exactly right. When looking at the last two meetings in August, the two things that I wrote down were 7%. So, I agree with what you're saying, but how many of us looked at a number? We looked at a percent. The issue is we took 7% of the wrong number this year.

Ms. Yelvington: Right.

Mr. Macheras: So really what we have to decide, is do we want to stay at 7%, based on what the rate was last year, which was \$3,500 and something at 7%, which would get us to \$3,800, or do we want to use the wrong number that included tax, which is \$3,800 and then basically we're going to go up 14% this year. But we could do that, because that would still be in line with Duran. So, if we took 7% off of the wrong number.

Mr. Dale: Please use the term "*different number*," because I don't view it as a wrong number.

Mr. Macheras: I view it as a wrong number, because that 7%, included tax. So, it is a wrong number. It should not include tax.

Mr. Dale: I agree with that.

Mr. Macheras: We're going for tax, 7% to base with no tax and then tax.

Mr. Dale: Okay, if you're putting it on that issue. Yeah.

Mr. Macheras: So really, it boils down to this. If we do 7%, it's about \$268 less than what we were thinking about doing, which comes out to about \$5 per week. I don't want to say we're losing money, because we don't have that money yet. It would be like some saying, I charge \$40 for this and the other guy's charging \$50. I'm not losing \$10. So, we may be losing something

that we could get and in my mind, it boils down to, if we go up 7% based on a base rate without tax from last year, we should be at \$3,800. But to be honest with you, if we added 7% to the rate that we should not have used, that included tax, it's going to be about a 13.7% increase, which still gets us in line with Duran. The question is, what do we think is more important? That's what we have to decide. Do we want to go to a number that we could reach or do we say we don't really need to? That's kind of where we're at, really.

Mr. Moller: Yeah. Another way to look at it, too, is if we make a jump and we have some passholders not renew, this is potential income to where if we just knock it down \$200 and we didn't get them to renew, now we've just lost out on \$3,000 to \$4,000, times how many people didn't renew.

Ms. Yelvington: Based on what you've described, it would seem to make more sense, in my opinion, to hold it where we approved it for this year and try to make it right for the people that we overcharged. Do we know who that was? Can we quantify that?

Mr. Moller: Yeah, we're putting together a spreadsheet of what people paid this fiscal year, compared to what they should have paid.

Ms. Yelvington: So, in theory if they are returning passholders, couldn't we offer them a discount to make right, but hold steady with the rates that we've already approved for this year without changing entire policy?

Mr. Moller: The rates still fall within the parameters of the rate range. So, I mean, changing the number, isn't really a Board decision, in my opinion.

Mr. Macheras: I guess from what you said tonight, there's only a handful of people, that overpaid last year, Denise. They're going to get their money back. However, the question is and Rob's point, if we go up 7% of what the base rate without tax was last year, we're going to land at \$3,800. But because we were looking at a number that included tax, we're looking tonight to approve \$4,100, which would be a 13.7% increase, because we're still adding tax to that. So, that's where we're at. Do we want to make that big of a jump? I understand what you're saying for next year. Nobody knows what next year is going to be tonight. It's just where do we want to be this year?

Ms. Yelvington: Well, just to answer that, we didn't approve a 14% increase, but when we looked at a range of rates, didn't we approve that? That was the competitive rate given all of the variables.

Mr. Dale: That was one of the calculus. That's why I said, there's actually four things with the other thing that you just threw out there, Bill. There are a couple of things that I want to touch on. Bill and Jim did Yeoman's work and they had a meeting with a few of the disaffected golfers that found this. There are a number of issues that I have with all of this. Number one, if you shop at Kohl's, do you bring your receipt from an overcharge from three years ago?

Ms. Yelvington: Right.

Mr. Dale: That's number one.

Mr. Macheras: We're just looking at last year. We're not correcting anything.

Mr. Dale: No, no, actually, that is what we're correcting. We're correcting the overcharge from three years ago.

Mr. Showe: Yeah, I'm looking at the rates. So, if you look at the 2024 schedule, that's the one that says this number includes tax.

Mr. Moller: Right. That was the year that I used the price with tax, because that was the number on the sheet, as the base rate is going to make a new rate. So, that's why that year actually went up 14% instead of 7%.

Mr. Dale: Right. I wrote down a few things and I just want to go through them.

Mr. Showe: To clarify, the 2025 rates do say, "*All rates are subject to 7% sales tax.*"

Mr. Dale: So, kind of the way my impression of how this went down, is we had a few of the guys that didn't like the increase that we passed. They started going through old minutes to try to find some loopholes. They found one and found where in that particular year, I believe it was about \$270, we overcharged some people that were supposed to get a senior rate that didn't make its way onto the official rate sheet, but it was approved in the minutes. The way I feel on that, even though I wish that they had found that three years ago, the thing I did ask from the gentleman was graciousness, because that was a very difficult year for this golf course. That's the year we lost our General Manager. So, things were in a state of flux and not everything happened perfectly. But with that said, we overcharged by \$273. I think the honorable thing to do, is to make sure those people that were overcharged, receive their money. That I am in agreement with. The other point that I want to make strongly and I know I did with Bill, but we didn't make a mistake going forward from there, the way it went down, I was sitting in Jim's office on Thursday. I went by to check on the September numbers and after I was sitting there for about three or four minutes, a gentleman comes in and he was quite upset over the rate stuff. This is

where I commend Jim, because Jim sat there and I can't imagine what it's like sitting in his office on a daily basis and having to deal with some of this stuff, where you get people that are upset about things. I could tell after a certain point in time, after about five minutes, you could see the veins in his neck kind of popping out a little bit, you know, because he's starting to get a little more animated about the way some of the things are being explained or said or whatever. So, on that, Jim, I know you're dealing with a whole lot on this. The thing that I shared with Jim after that discussion and I shared with the gentleman, that I do see his point, as long as we could verify it, which Jason has done. I probably would support giving money back, to people that were overcharged. But where I did want to draw a huge distinction, is there's no linear progression for 2025 and for 2026, the rate is not a 7% or 10% increase or whatever, just because we only do 7% or 10%. The rate is because the Board looked at the four different factors, what a round of golf should cost, the percentage increase, what Duran was charging and then there was the fourth factor that you brought up there, Bill, whatever that was.

Mr. Macheras: Was it the expense?

Mr. Dale: I think expense was part of the calculation. One of the things that I want to point out, is that this shouldn't be just a 7% here, because what happened, if we're going to go down that road, in 2021 and 2022, when expenses were going through the roof at 20% rates and we were only increasing the cost by 3%, that's part of the reason why we've got ourselves into a little bit of trouble there. Because if you look at the linear progression, you see our profits started going down the first year, \$452,000, the second year, \$379,000, the third year, we went to \$319,000 and then \$317,000. The reason why we hit \$319,000 and \$317,000 in our third and fourth year, is because we weren't keeping pace with inflation, which hurt us. So, that is part of the reason why we are playing a little bit of catch up now. Yes, it may be more than 7% or whatever the Board decides. So, I did just want to bring that up. The other issue that I really wanted to stress, we didn't make that mistake. The Board approved the \$4,100 rate. Now what we're talking about is, do we come back off of that? Do we issue a credit off of the \$4,100? Do we lower the rate. If we lowered the rate, which I'm not opposed to, but the issue that we get, if we lower that rate, what will happen, is the same people that are pouring through the minutes and the rates and all of that kind of stuff, are going to use that \$3,800 as their new base. I'm kind of thinking that we should be in that \$4,000 to \$4,100 rate that we already approved and spent four to five months calculating. I'm not saying we shouldn't be issuing credits. I'm not saying we

shouldn't go back to \$3,800. I'm just saying that that is going to be a consequence next year. The same people are going to be upset about a 13%, 14% or 15% increase. What I will say is, by going backwards to \$3,833, which I recall is the magic number, for those people that get the \$270 credit back, because it's not \$270, it's really \$540 or something like that, that some of these people are going to wind up getting back. The rate of golf for those people, I did the math on it, at 125 rounds, they will be paying an equivalent \$30 per round rate, which is \$20 off of our \$50 CDD average rate, not over the course of a year, what our average CDD rate is. So, kind of where I'm going with some of this is, Bill and Jim just had to put up with a whole bunch of gobbledygook over the past week. If we're going to be dealing with this kind of stuff all the time, I'm not saying I won't agree to what we're talking about right now, but where it puts me for next year, if we are having to spend this much, I am not having happen to Jim what happened to our last golf course manager. If stuff like this is causing that much stress to our employees, I'm going to be inclined to say, just get rid of the passes and let's just go to a straight CDD discount. We've already proven with our annual numbers here, that we're making more money when we get rid of the passes. The reason why we're offering the passes, is as an amenity to these golfers. I want to continue and be the decent guy and I do think there should be a benefit to being in the community. But I also want them to do the right thing also. So, with that said, I would love to hear how the rest of the Board feels about this.

Ms. DeVries: I don't understand why we're talking about this again, because I thought we already decided that we were just going to give the people who overpaid two years ago, a refund and that would be the end of it. I couldn't hear that part about why we're discussing it again.

Mr. Macheras: Mainly because the rate that we added as a Board, 7%, was the wrong base rate. It was 7% too high. Because what we looked at as a number, was not the base rate. It was a rate including tax. So, that's why we're looking at it again.

Mr. Rysztogi: But that's what we agreed to.

Ms. DeVries: We approved the rates.

Mr. Rysztogi: Exactly.

Ms. DeVries: So, I don't want to be going back years and then having to adjust rates from the past, because this has been going on for several years.

Mr. Macheras: So, if the Board was presented a wrong number and we picked 7% based on expenses and stuff and now we find out that number was way too high, I'm just asking you, are you okay with that, anyway?

Ms. DeVries: I think we actually made a mistake, including the tax and I don't think we should keep paying for that mistake. I think it was a mistake in that year and the mistake was in their favor, not ours.

Ms. Yelvington: It happens to be 7% of the year before, but really the number itself was made up of a variety of factors. I just see it from a different angle, I guess. I don't see it as we took 7% of a base number that was an incorrect base number. I think that the rate we're trying to get to for right now in the present day, made sense based on all of those factors. Period, the end.

Mr. Macheras: So, the two points that I have, is when I look at this, it has 7% at the top. How many of you actually checked every number on there? I didn't check one. You know why? Because we approved 7%. So, I understand what you're saying, Rob. None of us checked the numbers. We went with 7% and here it is. He now comes back and says, "*Wait a second, I used the wrong base.*" So, we can talk numbers all we want to. The other point that I'm going to make real quick, if it wasn't for Duran being in line with that \$4,100, we wouldn't have gone there. So, we can talk all we want to about factors, but expenses went up 6.5%. We only want to go up 7%. If really, Duran is the only reason, in my opinion and we as a Board are okay with the \$4,100, because they're higher, if they weren't higher, we wouldn't be there. So, we can talk about all of the different factors that we want to, but the only factor that's making us look good, it's still in comparison, because Duran offers five days for \$5,000, so we're offering four days for \$4,000. So, in essence, if that little thing was off the table, we wouldn't be having this discussion, in my opinion. The only reason we're having it, is because the caveat that makes us look good, is it's still a good vibe against Duran. That's what I think.

Mr. Dale: I would differ with you on two points.

Mr. Macheras: Okay.

Mr. Dale: Actually, it was funny, because when the gentleman was in the office, everybody knows that my big thing, I'm an army guy. I backwards plan and I want to know what the destination is. I want to know, what we get for a round of golf. So, I've been asking that question, Jason, probably for all five years that I've been here on this Board and I will be perfectly honest with you. The number I had in mind where I wanted to get to, was \$35 per

round, with the CDD number being at \$50. The other point that I would differ with you a little bit on, Bill, is the \$4,100. You're right. Do I go through the rate sheets once they're printed up and do the math on them? No. But in the meetings, when we come to that number, the final number, what the cost is, that's where I'm trusting my Golf Course Manager, to plug the right numbers in. I'm not picking on you, Jim.

Mr. Moller: That's part of my thing. I didn't know, until it was brought to my attention, in a way that not everybody's a fan of, but it was a mistake I made when I first started. I'm just trying to rectify that mistake.

Mr. Dale: Right. Do you honestly feel that you're talking only six to eight people that are impacted by this?

Mr. Moller: Yes.

Mr. Dale: Because my original thought with it, when I had heard about this, my recommendation to Jim was along the lines of what Denise is saying, just offer some form of a discount or a credit and leave the \$4,100 number. That way we don't have to have this argument again next year about what we're doing the increase or decrease off of.

Mr. Macheras: Yeah, the only thing that I want to make sure of, but maybe I'm wrong, there were some people that paid too much last year, like five or six that we were going to give the money back. That's a separate issue.

Ms. DeVries: Who paid too much? Why did they pay too much last year or two years ago?

Mr. Moller: It was last year. So, the workshop you're talking about, when this first came up, we thought that one year where tax was included, passholders actually got away with it, because that was the base rate. The base rate was correct, but the rate that I used in the current year we're in, I used the rate plus tax as the base rate, not the actual base rate. So, in 2025 we actually went up 14%, not just 7%, because it was the true base rate plus the 7% tax that was included, plus the 7% increase.

Mr. Showe: So, to really be clear, in 2024, the rates included tax.

Mr. Moller: Yes.

Mr. Showe: When Jim built his model for Fiscal Year 2025, which we're in now, he used those base rates which included tax. So, then the next year they paid for tax on top of it, plus the 7% increase.

Ms. Yelvington: Right. But at the end of the day...

Mr. Showe: I just want to clarify that.

Ms. Yelvington: Where what we're basing everything on, is what should a round of golf cost somebody that doesn't live in the CDD? What does it cost somebody that does? How many rounds of golf are these passholders? Are we tracking that? Do we know? Do they typically golf more than 125 times?

Mr. Moller: No. Especially not with the four-day pass.

Mr. Dale: Not with the four day. However, according to the Round Revenue Report, it's not an apples-to-apples comparison. I will admit that. That was a seven-day pass, but we had people that were golfing 250 times a year, but not a lot of them. What I will say, is of the people that were on that report, probably 80% of them golfed at least 125 times a year.

Mr. Macheras: I count 13 that golfed 125 times or more.

Mr. Dale: On that 2021 report?

Mr. Macheras: No, this is from last year.

Mr. Dale: Yeah. No, I'm talking about the 2021 report.

Mr. Showe: That was when they had seven days a week passes.

Mr. Macheras: So, I think the two issues, is that we owe some people from last year that we're going to pay back. Then the question is, like you said, since we're really going up as high as we are, do we offer anything for those that are on this list or do they just pay the extra 14% and they're done. That's really where we're at. That's what it boils down to.

Mr. Moller: Right. Some were Summer trail fees and some with carts.

Mr. Macheras: So, the question is, those individuals, which is not that many, will be taken care of. The question is, do we want to go up to \$4,100?

Mr. Moller: Because if I use the actual base rate in 2024, we should be at \$3,833 for this upcoming year, if I use the actual correct base rate.

Ms. Yelvington: Well, I hate to say it this way, but we have quite a demand. We have a lot of golfers every day at the golf course. Right? So having those or not having them, it's not hurting us. Like, we have plenty of people that want to come play golf at our golf course. Correct? So, if there are enough people visiting the course every day, regardless of those passholders, I don't see why we have to lower the price. That only hurts us. If this is what the

competitive amount is and we have plenty of people coming already, either pay it or don't. But I don't see why we have to bend, because there's six to eight people that are upset about the rates.

Mr. Macheras: Out of the six to eight people who paid too much, we have 25 that haven't.

Mr. Moller: It's still one of the last amenities for residents.

Ms. DeVries: My point of view is that we're trying to wean people off of these passes, so we want to make them less and less attractive. Okay, so two years ago, we said that the rate included tax and now we're saying that we miscalculated. Well, I don't think we should be voting on the rates and I don't think we should be lowering our rates. I think if somebody overpaid, we could compensate them for that, but I don't think we should be changing the rates that we voted on.

Mr. Rysztogi: I agree.

Ms. Yelvington: Yeah, I agree. I don't think the rate should change. I think we can try to offer some credit for the people that maybe were affected, but it doesn't sound like an unreasonable price in the first place.

Mr. Dale: I feel at minimum, we should be offering a credit or discount, whatever we want to call it. The other issue of the additional amount that we'd be taking off, if we were to do it, I know it sounds like I'm picking at words here, but it's not the wrong number. It was part of the calculation that we used. But it's not a linear progression, when we go from 2023 to 2026. I hear what you're saying, Bill. You bring up some really good points and it's a tough one. The intangible part of this, though, what are we talking? Eight people at max?

Mr. Moller: Probably.

Mr. Dale: So, we're talking \$1,500 bucks. We're spending a lot of time on the issue. I don't know. I'm torn on it.

Mr. Showe: I think if you offer them a credit off of the new rates, that kind of gets them back to where they would have paid anyway.

Mr. Dale: Where they would have paid. I like the idea of keeping our \$4,100, because we spent four to five months coming up with that number. There was a lot of discussion that went into that. I'm good with the crediting back and everything, but the main thing for me, the sticking point, I don't want to have this discussion next year about remaking the wheel.

Ms. Yelvington: Maybe using percentages in those conversations, isn't a good idea. It should just be dollar amounts, maybe. Here are the rates from last year, this is what the rate should be.

Mr. Showe: Piggybacking on what you said and what Bill said, when we finalize that rate sheet, we should just take that percentage off.

Ms. Yelvington: Yes.

Mr. Showe: If that percentage wasn't there...

Ms. Yelvington: Right.

Mr. Showe: Then this conversation kind of goes away, because these are the rates.

Ms. Yelvington: Right.

Mr. Moller: That's why I included on the rate sheets, last year's rates, the rate increase plus the new rates.

Mr. Showe: Well, I think we can use that for workshop purposes, but maybe next year when we publish the rates, we just take the percentage off.

Mr. Dale: Yeah.

Mr. Showe: That way it's not based on a percentage. It's based on the rate that the Board set, because the Board adopted these rates.

Mr. Dale: It's the old adage, what is an item worth? Well, it's worth whatever somebody's willing to pay for it. Now, does that mean that we should be gouging and charging top dollar on everything? No, this is the balancing act. This is the high wire that we're walking. We've got a way of making money for the people that live in the greens condominium and don't play golf. We have to keep the golf course solvent, which is one of the things I shared last Thursday with the gentleman. That's our primary purpose here. We have to keep this golf course solvent. From what I'm seeing from the Reserve Study that we did, we need somewhere in the neighborhood of ultimately, over the course of 20 years, \$5 million in reserves. That is about what we're going to wind up needing, to be able to rebuild the course in 20 years. \$5 million doesn't just grow on trees and we're at about \$2 million right now. So, we got a little more work to do over the next 20 years, is where I'm at, but we also don't want to gouge our customers and people that have been with us for a number of years.

Ms. Yelvington: But they don't have to buy a pass.

Mr. Dale: They don't have to buy a pass.

Ms. Yelvington: If they want to spend less, then just come less often. I don't know. There's no obligation to buy a pass. I don't buy Disney passes, because I don't go enough to make it worthwhile.

Mr. Moller: That's why golfers buy those passes. They know they're frequent golfers and want to receive a discount.

Ms. Yelvington: Yeah, but they are still CDD residents. Right. So, they're getting a discounted rate.

Mr. Moller: There are not many non-residents, but we do have non-resident passes.

Mr. Macheras: I could be wrong, but as I hear the discussion, I think there's still some confusion. So, I just want to state one more time. The few people that overpaid are going to be taken care of. Right?

Mr. Moller: Right.

Mr. Macheras: So that's taken care of. It has nothing to do with the rates at all. They're going to be taken care of. The question is, they paid \$3,580 last year without tax and we're now going up to \$4,100, which is a \$519 bump, instead of a \$260 bump. So, the question is not so much to take care of the ones that overpaid, because we're going to take care of those. That's a separate issue. Really the only question is, are we good with only the people that already have a pass? Not everybody and I like the idea if we keep it at \$4,100, if there is anybody new, it's still a good deal, because based on the other factors in Duran paying \$1,000 per day, the question is of the returning ones, if we're okay bumping it up to \$519 and then we're done. Or do those people that are returning get a little bit of a bump, because we aren't going up big? That's really the question. The people that were harmed are going to be held harmless. It's that everybody on this list is going up about \$520 and if we're okay with that, then we leave it at \$4,100. If we're not, we leave it at \$4,100, throw 5% back or something as a note. Again, that's really the only issue. If we're okay with them being bumped that high, then we're done. That's it.

Mr. Dale: That's the most succinct best way that I've heard it put so far.

Mr. Macheras: That's what it boils down to. The bump is a little bit bigger this year, based on however we got there. Are we okay with that or do we offer a little something, something. That's really all it is and that's what we have to decide.

Ms. DeVries: Then why were they charged so little last year? Did we include the tax in what we charged them?

Mr. Moller: They weren't charged so little.

Ms. DeVries: Did we not add tax to their purchase?

Mr. Macheras: Last year, the base was \$3,580 and with tax, it was \$3,800. This year, we're basing the increase on \$3,800, when it should have been based on \$3,580.

Ms. DeVries: That's the mistake. I'm still having trouble understanding what is going on.

Mr. Dale: Hang on just a second, Jen. I'm going to let Jason talk.

Mr. Showe: Sure. So, in Fiscal Year 2024, the 12-month green fee with trail fee, was \$3,582, including tax. So, when we did the rates for 2025, we set it up so that was the base rate. Now the prior year, included tax. You add the 7% on top of that, so effectively, what they're paying out the door, is 14% more instead of the 7%.

Mr. Dale: Right.

Mr. Showe: It was the jump from Fiscal Year 2024 to 2025, where there was confusion over whether the tax was included or not.

Mr. Dale: So, what happened was, were screwing ourselves in 2025.

Ms. Yelvington: So, what did the rate become after the \$3,582?

Mr. Showe: It became \$3,833.

Ms. Yelvington: Okay.

Ms. DeVries: Including tax.

Mr. Showe: Which did not include tax.

Mr. Moller: Yeah. In 2023/2024, the base rate should have been \$3,348, but the rate sheet showed it as \$3,500, including tax and that was used as the base rate for the following year.

Ms. Yelvington: So, the \$3,833, we charged tax on that?

Mr. Moller: Correct.

Ms. Yelvington: So, it was \$4,101.

Mr. Macheras: Right.

Ms. Yelvington: \$3,833 to \$4,101, is not a 14% jump.

Mr. Dale: It's not a completely 14% jump. You have the round report.

Mr. Macheras: If you go from \$3,582 to \$4,100...

Mr. Showe: \$3,582 was out the door. So, think about it like when you buy a car. The \$3,582 was with tax.

Ms. Yelvington: Okay.

Mr. Showe: They used that as the base. Then the next year, they paid \$3,833 plus 7% tax. So, we went up 7% of the base rate, plus another 7%. That is from Fiscal Year 2024 to 2025. The out the door price went up 14%.

Mr. Dale: But that's where I agree with Jen, that they benefited the year before. We did that to ourselves.

Mr. Moller: No, because it still went up.

Mr. Dale: It went up 14%, but we shouldn't have done that to ourselves.

Mr. Moller: Even the year before that, it still went up the correct amount.

Ms. DeVries: They got a bargain. So, we don't have to keep giving them a bargain.

Mr. Moller: Because the first year was \$3,100.

Mr. Dale: Right.

Mr. Moller: Next year, the base rate was \$3,348, but on the rate sheet, it showed that the tax was included. So, they didn't pay less any year.

Mr. Dale: But let's use our logic though, because Bill brought up an excellent point that I didn't think about. You've got a round report in front of you.

Mr. Macheras: Yeah.

Mr. Dale: What's the average number? Do you have an average number of rounds that people are playing?

Mr. Macheras: Well, we'll use median and mean. Is that right?

Mr. Dale: Let's go with mean.

Mr. Macheras: There are 13 players that play at least 125 rounds.

Mr. Dale: Okay.

Mr. Moller: The only issue with the round count, is there are some people that have a four-day season pass that also play on weekends that pay the CDD rate. The machine cannot differentiate a paid round.

Mr. Dale: Alright.

Mr. Macheras: I think in all honesty, there are just so many rabbit holes we can go down. I think for next year, we need to look at a rate, that I don't want to say high so they don't buy it, because that kind of defeats the purpose. That's like having happy hour and hope that nobody comes. You have a happy hour, because even though you're selling beer a little bit cheaper, you want them to come next year. Next year, I think we need to have a hard fall. Either we're going

to be maybe right up there with Duran or we get rid of them. I just don't know if that is on the table tonight. I think the issue really on the table is, we're going to go up \$520 this year and if we think that's okay. Because they can golf somewhere else, they don't have to come or we can say that is a little bit higher than we kind of initially thought we were going to do and only the returning people we throw above. That's really what it boils down to.

Mr. Dale: Because you're effectively talking about going from \$3,833. I got to be honest, where I'm at, I don't care what happened in 2024 or 2023 or any of that. So, other than somebody being overcharged, all I care about, is where we're going from 2025 to 2026. I'm just making sure my numbers are right here. It is \$3,833.

Mr. Macheras: No. It is \$3,582 to \$4,100, if you want to go without tax.

Ms. Webb: \$3,833 was with tax.

Mr. Dale: The \$3,833 was the proposed number. That's right.

Mr. Showe: \$3,833 was the current year we're in and did not include tax.

Mr. Dale: And did not include tax.

Mr. Showe: The prior year, which is Fiscal Year 2024, it was \$3,582.

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

Mr. Showe: This year you're going up 7%.

Mr. Dale: So, this year we're effectively going up 7%.

Mr. Showe: Correct.

Ms. Yelvington: Yeah.

Mr. Dale: Alright. I thought that I was taking crazy pills here.

Ms. DeVries: I'm looking at the per round. With 125 rounds, we're at \$32.80. We've never counted the tax, when we calculated how much for a round of golf.

Mr. Dale: How much is at 110 rounds. Jen?

Ms. DeVries: Hold on. I'm pulling out my calculator. \$4,100 divided by 110 equals \$37.27.

Mr. Dale: For me personally, the magic number was \$35 per round, is where I felt we should be at. I know we're trying to hit a moving target right now.

Ms. Yelvington: I personally think these passes are nothing but a nuisance. It's a whole nuisance every time we have to talk about them.

Mr. Dale: Well and that was my frustration when I was there on Thursday and I was watching poor Jim having to deal with this stuff.

Mr. Moller: In a sense, in 2024, the true base rate was \$3,348, even though on the rate sheet it said \$3,500.

Mr. Showe: Which was Fiscal Year 2023's number.

Mr. Moller: Correct. Next year, our base rate was \$3,833, because I used the with tax number as the base.

Mr. Dale: Every year we get a clean slate; is the way I look at it. So, all that matters to me, is last year and whether or not we're paying a fair rate in comparison to our competitors and then the average round. Those dynamics. That's all that matters to me and that's how I know you've been working really hard on this and you're trying to grapple with doing the linear progression of all these years and everything, but I just don't see where that's relevant.

Ms. Yelvington: I think we have to get away from thinking about it in terms of percentages and year over year percentages, just dollars and does this value that we're using now, make sense for what our golf course is worth? If the answer to that is yes, then we don't change it.

Mr. Macheras: If you use that process, then the only thing that you're looking at, is your competitor. You're not looking at expenses, because expenses are by percentages. You're looking at just dollars. You're only looking at what Duran is at and where you want to be.

Ms. Yelvington: No, I'm not looking at Duran. If one of these golfers came in and just wanted to golf, what rate are they paying?

Mr. Moller: The rack rate, but it depends on the time of year and the time of day.

Ms. Yelvington: Okay, so like on an average it's \$50.

Mr. Moller: It's an average for a CDD resident to play in the mornings Monday through Thursday.

Ms. Yelvington: Okay, so if they want to spend less than \$4,100 a year, then they can just come as much as they want to up to their spending limit, at the rate that they would get charged as a patron. There's no obligation to buy the pass. I don't understand. I don't know.

Ms. Webb: The passes were originally formed, because a bulk of the bond money was given to the golf course, to maintain.

Ms. Yelvington: Right, I know that. I understand that, but that's not the case now.

Ms. Webb: I provided to those who were dedicated to the golf course during those harder times.

Ms. Yelvington: Right. What they want is to be able to come as much as they want, at that price. I get that. But if you don't want to spend that price, then you have to come a little less. I don't know. It's not a big deal to me. I don't understand why we're making such a big issue out of it.

Ms. Webb: The people who have been there for the longevity, that have provided the income over the years where they struggle to maintain and now we're struggling to maintain. So, they want some of the gratification back, in the form of a lower price per pass, because they were dedicated to the golf course during that hardship time, when the golf course needed that income upfront.

Mr. Dale: What you just said, is the primary reason why I'm still here in the discussion, because I do feel a slight sense of obligation.

Ms. Webb: That's what it comes down to.

Ms. Yelvington: Well, then maybe there should be a loyalty discount.

Ms. Webb: I think there should be one.

Ms. Yelvington: Have a loyalty discount. How many more discounts do we need to give out?

Ms. Webb: That's what it just comes down to. It's a \$4,100 rate across the board, because that's the rate that you guys want.

Mr. Macheras: \$4,100 and here's a bone.

Ms. Webb: A little loyalty bonus for those who have been buying passes for over 10 years. You can set that type of thing up. It won't be a whole lot of people. But we don't even sell passes anymore for new people. Right?

Ms. Yelvington: Why would we want to hurt our revenue on new passholders?

Ms. Webb: We shouldn't.

Ms. Yelvington: I don't think we should. I think we should hold our price where it is and either they buy it or they don't. If we want to reward our longest standing golfers, then do that separately.

Mr. Macheras: Yeah. If we look at it from the point of view as a Board that these people are going to pay, it hurts if they don't. Because in my opinion, why are we voting for something

that we're talking negative about. Then don't do it. But I can't sit here and say, *"Do it, but I hope they don't play. I hope we don't lose any money."* That doesn't make sense. That's for next year. I'm like you, Rob, if I want to keep hearing it, especially from us, I'm not voting for it. If we're going to vote for someone and hope nobody comes, that doesn't make sense. So, really the issue is \$4,100. Did we throw them a couple passes for guest passes or we give them a percentage off or none. That's it. Only for the people from last year. So, I can go to \$4,100. The question is, do we want to throw any bones for those? If not, then we move on.

Mr. Dale: So, in other words, what I'm hearing you saying is, throw whatever, a couple of guest passes.

Mr. Showe: The increase is the 7% delta. So, you're looking at \$270.

Mr. Dale: Correct.

Mr. Showe: For the people that had them. I would only give it to people that had passes in 2023, 2024 and 2025..

Mr. Moller: We can give a discount to anyone from this current year.

Mr. Showe: If that's in the form of a discount or like you said or guest passes or a gift card to the Hook & Eagle.

Mr. Macheras: I'm okay with the \$4,100, because like you. I want to set the bar.

Mr. Dale: Right. That's my main thing.

Mr. Macheras: I'm kind of leaning towards, do we have something that we could offer just a return and if not, then, you know?

Ms. Yelvington: Wouldn't the Board's role in all of this, only be that we approved the rates. So, if we aren't budging on the rates, is it his discretion what he does for discounts on those people?

Mr. Showe: He's got some discretion of the rules. If you approve a set of rates, you also approve a range of rates. So, the rules give him flexibility to operate within that range.

Ms. Yelvington: Right.

Mr. Showe: Certainly, though, he's going to look to you guys for direction.

Mr. Dale: Right.

Mr. Showe: So, if you're saying the rates are the rates, then if I was in his shoes, I wouldn't flex on the rates. But that's why we're having the discussion.

Mr. Dale: Right. That was my recommendation to Jim, when that happened last week, because I know this is going to be a contentious issue. With some past members of the Board, it would have been a huge issue, were Jim to do something like that, because it's on such a substantive issue. I kind of don't want to leave him hanging in the wind like that. I don't think that's fair to Jim, though.

Mr. Macheras: On one hand, I like him having that discretion. But on the other hand, if there's a decision made that isn't... I want him to call me, because you're in the hot seat.

Mr. Dale: Let me ask if everybody could live with this one, because we're spending a lot of time on this issue. This is why I want the \$4,100 for next year. I don't want to keep beating this one. We're talking about how many people from 2023 until now? 10 people?

Mr. Moller: Yeah.

Mr. Dale: Would everybody be okay, for this year, with only a 5% discount? Off the \$4,100, that translates to a little over \$200. We just call it a loyalty bonus.

Mr. Showe: One time loyalty bonus.

Mr. Dale: One time loyalty bonus, that translates to a couple hundred dollars additional. That gets us in the ballpark of what we were talking about.

Mr. Moller: The percentage would have to be higher, because I think it was around \$260 to \$270.

Ms. DeVries: I'm not really okay with that. I'm still of the opinion of we made a mistake and we gave them a bargain, several years ago and why should we be basing the new rates on the bargain that we gave them by mistake? Honestly, we're spending an enormous amount of time for just a few people and I don't think we should reward this. I'm sorry but I don't see why we would be lowering our rate.

Ms. Yelvington: Jim, what do you think should happen? What's your take?

Mr. Moller: My biggest thing is, I don't like to see my mistakes out there. This was a mistake that I made couple years ago. I kind of wanted to fix it. I used the wrong base rate. I mean I know the Board came to the conclusion that we approved rates and yada yada yada, but I used the wrong number. If I had used that correct number, this year should be \$3,833.

Mr. Macheras: Going to Rob's point, yes, 5% comes out to \$205, not \$250.

Mr. Dale: It's simple math.

Mr. Macheras: I'm not looking for penny to penny. I think if we show something to those guys, they will say, *"Okay. You went back and fixed something from two years ago."* So, I personally don't have to be at that exact dollar. Let me just point out, we approved the rate, he's heard our discussion, if we want to leave it up to him, leave it up to him, knowing what verbiage came out. I don't know. Are you all okay with that or are we going to tell him no, don't do anything.

Mr. Dale: The reason why I use the term, *"Leaving Jim hanging,"* though I don't want people then to come in and say, *"Hey Joe got this rate."* It puts Jim on the spot.

Ms. Yelvington: What's our current loyalty discount?

Mr. Moller: It's 20% off.

Mr. Dale: But that's for people that don't have passes or they're non CDD members.

Ms. Yelvington: So, our passholders don't have a loyalty discount, but we could add one.

Mr. Dale: Do CDD members get the 20% loyalty? In other words, my point is they get the CDD discount, which is a larger discount.

Mr. Moller: They get the discounted rate.

Mr. Dale: Right. They don't have to buy a loyalty card.

Ms. DeVries: Are we voting for a new rate? Are we changing our rate? I don't think we should be giving some people one thing and other people another thing, because you just opened Pandora's box to people saying, *"Well, I should get that too."*

Mr. Dale: Right. It would be a loyalty thing, for people that have been with us for several years. So that's measurable. It's non-discriminatory.

Ms. Yelvington: Right. Three years, five years, whatever that benchmark is.

Mr. Macheras: So, this occurred two years ago. How many people are we talking about? Are you sure it's just eight or ten?

Ms. DeVries: Exactly, Bill. Exactly. Because it's a lot of people.

Mr. Macheras: So, here's my question. Let's say it's 10. Are we looking at \$2,000, that you want to go back and forth on? Or just say \$4,100, give those 10 people the 5% and let's move on.

Ms. DeVries: Say this year, season passes are \$4,000.

Mr. Macheras: Yeah.

Ms. DeVries: We're changing the rate and voting on it.

Mr. Macheras: No, I'm okay with it. I kind of agree with Jim though. I appreciate what you're saying. I'd want to rectify it too.

Mr. Dale: Right.

Mr. Macheras: So, in my mind, we're talking \$50 a week. Sell some more hamburgers on Wednesday.

Ms. Yelvington: Thursday.

Mr. Macheras: I would personally be okay with the rate sheet as it is. If you have 10 or 12 people, give them 5% back. That's a bone. I'd be happy with that, if I was a golfer and I'm okay with that. But yet now moving forward, if we have what we think is a very competitive fair rate, I personally would be okay with that.

Mr. Showe: I think you would just want to caveat that, so that they would have had to have had the pass in 2024, because it was from 2024 to 2025 to the 2026 passes.

Mr. Macheras: I'm okay with that.

Mr. Showe: They would have had to have a pass in 2024, if the Board would be inclined to go that route.

Ms. Yelvington: Right.

Mr. Showe: That way it's not open to everyone.

Mr. Dale: Jen, the reason why the benefit of going that route, if we do go that route, it would keep our official rate at \$4,100 and it prevents this discussion next year.

Ms. DeVries: I think it opens this discussion again. We voted on the rates and if we made a mistake on somebody's bill, then we fix it.

Mr. Dale: Right.

Ms. DeVries: I don't even know why we're talking about all of this.

Mr. Dale: Yeah.

Mr. Macheras: So, I'm going to make a motion and you can second it or not second it, that we approve the rate sheet.

Mr. Showe: You've already approved.

Mr. Dale: We've already approved that one.

Mr. Showe: The motion would be you're not making any changes to the rate sheet.

Mr. Macheras: Okay.

Mr. Dale: Right.

Mr. Macheras: So, that's approved. So, how do we decide if we want to pursue the 5% or not? Do we just leave it up to him? Does it have to be a vote? Do we give him our input?

Mr. Showe: I would recommend that it be a vote. That way it's clear to Jim.

Mr. Dale: Yeah, because the Board seems to be kind of split on this issue.

Mr. Macheras: Let's just put it out there. Well, I guess I'm confused. So, this is already a done deal.

Ms. Yelvington: That's a done deal.

Mr. Dale: That's a done deal.

Mr. Macheras: So I'm going to make a motion, in order to appease some of the correction from a couple years ago, based on those same people playing for the last two years, that we offer a 5% discount on the rate and that breaks everything even, for those people that received a 14% rate one year, but they also had to pass the next year, which is the year we're in. That's my motion.

Mr. Dale: Just to clarify. Is that just for this year? In other words, it's not a 5% that goes on in perpetuity.

Mr. Showe: It's a one-time discount.

Mr. Macheras: It's one-time only and next year we've got the base rates without taxes. Everybody is wiped clean for some errors that we want to try to correct. We're done. The next year, we're probably talking about passes or no passes.

Mr. Macheras MOVED to reduce the 2026 annual pass by 5% and have it subject to those that had memberships from 2024 and 2025 and Mr. Rysztogi seconded the motion.
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Mr. Moller: So, \$4,100 is the base rate going forward. It doesn't matter what happened in the past.

Mr. Showe: The rates are unchanged. The rates that were adopted by the Board are standard.

Mr. Dale: This is only applicable, as I understand it, to the passholders from 2024, 2025 and 2026.

Mr. Showe: This would be a discount on renewing the 2026 pass.

Mr. Macheras: Correct and we're done. If they paid two years ago and didn't have a pass last year, no go.

Ms. Yelvington: That's right.

Mr. Macheras: Because that was something he said and I like that idea.

Mr. Dale: We're in the discussion phase of this. Jen, I'm sure you're going to want to say a few things. I do want to say a couple things.

Ms. DeVries: I'm voting no. I'm opposed to this, as I stated before. Because I think we voted on the rates and the rates are fair. Those are my thoughts.

Mr. Dale: The thing that I was going to add, is that number-wise, what it appears we're talking about of a financial impact, is the \$2,000, roughly, because we're talking 10 people and \$200 additional. So, beyond the refund of the overcharge from back in 2024, what we're talking about effectively is...

Ms. DeVries: Are we giving a refund too?

Ms. Yelvington: No.

Ms. DeVries: Okay. Well, we shouldn't give a refund.

Ms. Yelvington: No refunds.

Mr. Dale: Oh, okay. Well, that's why I'm trying to clarify this.

Ms. Yelvington: No refunds.

Mr. Dale: Okay. There is no refund.

Ms. Yelvington: No.

Ms. DeVries: Right. I think we should just do a refund if we overcharge them. That's my opinion.

Mr. Dale: Okay. I thought this was on top of it. That's why I'm confused with this.

Ms. Yelvington: My understanding was, we leave rates intact and we are offering a loyalty discount of 5% for those passholders that have been with us since the 2024 Fiscal Year.

Mr. Dale: There would be no refund then. Jen, is what the situation is.

Mr. Macheras: I thought some of these guys overpaid last year.

Mr. Moller: It was just this current year. It wasn't the year before. It was just this current year. Because the 2023/2024 rate sheet, is what started this, by using that wrong number, which became the 2024/2025 number. So, it was only people that paid during this current fiscal year, that were affected.

Ms. Yelvington: I think the 5% discount shows good faith on our part, to try and rectify the situation. That's it.

Mr. Dale: Okay. So, no lump sum, distribution of anything. It's just the flat 5%, is what's on the table then.

Ms. Yelvington: That's it. If they don't like it, don't buy the pass.

Mr. Macheras: My only issue though, I thought it was two separate entities. I thought some people overpaid, because if they overpaid, they need to get back what they overpaid.

Mr. Moller: Yeah, they overpaid in 2024/2025, by about \$260, depending on if it was a trail fee with a cart or non-resident by 7%.

Mr. Macheras: Right. Okay. Then 5% is from two years ago when everybody paid the wrong base rate. I thought it was two separate things. Am I wrong?

Mr. Dale: Well, no. That's why I'm clarifying it, because that's the way it's been presented, as we've been having the discussion.

Mr. Macheras: These five or six guys get a refund, because they definitely overpaid. But then everybody that had a pass...

Mr. Dale: That's why I'm trying to clarify it, right now, because what Jen is saying, is she agrees that the people that overpaid should get their refund. Actually, if that were to happen, then the number would be closer to 7%, is where we should be, if we are refunding the people from 2024. If that is the only issue we are addressing, then what I would ask, because I'm a big believer if we overcharge, just do the right thing. Then I would ask for Bill to amend his motion to 7% instead of 5%, which is \$270 and that would be the amount that we overcharged to those people.

Mr. Macheras: Okay. Again, I just want to make sure. I thought some people paid too much in the current year that we're in.

Mr. Moller: That's it. Just this year. Yeah, the 2024/2025 Fiscal Year, was the only year that they were overcharged.

Mr. Dale: Okay.

Mr. Macheras: So, if we refund that to the six to ten people...

Mr. Dale: It works out about \$270.

Mr. Moller: The numbers are off, because some are six months. Some people actually renewed in September. So, they paid the previous year's amount and got to pay in October, November, December, January, February and March. So, they're coming up now.

Mr. Macheras: Okay.

Mr. Moller: A lot of people will pay the day before the rate change for the upcoming rate.

Mr. Macheras: Okay. So let me just make sure, based on my motion, because I know Jen brought up a good point. We're going to refund the people that overpaid, because that's the right thing to do.

Mr. Dale: No. We're talking about giving them a discount on their pass, which is the 7%.

Ms. DeVries: I would be in favor of refunding them if they overpaid. I am not in favor of giving them a discount, because of the loyalty. I don't want to add another discount. I do think we should do the right thing if people overpaid.

Mr. Dale: Right.

Ms. Webb: Instead of paying them back money, take it off the next year.

Ms. Yelvington: Yeah. If you think about it in terms of dollars, it's \$270, we're trying to make up to them somehow.

Mr. Dale: Right. At 7%, they'd make an extra \$10.

Ms. Yelvington: They would get \$280 instead of \$270.

Mr. Moller: There's a lot more numbers in the equation, because some people pay with cash.

Mr. Showe: We're just using one rate.

Ms. Webb: Some people put it on their credit card. Some people pay cash. Instead of paying them back cash, we're just saying we're going to give them a 7% discount on their next year's rate.

Ms. Yelvington: That gets them to \$270.

Ms. Webb: Give them back the money that they are owed.

Mr. Moller: Which would be equivalent to whatever rebate they get.

Mr. Macheras: Okay, so let me just ask you this, because I think I'm fried.

Mr. Dale: Thank you.

Mr. Macheras: We've taken care of an overage. The 5% I thought was for the issue that we're going up \$500, but that we're just not going to worry about.

Mr. Showe: We're saying the rates are the rates. So that issue is off the table.

Mr. Macheras: So, the 7% is for the people from the past two years.

Ms. Yelvington: Since 2024, on the 2026 rates.

Mr. Dale: Whoever was affected by the overcharge that Jason has identified. It sounds like it's the people from 2024.

Mr. Moller: People that paid their season pass between October 1, 2024 and September 30, 2025, when they renew, they'll get 7% off of the 2025/2026 Fiscal Year's rates.

Mr. Showe: Which also entices them to still get the membership.

Ms. Yelvington: That's right.

Mr. Showe: But I think we need to make it clear to them, if the Board approves a one-time discount, they will not have that refund.

Mr. Dale: That's why I'm saying it so many times for the minutes, because we had people that went back three years. I can't imagine who went back three years to look at the minutes and found this.

Ms. Webb: You're going to give them a discount on the next pass.

Mr. Macheras: That's it.

Ms. Yelvington: That's it.

Mr. Showe: That's it.

Ms. Webb: They don't get a refund.

Ms. Yelvington: No.

Ms. Webb: Then you should call it a refund.

Ms. Yelvington: No, we're not calling it a refund. We're calling it a loyalty discount.

Ms. Webb: I know.

Mr. Rysztogi: They're not being loyal.

Mr. Dale: Right.

Ms. Yelvington: If they're not being loyal, they don't get a discount.

Mr. Rysztogi: They should be loyal.

Mr. Dale: Right.

Ms. Webb: We're not refunding anybody.

Mr. Dale: Technically, we're kind of deferring to them. It never made its way onto the rate sheet, is where all of this mix up is. But it made it in the minutes and the Board did approve it. It just never made it onto the rate sheet.

Ms. Yelvington: There is a bunch of confusion talking about a percentage.

Mr. Dale: Yes.

Ms. Yelvington: We just don't do that anymore. We can't have that happen again.

Mr. Dale: No more percentage.

Mr. Showe: To make it clear, we have a motion on the table. If the Board wants to do a different motion, let's just let it fail for lack of approval.

Mr. Dale: Right. Alright. My recommendation then, if we want to do the 7%, we let this motion fail.

On VOICE VOTE with no one in favor reducing the 2026 annual pass by 5% and having it subject to those that had memberships from 2024 and 2025 was not approved (Motion Failed 0-5).

Mr. Showe: That way it is crystal clear.

Mr. Dale: That motion failed. So, would you like to make another motion, Bill?

Mr. Rysztogi: Clean slate.

Mr. Macheras MOVED to discount the Fiscal Year 2026 annual passholders 7%, one-time only for those with Fiscal Year 2025 passes and Mr. Rysztogi seconded the motion.

Mr. Dale: So, right now, we have a motion for a 7% discount for passholders for the 2024 year.

Mr. Showe: 2025 year.

Mr. Dale: Is there any discussion?

Ms. DeVries: I would prefer to call it a credit. It is a not a discount. It would be a credit towards their new season pass.

Mr. Showe: Are you okay with amending your motion?

Mr. Dale: We will call it a credit.

Mr. Showe: So, we will credit the 2026 passholders

Mr. Macheras: I'm okay with calling it a credit. Ron, are you okay with it?

Mr. Dale: Yes, I'm okay with a credit.

Ms. Yelvington: I like that terminology.

Mr. Dale: I like that terminology too.

Ms. Yelvington: Good idea, Jen.

Mr. Dale: Thanks, Jen.

On VOICE VOTE with all in favor crediting the Fiscal Year 2026 annual pass by 7% for a one-time only for those with Fiscal Year 2025 passes was approved.

Mr. Dale: It would be a 7% discount, actually a credit. I caught myself.

Ms. DeVries: It would be a credit for the purchase of a 2026 pass.

Mr. Rysztogi: All that over saving \$10.

Mr. Showe: We might want to just reflect that on the application. Maybe just include a column that says, "*Credit.*" If they sign it, make sure they understand it's a one-time credit, just so it's crystal clear. Because I got a feeling we're going to be doing this again next year.

Mr. Dale: I believe we just spent over an hour on this issue.

Ms. Yelvington: More than that.

Mr. Macheras: An hour and a half.

Mr. Showe: Anything else Jim?

Mr. Moller: That's it for golf.

Ms. Yelvington: Oh my God.

Mr. Moller: Basically, the only thing I got from the restaurant. The new menu is going out on October 1st.

Ms. Yelvington: That's fantastic.

Mr. Moller: There are not a lot of changes. Some items have been removed that were either not big sellers or they had some complex prep and whatnot. We did add a couple things.

Ms. Yelvington: I make a motion to disapprove. I'm sorry, it's a long meeting. I'm getting loopy.

Mr. Dale: We're getting a little punchy.

B. District Manager's Report

Mr. Showe: I have nothing under the District Manager's Report. Just a quick reminder, if you haven't done your four hours of ethics training, you have until the end of the calendar year.

Ms. Yelvington: Oh darn. Okay.

Mr. Moller: I'm not done.

Ms. Yelvington: We don't like anything you have to say, Jim. So, you're done.

Mr. Moller: I received an email, which the Board was CC'd on. I don't know if you have seen it or not. In Bayhill, there's a fence. There is 27 feet left that's actually on our property. They're asking permission to fix it.

Mr. Showe: It may or may not actually be on our property. The Property Appraiser's website shows it on our property. It's not survey accurate. It very well could be on the property line of the condo. So, I told Jim, as long as there's no opposition from the Board, I think we just let them do it.

Mr. Dale: Yeah. No motion is necessary

Mr. Showe: With the understanding that we are not repairing it.

Mr. Moller: So, I will let her know that they can go ahead and fix it.

Mr. Showe: Yes.

Mr. Dale: Fix the fence.

Mr. Moller: That's it.

Ms. Yelvington: Next.

Mr. Showe: I'm done with my report.

C. Lifestyle/Marketing Report

Mr. Dale: Lifestyle Report.

Ms. Webb: I don't even know what I want to say. You all discussed everything.

Ms. Yelvington: Harvest Festival.

Mr. Dale: Talk about the logos.

Ms. Webb: We did come up with some good logos. The gentleman made some logos.

Ms. Yelvington: Good.

Ms. Webb: I sent them to Jim.

Mr. Dale: They're wonderful looking.

Ms. Yelvington: Oh, they are. Good. I can't wait to see them.

Mr. Rysztogi: We got five opinions.

Mr. Showe: I'll add that to the workshop.

Ms. Webb: Yes. I sent them to Jim. I will share them with Jason, who can send them out to all of you guys.

Mr. Showe: I'll send them out and we'll put it on the workshop agenda.

Ms. Yelvington: Thank you.

Ms. Webb: Because I didn't want to send them out, if Jim's like, "*No, I hate all of them.*" He did actually like one.

Mr. Dale: The Board members may think otherwise, but at this point, it's been unanimous. The blue and gray version is the one that people like the most.

Mr. Rysztogi: Oh, you shouldn't have told us that.

Ms. Webb: There's are four different styles.

Mr. Dale: We're going to disagree.

Mr. Rysztogi: I don't like blue and white.

Ms. DeVries: Can you send these to me? Because I can't see them. I would love to see them.

Ms. Webb: My computer died and I can't pull them up. I sent them to Jim. I was hoping he would print them out.

Ms. Yelvington: Jason's going to email it to us, Jen.

Mr. Dale: Oh, Jim's got some pictures.

Ms. DeVries: Alright. Thank you.

Ms. Webb: I will give them to Jason and he can send them out to everybody.

Mr. Dale: Is that pretty?

Ms. Yelvington: It is very pretty. It looks like a duck head, though.

Mr. Moller: I don't like the duck head. I like the flag. It's the same page.

Ms. Webb: There are several on one page.

Ms. Yelvington: Oh, yeah. This one's better.

Mr. Dale: I knew it.

Ms. Webb: I am getting a video of the Junior Achievement event. That was fun. I'm making a video, not just posting pictures. Jen is doing a lot more fun things for October.

Mr. Macheras: That's good.

Ms. Webb: Even the people that attend Music On The Patio are asking whether we can do an Oktoberfest and then on another night, do like a Halloween Night. The Music On The Patio people are getting excited about doing more than just coming out and singing and actually having more things to do. The Harvest Festival is going to be in October. I can't remember the date because my calendar's dead. I think it's October 18th. We're going to be at the park. So, we've got to make sure that everything's good on that one. Is the power on out there now?

Mr. Dale: Yes.

Ms. Webb: Okay, so we have power out there on the field.

Mr. Dale: Yes.

Ms. Webb: Okay, perfect.

Mr. Dale: But the boxes are locked, aren't they, Jim?

Mr. Moller: Yeah.

Mr. Dale: Okay, so we have power, but you got to have the key.

Ms. Yelvington: October 18th is the Harvest Festival.

Mr. Moller: They'll be ready for it.

Ms. Webb: We are getting a bigger Farmers Market now. Actually, I think some of the argumentative stuff online about a Farmers Market, is getting us support. So, actually that's pretty good. But also, we're getting some really good vendors. This always peaks up around this time. Everybody wants to come out. So, I'm trying to shift my gears to more of the park now, because Sassy Saturday is now going to have 60 people all the time.

Ms. Yelvington: It's up to 60?

Ms. Webb: We have 60 women and a waiting list of 40.

Ms. Yelvington: Wow. I did not know it had grown that much.

Ms. Webb: Yup.

Ms. Yelvington: That's impressive.

Mr. Dale: Its huge.

Ms. Webb: Actually, a couple of ladies that played the last one, were like, "*Yeah, we got taken off of the waiting list for this. We're so excited.*" So, it's nice that we have this. I've actually seen a couple of them, come to Sassy Saturdays that weren't normally at the last few at Hook & Eagle. So, this is why we do the Sassy Saturdays, because you bring women in and then they bring the husbands in for play. We've actually got some kids that are taking golf lessons from the

women that are playing Sassy Saturdays and it becomes this whole bigger thing. So, we love that we're building a community of family at the golf course through these events. I think Dave still wants to continue with the couples golf. Put that out there. We made the front page of *Golf Digest Magazine*. Hole 7 was in *Golf Digest Magazine*.

Mr. Moller: *Golf Central Magazine*.

Ms. Webb: *Golf Central Magazine*, yes. They are talking about the upcoming Shepherd's Men tournament.

Mr. Dale: Well, and along the lines of Shepherd's Men, we don't have to get in all of the details about Veterans Day, but the gist is that this golf course over the Veterans Day holiday, in that time frame, is going to be doing a couple different events. So, I just want to emphasize, from a marketing perspective, we really want to get that word out and we want to demonstrate some of the things that we're going to be doing. I don't know about beforehand, because it sounds like you're pretty much sold out already for the Veterans Day thing. Well, Shepherd's is sold out.

Mr. Moller: The Veterans Day thing is still in the infancy.

Mr. Dale: Okay. I don't know if we need to push that out. Obviously you'll get with Michelle, but it sounds like even that one is going to fill up immediately. I guess the reason for me bringing it up, is a heavy emphasis from a marketing perspective, showing how we support veterans.

Ms. Webb: This is November 14th.

Mr. Moller: November 14th is the banquet prior to the event, which is on a Friday night. November 15th is the tournament on Saturday, if I got my dates right.

Ms. Webb: When is Veterans Day?

Mr. Moller: Veterans Day is the 11th, the Tuesday prior.

Ms. Webb: Okay, so we're doing a golf tournament that day?

Mr. Moller: We're putting together one with one of the residents that usually has a group of guys coming, but he kind of wanted to make it a little bit bigger.

Ms. Webb: Okay. So, I'll get with you and how you want me to promote that. That's one of the things I'm going to start doing now, because we seem to have other people on Facebook for content posting and things like that. But I actually created an email that's coming out to you guys. I can't get it to you now, because of whatever's going on my computer right now. It says, "Let's make a plan," because I think we're getting bigger and more things are starting to happen.

We have younger people in our pro shop and on the golf course, that want to do more contents and more promotion, which I've always wanted and I love the fact of it. We are still trying to deal with a little issue with our Instagram, our old Instagram that someone else would never give up the password. It is still connected to our Facebook page. So, anything I post on Facebook, goes to that page. But anything that I post on our Instagram, comes to ours. So, I can take our Instagram to our Facebook, but our Facebook is still stuck. I've talked to Instagram. She has to release it on that page, but they are going to work on that one. Maybe.

Mr. Dale: Who is they?

Ms. Webb: Lacey and Jim. Hopefully she can just remove the page and then be done with it. So, once we get that little thing, it should be easier. But when you post on Facebook on Hook & Eagle, it will go right onto Instagram. So, there's never a problem with that. We're going to hopefully get the people involved with that a little more. But once we get the plan, which I think works better, when we sit down, we kind of do a three-month plan of everything. It works better for everybody. So, we have a lot going on. It keeps me busy.

Mr. Dale: Okay. One of the things that I'm going to add on to your report, I finally understand an issue that you've been bringing up for a while, about the trees.

Ms. Webb: I need for you to go in a golf cart with me down there.

Mr. Dale: I did a site recon with her. Now I kind of understand more of what she's talking about. I always viewed it from the perspective of riding down the sidewalk. Can we get the cart under it? That kind of stuff. Alright. That's the way I viewed it. So basically, now that I've done the site recon and I understand what she's talking about, she's talking about having clearance and we're talking some major, major pruning. 15-foot clearance probably is what we're going to need, because you're talking about 12-to-13-foot food trucks, coming in there.

Mr. Moller: She's talking about different trees.

Ms. Yelvington: I'm talking about different trees.

Ms. Webb: She's talking about the trees on the side.

Ms. Yelvington: No, I'm not talking about the ones on the side either.

Mr. Moller: On the south side by the lake.

Ms. Yelvington: I'm talking about the ones that are dipping into the water on the south side of the lake, because it completely blocks the view of the park from that south direction. Yes, it does.

Mr. Dale: I am talking about new trees then.

Ms. Yelvington: Just cut all of the Oak trees down.

Mr. Dale: Let me put it all into context. What our marketer has been kind of talking about, is being able to put together some kind of Food Truck Friday type deal, utilizing that strip between the lake and the sidewalk and allowing food trucks to be able to set up along the sidewalk and people just walk along the sidewalk. It's like a perfect venue to be able to do something like that.

Ms. Yelvington: That would be cool.

Mr. Dale: There's no way we can do that with the way the trees are currently. So, if you look at the trees slightly to the north on Murrell Road, that Six Mile Creek maintains, they're probably at about 15-foot cutback height. We are much lower than that. We are probably at about a 7-to-8-foot cutback height. There are some big branches, but I do think if we were to do that, a couple of the benefits would be the trees would be healthier. The big benefit would be, you'd have a much nicer view of the park from the sidewalk and from the road.

Ms. Webb: I've been taking some pictures, when I've gone down there, those really big, big trees all across the front, are so low that you can see a little bit, but you can't see.

Mr. Dale: But we'd be able to turn that into an amenity. We'd be able to charge a little bit for it, make some of our money back. But that wouldn't be the main reason for doing it. We would be able to start some kind of Food Truck Friday type thing, be able to park seven or eight food trucks in there.

Ms. Webb: Yeah, because they can drive on the grass to get up by the trees. The problem is, trying to get them on that field, as it is going to be wear and tear on the sidewalks. It's the same price problem where they have to come in. Trees are still too low hanging to get some of those food trucks.

Mr. Dale: Right.

Mr. Moller: What's the food truck clearance? About 10 feet?

Mr. Dale: That's what I'm thinking, probably 10 to 12 feet, depending on if its towed.

Mr. Moller: All of the Oak trimming that we've been doing, has just been done with hands and a saw.

Mr. Dale: Right. There are a couple of branches like that. So effectively, you are probably talking about using the bulk of our tree trimming budget on doing something like that. You're probably talking easily a \$5,000 to \$10,000 job, to be able to go and do that row.

Mr. Moller: It's going to be at that amount.

Mr. Dale: Yeah.

Ms. Webb: But some of the ones on the south lake, their branches are actually into the water.

Ms. Yelvington: They are into the water.

Ms. Webb: Kids are hanging on them.

Ms. Yelvington: I've been saying it for so long.

Ms. Webb: Just be careful on that, because I saw some hanging on them, trying to slide down. So, be aware that it might be a safety issue.

Mr. Dale: I misunderstood the issue. So, yeah, we're talking trees, which is good, but we're talking about spending some community money on doing something like that.

Ms. Yelvington: It would put some good visibility on the whole park.

Ms. Webb: The little ones that were hanging on it, I told mom that probably wasn't a good idea, because there are ants in those trees and I don't want them getting bit. But they shouldn't be on them, as the branches are going into the water.

Mr. Dale: Well, the worst part is that Spanish moss has got mites all over it. That stuff's nasty. Sorry, Jim.

Mr. Moller: I like Spanish moss on Oaks.

Mr. Dale: Yeah. I finally understood the issue when I went and did the site recon. I'm like, "*Oh, yeah.*" You'll be whacking all sorts of stuff if you go under here.

Ms. Yelvington: At the last Farmers Market, someone tripped on the sidewalk in front of our booth and made a comment about how uneven the sidewalks were. So, I don't know if we have that machinery to shave that down or if we need to.

Mr. Moller: I'm buying one in the next fiscal year, because the one that we have, is ancient and beyond repair and doesn't do a good job anyway.

Mr. Dale: Then we had also talked about the one section, not exactly where you're talking about, but over on the south side of the park, where you have so much of a lip already, because of the roots and everything.

Ms. Webb: I know that the Viera East Travel Club, is not part of us, but it is something that she markets for residents of the Viera East community. She provided a savings of \$4,800 for people in the community, when they're traveling. Karen wanted me to let you guys know that, so I'm just letting you guys know, that she's giving that back.

Mr. Dale: Gotcha.

Ms. Webb: Jen and I established a group that we're calling, "*A Wine Down Wednesday*," that will offer wine and whiskey. So, it's going to be more of a whiskey and wine night. Wings will still be a part of it.

Ms. DeVries: That sounds fabulous for the VELGA 9 ladies. I think they would like that.

Mr. Dale: Yeah.

Ms. Webb: Yeah. We've been talking about her buying, not a ton of it, but maybe like one monthly feature set of wine and having people try it. Maybe they next month, she gets a different case of wine and this month, it'll be this wine. Then they can vote on their wines and they can say, "*Hey, we really like this one.*" It helps them with marketing what wine to keep in the Hook & Eagle too, because yes, we have a very inexpensive wine right now. But if she does do a little bit more expensive wine, it would be \$9 a drink and if they really love it, then why would carry a little offset higher wine. So, we're just going to try it out and see. So just know that we are changing that, make it a little bit more of a pop. I've been doing it for two and a half years and I'm ready to make a change. That's all I have.

Mr. Dale: Thank you. Michelle.

D. Restaurant Report

This item was not discussed.

EIGHTH ORDER OF BUSINESS

Treasurer's Report

A. Approval of Check Register

Mr. Dale: Treasurer's report.

Mr. Showe: We would look for a motion to approve the Check Register.

Ms. Yelvington: I have a question. I noticed in the Check Register, that there were some larger entries that were put to petty cash. It looked like the tournament tips went to petty cash. I'm sure our auditors know what our petty cash policy is and all of that, but how much do we have in petty cash at any one time? Do we have a cap on it?

Mr. Moller: Yes. We have \$500 in the restaurant and then we have \$1,000 in my office.

Ms. Yelvington: Okay. That's it. That was my only question.

Ms. DeVries: I had some questions on the Check Register.

Mr. Dale: I do want to just emphasize, that that money is well hidden away in safes and very hard to get to. I don't want people thinking that they can get access to it.

Ms. Yelvington: No, understood. That's part of the audit process. It looks at your internal controls to make sure you have adequate protections over your assets. So, I was sure it was covered. I just didn't have the dollar threshold and I wanted to know.

Mr. Moller: The one in the restaurant is in a safe and the one in our office is in a safe.

Ms. Yelvington: Okay.

Mr. Dale: We got secret remote cameras on everything. So, it's incredibly hard to get to anymore.

Mr. Moller: It's not a secret any more.

Mr. Macheras: Jan, you had a question?

Ms. DeVries: I did. On Page 74 of the PDF, there was a charge of \$405 for a room rental. Then on the next page, there was another charge for \$474 for a room rental. So, why were we paying almost \$900 for room rentals? There's a big, long list of charges. It's on the credit card.

Ms. Yelvington: Oh, I see a room rental for \$405.67.

Mr. Dale: We pay room rental for the room we're in right now.

Mr. Showe: That's not it at all.

Ms. DeVries: I don't remember ever seeing numbers for that.

Ms. Yelvington: I see one. Where's the other one?

Mr. Dale: Were there any trips for Dave?

Ms. Yelvington: Oh, yeah.

Mr. Dale: Overnight stays to get his PGA certification.

Ms. DeVries: Yeah, there were two charges on August 16th for room rentals.

Ms. Yelvington: I bet you it was. He traveled to a tournament, didn't he?

Mr. Moller: I did.

Mr. Showe: On August 16th.

Ms. DeVries: Are those hotels? Maybe it was an odd description.

Mr. Moller: It shouldn't be under room rental. It should be under continuing education.

Mr. Showe: Well, these were just charges on the Regents card.

Mr. Moller: I'll double check, but I'm pretty sure it is when I went to the Florida Golf Course Superintendent event.

Ms. Yelvington: Because you got nominated.

Mr. Moller: That's different. Actually, I just found out today that I'm one of 12 in the nation.

Mr. Macheras: Yay.

Mr. Dale: Nice.

Ms. Webb: Did you tell these people what you get nominated for?

Mr. Dale: Well, no say it again, please.

Ms. Yelvington: I didn't know you got nominated. What did you get nominated for?

Mr. Moller: I've been selected as an ambassador with Toro Company. They chose 12 superintendents from across the country, to meet in Louisville, Kentucky, to do product development and stuff like that for the irrigation.

Ms. Yelvington: Very cool.

Mr. Dale: It's quite an honorific. How many thousands of golf courses are there across the United States?

Mr. Moller: Many.

Mr. Dale: Jason's is going to Google it. I bet it's over 10,000 golf courses.

Mr. Showe: 15,963.

Mr. Dale: 15,963 golf courses and he's in the top 12.

Mr. Moller: So basically, Wesco is our Toro distributor, which basically covers pretty much the southeast United States. Their irrigation division nominated me.

Mr. Dale: Cool.

Ms. Yelvington: Very nice. Congratulations.

Ms. Webb: You were in the last 12.

Mr. Moller: No, there's 12 from across the country. I don't know if they did it in regions.

Mr. Macheras: But he's going.

Ms. Webb: So, is there a number one out of 12?

Ms. Yelvington: That's the group.

Mr. Moller: Yeah. So, that's the group.

Mr. Dale: The magnificent 12.

Mr. Showe: He's no lower than 12.

Ms. Webb: Okay. Congratulations.

Mr. Dale: He's number 12.

Mr. Macheras: Jen, you got something else?

Ms. DeVries: No, that was it.

Mr. Macheras: Okay.

Mr. Dale: Okay. Thank you.

Ms. DeVries: Thank you.

Mr. Showe: Then we would look for a motion to approve the Check Register.

Ms. Yelvington MOVED to approve the Check Register for August 22, 2025 through September 17, 2025 in the amount of \$122,797.57 and Mr. Macheras seconded the motion.

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

On VOICE VOTE with all in favor the Check Register for August 22, 2025 through September 17, 2025 in the amount of \$122,797.57 was approved.

B. Balance Sheet and Income Statements

Mr. Showe: Jim went over the Balance Sheet already. You are over 100% collected on your assessments. So, you're in great shape.

Mr. Dale: Nice. Thank you.

NINTH ORDER OF BUSINESS

Supervisor's Requests

Mr. Dale: Let's move onto Supervisor's Requests. Jen, we'll start with you.

Ms. DeVries: Okay. Let's see. So, I had just a couple of questions. On Page 98 of the PDF, we are over budget for security and IT expenses. Is this because we switched providers? Was there a setup fee? I'm just wondering, because I thought we were lowering our cost for those things.

Mr. Macheras: I see it. Maybe it is an initial set up.

Ms. DeVries: Under general expenditures continued, we're \$7,000 over on security and \$5,000 over on IT services.

Mr. Dale: \$12,000 over.

Mr. Macheras: Does it include any of the register and some of that new POS stuff?

Mr. Moller: It all depends on what was charged to those accounts. I mean, if it's just the difference between 2024 and 2025, I think there was TPX security.

Mr. Showe: I'm trying to look at what we did in 2026.

Ms. Yelvington: Maybe it's because we're grouping and we weren't grouping a year ago. I don't know.

Mr. Dale: Is it that we had a tow system and a golf course POS system and now we just have one POS system?

Mr. Moller: It's possible.

Ms. DeVries: Yeah, but that should reduce our cost, not increase it.

Mr. Dale: Yeah, I agree.

Ms. DeVries: Unless it was just a setup fee.

Mr. Dale: Or unless it was reported under a different line item.

Ms. DeVries: Yeah. So, I would ask that we dig into those numbers and see if they're in the wrong place or why we're over budget on those two items.

Mr. Dale: Okay. I concur.

Ms. DeVries: Okay. On Page 102 of the PDF, we have kitchen equipment and supplies and then we have operating supplies. The kitchen equipment and supplies is almost \$8,800 over budget. Then the operating supplies is \$17,000 under budget. So, I'm wondering if we should just combine those two. I don't know what the difference is.

Mr. Moller: I'm for that.

Ms. DeVries: Or maybe things aren't going into the right category.

Mr. Moller: These are the interchangeable line items.

Ms. DeVries: I think operating are like the things you need to serve food and the kitchen equipment and supplies; are things you need to cook food.

Ms. Yelvington: Right.

Ms. DeVries: But maybe some things are in the wrong categories.

Mr. Dale: Yeah.

Ms. Yelvington: Then we have paper and plastic supplies, also as a separate line.

Mr. Moller: That's a little easier to track. That's napkins and paper plates.

Ms. Yelvington: Okay.

Ms. DeVries: But that would be another one, where I'd ask to kind of dig into it and make sure that we're putting things in the right places or maybe we need to combine, if the categories don't make sense.

Mr. Moller: I say combine both.

Mr. Dale: Yeah. Sounds good. It sounds like we only have \$20 in expenses on first aid. First aid isn't really a heavy line item.

Ms. Yelvington: Yeah, that's income.

Mr. Showe: You had a refund.

Mr. Dale: Oh, yeah, it is. I'm sorry. I was looking at the variance. You're right.

Ms. DeVries: I don't know why we have \$20 of income in first aid.

Ms. Yelvington: No first aid expense.

Ms. DeVries: Good call, Denise. I didn't even notice that one.

Ms. Yelvington: That's funny.

Mr. Dale: There's a specific reason why I'm bringing up first aid. We spent nothing on first aid, effectively.

Ms. Webb: We didn't budget for it.

Mr. Dale: Let me say that loud and clear for the minutes. There is nothing on first aid.

Ms. DeVries: It looks like we rendered first aid and got paid for it.

Ms. Webb: Doing your part, Rob.

Mr. Rysztogi: I tried to do my part for first aid.

Ms. DeVries: Okay. I have one more on Page 104. Why are there passholder round dashes on June, July and August?

Mr. Moller: If I had to guess, it's because of the new POS system. We just haven't captured the counts.

Ms. Yelvington: But can you?

Mr. Moller: Yeah.

Ms. Yelvington: Okay.

Mr. Dale: Good catch, Jen.

Ms. Yelvington: Good catch, Jen.

Ms. DeVries: Okay, well, that helps with our numbers per round, you know. Alright. That's all I have. Thank you, everybody.

Mr. Dale: Thank you, Jen. Ron?

Mr. Rysztogi: I have nothing.

Mr. Dale: What about Bill?

Mr. Macheras: I used my time up already.

Mr. Dale: No, you didn't use it.

Mr. Dale: All I want to say is that I'm very appreciative of the work that Bill and Jim did over the past week, because I know it's tough sometimes when you have to herd cats. That's effectively what they were doing, herding cats.

Mr. Macheras: I think the main thing is that, you know, it's funny and this is not a situation like that, but, you know, I've met with people before with whatever hat I wear. After the meeting they might say, *"Well, you didn't help me"* and I said, *"Well, no, I helped you. You just didn't get the answer you wanted."*

Ms. Yelvington: Right.

Mr. Macheras: I will say, it was a good meeting. Everything went well and I think for anybody listening, our emails are out there. So, again, we're always willing to listen. We're always willing to help. Sometimes the answers may differ. That doesn't mean we're not helping.

Mr. Dale: Right.

Mr. Macheras: But we've got 12,000 people that we have to think of, in our community. So again, it went real well and hats off to the individuals we met with. That opportunity is always available.

Mr. Dale: Well, and thank you for saying that, because that is one of the things that I shared with a few individuals and that is ultimately why we are here. It's not just for one neighborhood or one group. We're here to represent everybody from Fawn Ridge to Hammock Trace and Lakes and everywhere else. So that's our job. That's our burden. We've got more than just a select group that we're here to help. Denise?

Ms. Yelvington: Other than the Oak trees, it's not really a Supervisor's Request, but I was very hopeful that there was going to be a healthy option on the Hook & Eagle restaurant

menu change. I don't know what those changes entail, but I think that's something we need to improve upon.

Mr. Moller: I hear you.

Ms. DeVries: I can relate to that.

Mr. Moller: They do not sell.

Ms. Yelvington: What doesn't sell?

Mr. Moller: The nice healthy options that we had.

Ms. DeVries: It would be nice to have some nice grilled meat and vegetables.

Mr. Moller: We're adding Mahi to the menu, so we'll have some grilled fish. But some of the other ones didn't sell.

Ms. Yelvington: That's not what I mean. Standard tavern food is not on our menu. Typical things are not on our menu. Our appetizer menu needs some...

Ms. Webb: I would like to have dips.

Ms. Yelvington: Yes.

Mr. Moller: We had those discussions. But we don't have a broiler. We talked about having a spinach and artichoke dip.

Ms. Yelvington: Right or what if someone wanted to have a nice wedge salad with grilled chicken.

Ms. Webb: Right.

Ms. Yelvington: That's not hard for a kitchen to make and it's a healthy option for golfers and for everybody else that comes in. I think we've got to be more than just burgers. Sorry. That's my opinion. I think it matters and I think we're losing part of our community coming in, because we don't have some of those healthy options. So, I'm going to just be the stickler. If it's not a big enough overhaul of a change to that menu, maybe it needs to be revisited.

Ms. Webb: I'm going to say having 60 women golfers, it was hard because I had vegans and vegetarians. We do have some gluten free buns now, which is nice, because we didn't have them before, but we need to have a little bit more selection of that type of things. They'll do an appetizer or two to make it happen for them, even if we don't have a meal.

Ms. Yelvington: Right.

Ms. Webb: But that would be helpful. I think it will help those women coming in and eating more often, if there was baked fish.

Mr. Macheras: Is that something we can do that day and not worry about putting it on the menu? Say, *“Hey, we’re going to have this available that day.”*

Ms. Webb: We could do it as a special menu of healthy options to try it out.

Mr. Macheras: Yeah. That would be an easy way to do it.

Ms. Webb: I’m always about trying it out as a special.

Mr. Macheras: Right.

Ms. Webb: For a little bit and seeing how often it gets ordered. If it gets ordered all the time, then it should be something that goes on your menu. So maybe we say, *“Hey, this month our specials will be...”* whatever you just said.

Ms. Yelvington: It’s good that we have a few appetizers that are okay, but it’s an unusual menu that I think needs an overhaul. That’s it. I have nothing else to say.

Mr. Dale: Let me ask on that front. Can we have verbiage on the menu, because it’s no skin off our nose if the chicken is grilled or fried. Right?

Mr. Moller: It’s on the menu. You can ask for that.

Mr. Dale: That was my first question.

Mr. Moller: You can have every chicken sandwich, grilled or fried.

Mr. Dale: And it says that on the menu?

Mr. Moller: It says it on the menu.

Mr. Dale: Okay.

Mr. Moller: It’s on the old one, too.

Ms. Webb: Must have been added. I didn’t see it.

Mr. Moller: It’s on the current one that we got today. It’s been there for a year.

Ms. Webb: I don’t see it.

Ms. Yelvington: I know it’s there. You’re right, it is there.

Mr. Dale: I do recall seeing a salad.

Ms. Yelvington: That’s not the best option. We don’t want the carbs most of the time.

Mr. Dale: Are we on the same sheet of music? There are four salads on the menu.

Mr. Moller: We have Magnolia, Caesar and Cobb salads.

Mr. Dale: Do we have on there something like you can add protein to any salad.

Mr. Moller: A lot of the salads come with grilled chicken.

Mr. Dale: Okay. That’s what I’m saying. So, we would have a grilled chicken salad.

Ms. Webb: I get it.

Mr. Showe: It's not a sweet and crunchy salad.

Ms. Yelvington: Yeah, but it's more than just like sticking them on a menu. There's something about just, I don't know, having better options on the menu overall. We don't have to talk about it in this meeting. This meeting is already very long. It is something that I wanted to ask about, since I bring people in somewhat regularly, that don't love to eat there. They'll come for drinks, but they don't want to eat there.

Mr. Macheras: That's just a request. I have no idea what to say. But if you have somebody coming in, why don't you eat? I'm just throwing it out there. I'm like you, I bring people in on a Saturday.

Mr. Dale: Let me ask this. Have we printed the new menu yet?

Mr. Moller: Yes.

Mr. Dale: Alright. We already printed it.

Mr. Moller: It will be coming out on Wednesday the 1st.

Mr. Dale: So, they're already all printed and everything.

Mr. Moller: Yes.

Mr. Dale: Alright.

Ms. Yelvington: Maybe there's just like a table topper thing that we can add a few things to.

Mr. Dale: Like Michelle was saying. What I'm asking so we don't have to eat up a lot more meeting time...

Mr. Moller: We've already had talks about doing specials and we can just do healthy, special alternatives.

Mr. Dale: Well, what I'm asking, though, is will the two of you guys off meeting coordinate? That will give you a chance to put together some ideas, specifically. Because what I heard was, you know, salad with grilled and that kind of thing and I knew we had something like that already. It sounds like you're talking a couple more things.

Ms. Yelvington: Twisted Birch kind of covered the bases in their menu and I think we should try to be like that. We're not all fried food and we're not all healthy food, but we've got enough.

Mr. Dale: A little bit of a mix.

Ms. Yelvington: Enough of a mix that anyone that comes in can find something.

Mr. Dale: Are you talking about things that utilize similar ingredients that we're talking about here, such as chicken?

Ms. Yelvington: Yes. Things we may already have or could easily incorporate into a variety of dishes. Yes.

Mr. Dale: What I'm asking is off meeting, maybe you guys could coordinate a little bit.

Ms. Webb: Look at the old menu at Twisted Birch.

Ms. Yelvington: Yeah, that's an option, too.

Mr. Dale: Yeah. Because you have a different perspective than I have. It's sort of like the ahi tuna. I can't stand tuna. I can't stand fish, but it sells. So, that's why I don't want to just blow it off. I understand people have different perspectives on stuff and if we're talking about utilizing the same ingredients of something that we already have, it's not like we're talking about, you know, we want to start selling bison burgers.

Ms. Yelvington: No. I'm not saying it has to be fancy, but we need to excite people a little bit.

Ms. Webb: Like, when I go out with my friends, there's probably eight to 12 women. We go for the spinach and artichoke dips and a lot of finger foods.

Ms. Yelvington: Right.

Ms. Webb: They're not heavily fried. It's not always hot cheese.

Mr. Dale: Right.

Ms. Webb: It's finger stuff that you share at a table, such as nachos.

Mr. Dale: This is why I appreciate your perspective, because I'm the meat and potatoes guy. I have a different perspective, but that doesn't mean any one perspective is right over the other. I'm hearing what it sounds like are nods of agreement over the telephone line here with Jen.

Ms. DeVries: Yeah. I struggle to find on the menu, things that fit my dietary requirements.

Ms. Yelvington: Yeah.

Ms. DeVries: So, I concur that there needs to be some variety. Usually what I'm looking for is like a grilled meat and vegetables, type of thing.

Mr. Dale: Right.

Ms. DeVries: When I've ordered the grilled chicken breast, it was super tiny. So, I was like, *"Okay, I'm not ordering that again."*

Mr. Dale: Right.

Ms. DeVries: That's what I'm looking for or even like if it could be not so much carbs and not so fried.

Mr. Dale: My suggestion is off meeting, if Jen and Denise and Jim, even if it's just through email, put together some ideas and then we can work through the stuff that are already common restaurant items that we have available. We don't need to recreate the wheel with the menu. Maybe we just do some kind of special or something that way and then we try it out.

Ms. Webb: The reason people do specials is, because we have high volume on it. Most of the time, specials end up on menus because people order it all the time.

Mr. Dale: Right.

Ms. Webb: Or they take them off when it starts going down and they wait three, four, five months to put it back on.

Mr. Dale: Right.

Ms. Webb: It's not a thing that's always printed, but if it's a special that gets brought back.

Mr. Dale: Right.

Ms. Yelvington: I was holding out hope for this new menu, so if you're telling me it didn't change much, then it's time to speak up. So, I'm sorry, I was holding out for a while.

Mr. Dale: I sensed the voice of dejection there.

Ms. DeVries: Thank you for bringing it up, Denise. I feel the same way.

Ms. Yelvington: I'm glad I'm not the only one.

Mr. Dale: So. Yeah. So, let's put our thinking caps on that one, I think is where we're at. Anything else, Denise?

Ms. Yelvington: No.

Mr. Dale: All right, thank you. Good insight. We already talked about the trees and I think I am good. It was a long meeting. I appreciate everyone's patience.

Mr. Rysztogi: There was only one topic.

Mr. Dale: It sounds like our end of year is going to be stellar. So, I'm very excited about where we're at and I appreciate all of the hard work from everybody. This Board stayed the course and we put in some good input.

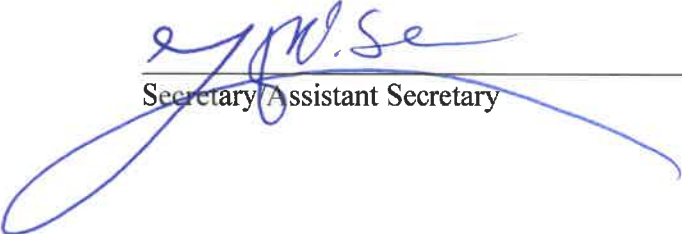
Mr. Rysztocki: I appreciate all of the nice things that I've been through with this Board. It wasn't until something bad happens, do you really realize how good this Board is. You have to have some problem to really realize how good we work together.

Mr. Dale: Yep. Well, I appreciate all of you. So, with that said, we need a motion to adjourn.

TENTH ORDER OF BUSINESS

Adjournment

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



Secretary/Assistant Secretary



Chairman/Vice Chairman