

**MINUTES OF MEETING  
LAKE ASHTON  
COMMUNITY DEVELOPMENT DISTRICT**

The regular meeting of the Board of Supervisors of the Lake Ashton Community Development District was held on Friday, March 23, 2018 at 9:00 a.m. at the Lake Ashton Clubhouse Ballroom, 4141 Ashton Club Drive, Lakes Wales, Florida 33859.

Present and constituting a quorum:

Carol Pontious  
Borden Deane  
Brenda Van Sickle  
Michael Costello  
Bob Ference

Chairman  
Vice Chairman  
Assistant Secretary  
Assistant Secretary  
Assistant Secretary

Also present:

Darrin Mossing  
Jill Burns  
Andrew d'Adesky  
Jan Carpenter  
Rey Malave  
Christine Wells  
Matt Fisher  
Numerous residents

District Manager  
Governmental Management Services  
District Counsel  
District Counsel (phone)  
District Engineer (phone)  
Community Director  
Field Operations Manager

**FIRST ORDER OF BUSINESS**

**Roll Call and Pledge of Allegiance**

Ms. Pontious: Good Morning thank you for joining us. We have some introductions to make for faces that you may or may not know. This is Darrin Mossing who also works for GMS and he has an associate with him this morning that he can introduce.

Mr. Mossing: I would like to introduce to everybody Jill Burns. She joined the GMS team last week. She comes to us with 10 plus years of CDD management experience. She is very well respected in the industry. We just very happy to have her on board to help her assist myself and George Flint in the management of our community development districts.

Ms. Burns: Nice to meet you all.

Ms. Pontious: George is some faraway place today watching his daughter play volleyball. Would you do the roll call please?

Mr. Mossing called the roll and established a quorum was present and Ms. Pontious led the pledge of allegiance.

## **SECOND ORDER OF BUSINESS**

### **Audience Comments on Specific Items on the Agenda** *(speakers will fill out a card and submit it to the District Manager prior to beginning of the meeting)*

Ms. Pontious: Next on our agenda is audience comments. I have those hopefully in the order that they were given to me. The first is Mr. Edward Jones.

Mr. Jones: Good Morning. I am Ed Jones I am at 4421 Strathmore. Fairly new here. I moved in the first of September. My questions I think have already been answered but it concerns the restaurant. One thing that I feel very strongly about is the fact that you should have a whole menu offering at this restaurant. Now I understand in the RFP it did state that they had to be open from a certain time in the morning till closing time which I hope would cover breakfast, lunch and dinner. I don't know is that going to be a contract that they have to abide by or just something simply in writing that they can or cannot be held to. That is my biggest concern because I think that this community with a restaurant that runs like that it is a wonderful facility. It is a shame it should be packed. It certainly hasn't been. When we first looked at the property we toured the restaurant and it that was a huge selling point. We didn't really know about what took place in the restaurant until we tried it a couple times. That was my concern but again the ladies at the table answered some of the things that I was concerned about, such as serving snacks on the pool deck. There is just so many things I hope these questions are really asked of the person who will be coming in. Things like breakfast, lunch and dinner and happy hour perhaps, things that can actually promote the place because then you also get the public to follow on the heels of the people that live here I am sure. It just makes sense. I have been in the restaurant business a long time, too long but that was my question so thank you.

Ms. Pontious: Thank you. Mr. Frederick Stone.

Mr. Stone: Good morning. My name is Fred Stone, the manager of the Lake Ashton Veterans Association. I would like to make an announcement that by unanimous vote by the membership of the LAVA on February 21 they voted to reinstate the Ladies Auxiliary in support of the Lake Ashton Veterans Association. So as of that date they are part of us again so they can use that name going forward. We are very pleased to have them back. Thank you.

Ms. Pontious: Thank you and we are very pleased as well. Bill Duffin.

Mr. Duffin: My name is Bill Duffin. Lot 654. Just a couple things on my opinion on the restaurant. I have done a lot of talking with a lot of people. I have been here 12 years. I have seen five different restaurants in there other than the developer's restaurant. They have all failed but nobody seems to have the answer why they failed. My thoughts along with a lot of other people is the type of restaurant you need in there is a sports bar type atmosphere with sandwiches and cheap beer and this place is going to flourish. I also would like to see the CDD run the restaurant. All you do is you hire yourself a good chef, a good manager and let them do the work. Just stay out of everything else and go that way. Something we have never done. Everything else has failed. Let's try something different. Thank you.

Ms. Pontious: Ok. Thank you. Dave Marsh.

Mr. Marsh: Dave Marsh, lot 660. I have in front of me the Master Declaration of Covenants which I know is the policy that the Board goes by to keep Lake Ashton the way it is. I am sure if everybody has read the policies but in here after perusing it last night there is an area about conveyance of areas, facilities, common areas and I also believe that also should be interpreted as amenities. It doesn't say it in here but the way it states it talks about facilities as being part of the common areas. Now I know there is talk about talking over the golf course. Whether the point of view of it or not it doesn't matter, at this point from what I understand with the conveyance of materials and facilities in 8.5 it talks about there needs to be a majority vote. If I am interpreting it right that is what I see. I am not sure, I am not a lawyer, but yet I hope that the Board in doing

what they are doing their due diligence working and talking to people finding out different recommendations from the community and talking with West this is a very big thing. Because point 9 talks about assessments. Any assessment above what we already pay is going to be a special assessment. The golf course is 15 years old about. Irrigation systems are going to have to be replaced. Lines that is going to be linear feet of PVC, plus the heads, plus the pumps, and all those other things plus the excavation, and reseeding. I can't fathom that. I don't know what the expense of that would be but again that is something the Board is going to have to consider. Once that is all done if I interpret this right it would have to go out the common, the homeowners and you would have to vote on it. Thank you.

Ms. Pontious: Thank you. You may note to check his quotes there.

Mr. d'Adesky: I will just say real quick the Declaration and Covenants indeed do apply to the HOA however this is the CDD, which is not bound by the restrictive covenants of the Master Association.

Mr. Marsh: If I can address that. I thought the HOA's duty is to enforce the covenants.

Mr. d'Adesky: The CDD does not have restrictive covenants nor do they have the ability to enforce the HOA's restrictive covenants.

Mr. Marsh: So any decision that is made isn't made with the vote of the population?

Mr. d'Adesky: That is complete separate. That is the HOA's. The HOA is completely separate from the CDD. It is perhaps true if the HOA was going to acquire something it might require a vote but the CDD does not require such a vote. It is only in very circumstances there a vote required for a CDD and that is only if we are trying to assess certain type of Ad-Valorem assessments which we will never do.

Mr. Marsh: It does talk about assessments.

Mr. d'Adesky: Once again those covenants and those restrictions do not apply to the CDD.

Mr. Marsh: Well I am still hoping that the CDD sees in their wisdom puts it out to a vote for majority rule of the population.

Ms. Pontious: Ok thank you. Marcia Liebman. Next will be Larry Sims followed by Deborah Landgrebe, followed by Tom Scali, followed by Steve Realmuto.

Ms. Liebman: Marcia Liebman, 4445 Ventana Lane. My sister and my brother-in-law live in a golf community in Naples which they are required to participate. They are all required to be members. They have been there for 16 years and they have had four assessments. So we talk about a onetime assessment here but this is an ongoing thing. I think it is a real concern. I have the numbers but you know what the prices where on the assessment I don't know if it is comparable or not. The other issue is and I don't know if this is just you I don't know if it is county wide. There is a limit where they are of how large a community can be before it owns a golf course. If it goes over 699 it can't own a golf course. Is that applicable all over the state?

Mr. d'Adesky: I haven't heard of that particular restriction.

Ms. Liebman: Ok thank you.

Ms. Pontious: Ok Larry.

Mr. Sims. Larry Sims. I live on Stone Creek Loop. I have two things. One the restaurant I did read the proposals that came in from Nini's and Giorgios. I kind of agree that it would be nice to have something somewhere in-between but I had a couple of concerns. One Nini's I have heard some good things about their restaurant. Good reviews online but they don't have a full liquor service. I do believe they serve beer and wine. I don't know if they would be able to come in here with a full liquor license or not. If not, I think that is a big problem. I think it would really hurt the restaurant. I think one time before they came in and opened with beer and wine and then months or a year later they finally get liquor service so I would like to see that addressed before you make any decisions. The other issue is the golf course. There is no good choices here. We lived in a place that had a golf course that was owned by the developer. They sold it to an outside person. Right now they closed one out of four nines. The rest is a dog track. Probably the best answer we have is for somehow the CDD to buy this but again if you

do it is going to have to be with the understanding that there is going to be some subsidy from the CDD on this. It is not going to happen just on the revenue. The flipside of that is that if you just let it go what you are going to end up with is a bunch of trash out there. I have seen what happens when a golf course just goes to seed. In months it looks horrible. It will look like all the natural areas around here. So, you have to figure in what happens if you don't buy it. How much is it going to cost to go out there and mow and maintain that and keep the irrigation up? That just doesn't go away. People are going to have to realize this is part of our community to somehow we are going to have to get together and pay to preserve in some fashion. Probably the best way to do it is to buy the golf course. I would certainly hope that if we do that we get a professional golf course management group in here and not have members going in and telling them every five minutes the greens aren't cut this way and they fairways are cut too high and all that. It is a disaster. I think you are taking the right approach. You seem like you have an outside group that has bid to come in and do a full analysis of this and the full cost including capital investment. You get those numbers then we can make an intelligent decision on how this should go. Thank you.

Ms. Pontious: At this point that is what we are doing. We are collecting information and all of the points that you suggested are on the list of things to do so one by one information is coming. Debby?

Ms. Landgrebe: Good morning. Debby Landgrebe, lot 71. I actually have two points. The same two points everyone is making regarding the golf course. I am just wondering why we starting here with the most controversial topic versus if we are looking to purchase some of his assets why not start with the sales building. We are only in the beginning stages anyway. If there is a thought that we might be purchasing some of this stuff can't we fund raise or something? That is just my thought. In regards to the restaurant despite proposals including and 8 to 8 timing, I found it very interesting that one proposal stated that they wouldn't open until 11 and they wanted three years free rent. I thought that was a blatant lack of our needs versus it almost felt like an entitlement type of mentality. Additionally, at a recent meeting it was suggested that maybe the

residents can chip in X amount of dollars a month but the resident of Lake Wales CDD I do pay for that restaurant and yet we are not receiving any type of discount or anything for that. I feel like I am already paying for a restaurant. Thank you.

Ms. Pontious: Thank you. Tom Scali.

Mr. Scali: Tom Scali, 3084 Dunmore. I think we should have a restaurant not a sports bar. I think we should have quality food at reasonable prices much like the Sizzling Grill. I have been to Giorgios Restaurant they have excellent food but their service is lacking. I hope that in preparing to evaluate the service is a significant piece of this. Getting good people is hard in Polk County. Maybe they need to tap into the colleges or other places like that to get quality people. As far as Nini's I don't know the first thing about them. I looked at their menu and it looked more like a sports bar kind of environment. I would hope that after this past experience we don't continue with that but that we do go forward with a restaurant and not a sports bar. On the golf course I would like to know if we did sign a contract with the National Golf I don't remember the full name and I hope that we do that in the short term so that we can continue this evaluation process. Thank you.

Ms. Pontious: Thank you. Steve.

Mr. Realmuto: Good morning Steve Realmuto, Lot 1031 addressing the same two favorite issues. First on the choice of the restaurant. I have only been here six plus years and have only seen four restaurants. Giorgios has really good food we have eaten there. If you haven't tried it yet I recommend that you do. The thing that I noticed is that it is not the type of place we would be likely to go to more than once maybe twice a month. Again, we enjoy it for what it is but it is not a very wide-ranging menu and frankly the prices they submitted on the menu were on the high side for some of the items. So, it is not a place we would find ourselves going to often. I think it is very important that we choose a restaurant that residents feel comfortable visiting once a week or more in order for it to make a profit and survive here. I think that should figure into your choices. I was also very excited to see that Nini's was planning on offering breakfast items and would be open the full time. I think that has real potential to attract a lot of people in with all the

activities we have going on here in the clubhouse. I think they could fill the restaurant easily. They did mention that they were willing to tweak the menu to our needs so for those that would like to see more of a restaurant atmosphere versus a sports bar perhaps they could work with us to accommodate that. Moving onto the golf course I know you are only in the preliminary stages please keep doing due diligence. There is one point I think you need to keep in mind. The feedback I heard at the last joint meeting and from residents is that any solution to the purchase of the facilities not just the golf course I would echo the previous comment that we should be looking at all them is that I don't think any of us want to acquire anything that is going to result in a long ongoing maintenance. When we bought into the community whether we bought into it because there was a golf course here or not we didn't buy into a mandatory membership in the golf course. That was optional it should be kept optional and they residents should not be charged for ongoing maintenance. That applies to the other facilities as well. My point is that anything you consider you should require that it be self-sustained or self-funded. Anything that is not it that needs to subsidize should be a non-start. Thank you.

### **THIRD ORDER OF BUSINESS**

#### **Approval of the Minutes of the Lake Ashton CDD Meeting held on February 9, 2018 and the Minutes of the Lake Ashton CDD and Lake Ashton CDD II Joint Meeting held on February 9, 2018**

Ms. Pontious: We have two sets of minutes that are going to require an approval from our last sessions. One is February 9 and the other is I guess they were both February 9 so it is the CDD I minutes and then the joint meeting minutes. Do we have any additions or corrections to those that haven't already been turned in?

On MOTION by Mr. Deane seconded by Mr. Ference with all in favor the minutes of the Lake Ashton CDD I meeting held on February 9, 2018 were approved.

On MOTION by Mr. Ference seconded by Mr. Deane with all in favor the minutes of the Lake Ashton CDD I and Lake



Ashton CDD II Joint meeting held on February 9, 2018 were approved.

#### **FOURTH ORDER OF BUSINESS      Engineers Report**

Ms. Pontious: Good morning, Rey. Do you have a report for us this morning?

Mr. Malave: Good morning. We are working on a couple of things. One of them is the restoration of the Lake Ashton shoreline project. We have a little that can happen with the water management district questioning what the sovereign land line. The state sovereign lands line of where the lake is which means that is where the state owns the land and that would require a different permitting process. We have requested DEP response of where that line is relating to Lake Ashton. We actually received a letter today and we are analyzing it. It basically says that it looks like we don't have to do through the DEP process and we can just go through the water management district process. That is the news we were expecting and wanted so we are going to be working now again with them to get our permit going so we can get the contractor out there and working on our restoration. The second one is we are trying to get All-Terrain out there to start working on some of the work out by pond 16 which is the one that is farthest north on the north side of the lake. We are trying to do some restoration now that the lake is still down and that is some of the work that needs to happen. We will work with Christine on the other work other than that I have nothing else unless you have any questions.

Ms. Pontious: Do we have any questions for Rey? I think that is all. Thank you very much Rey.

Mr. Malave: Thank you. Good talking to you.

#### **FIFTH ORDER OF BUSINESS      Unfinished Business**

##### **A. Discussion of RFP for the Restaurant Operations and Lease**

Ms. Pontious: Ok we are going to jump right into this restaurant lease. We have two proposers who have filed through with what was asked of them. Darrin do you want to explain the procedure for this and how we are going to set it up.

Mr. Mossing: What the Board is going to do is going to ask each of the proposers to give a presentation to the Board and open that up to questions from the Board and if

the Board wants to expand that to the audience that is their discretion. This is a publicly noticed meeting. Both of the proposers may stay in for each other's presentation but customarily we will ask the other proposer to step outside the meeting while the other group is presenting and the vice versa. We are hoping that they will honor that. I believe that we are going to have them go in alphabetical order so I think we would ask for Giorgios to present first and if the representatives from Nini's wouldn't mind stepping outside the meeting while that presentation was going on.

Ms. Pontious: We would be ready then to listen to the proposal from Giorgios.

Mr. Kebabjian: Good morning. My name is Henry Kebabjian. I am the co-owner of Giorgios in Lake Wales along with my wife Alice Kebabjian.

Ms. Pontious: We would like this to be informal. We will just make it a discussion so that you can tell us what you think you can do for us and what you think you can do for yourself by coming to Lake Ashton and opening a restaurant. So please don't be intimidated by us sitting here watching you. There is only like 200 people here.

Mr. Kebabjian: Along with me is Chef William Michaels and Sous Chef Nick Roberts.

Ms. Pontious: Welcome.

Mr. Kebabjian: One of the things that I wanted to relay everyone is that we are here to cater to you all. We understand that this is a confined community and it is going to need a lot of advertising to support Giorgios and to go ahead and provide and spend money to get other people here. As for the menu itself we can make anything you want. Breakfast, lunch, and dinner the whole nine yards. As for a sports type of bar facility I don't think that would be the right thing for this establishment. Again, for the pricing I think I had given you guys partially the lunch menu pricing and so forth. We can adjust it to whatever it is in cost that you want. We can pretty much do any type of food, Italian, steaks, and sizzling grill type. If you want us to put Chinese, hibachi we can easily do that. The chefs are very well qualified. One of the other things you had mentioned was the staff service. It is a difficult task. We are still striving at Giorgios to get the right people in and so forth. Polk County does not have many fine dining establishments here.

So therefore, the staff along with the fine dining is not going to be here. It is difficult weeding out the staff and so forth to get the best of the best. As far as the pricing and discounts I can easily go ahead and give the community of Lake Ashton 20% discount as long as cards are provided maybe from the Board to swiping for their residents' ID's or so forth we can easily go ahead and give them a 20% discount or 15% depending on the menu and the time of day. We are going to be doing happy hour from 3:00 p.m. to 6:00 p.m. If a better is proposed we can also listen to that also whichever is going to be better for the community. Happy Hour prices are from \$3.75 and up. Inexpensive beer is \$2.75. That would include the bottle beer by the way. We didn't really price out the draft beers yet but if that is something people will be concerned about. Again, pricing is not the issue. It is about making everybody comfortable, the food and the environment. That is what we are striving for. Any questions?

Mr. Ference: Mr. Kebabjian are you considering the possibility of also offering breakfast? I see your menu begins with lunch and dinner.

Mr. Kebabjian: Yes, absolutely. If we have the full support of the community where we can provide the breakfast where we are not going to lose money absolutely. If that is something that you need over here and people would like, yes.

Mr. Ference: What kind of a trial time would see yourself having or needing? How would that work? Would you try the breakfast for six months or three months? How do you intend to do that?

Mr. Kebabjian: I will have to give it a minimum of six months to see what kind of support we are going to get. A month or two is not going to cut it. Six months minimum to a year.

Mr. Ference: Ok very good.

Mr. Deane: How would you be at two places at one time?

Mr. Kebabjian: Easily. I am only four or five miles down the street. I work 16 or 17 hours from the time I leave my house from the family till I get back home. I have been managing businesses for the past 30 years having my own business since the age of 18. I

am 49 now. My chefs have managerial skills also. They can easily go ahead and manage the front of the house and the back of the house.

Mr. Deane: What I mean is I am assuming this is your current chef at your restaurant. How can your chef be at two places at one time?

Mr. Kebabjian: We are going to have a dedicated chef Nick Roberts.

Mr. Deane: That is what I am trying to find out.

Ms. Pontious: Would you elaborate on your experience just in general.

Mr. Kebabjian: I have been in the industry since the age of 18. I have had La Pizza Café, Corleons Bistro, Henry's Martini Lounge, Giorgios and one other that I can't remember. It has been a long time. Each and every one of them I have been successful. The last one I had was in 2006 to 2010 that was Henry's Martini Lounge in Cliffside Park, NJ. In 2010 I moved down here and I have been resident since.

Mr. Costello: An extension part of your proposal was your guidelines for your employees. A lot of it you have had that many problems with your employees through the years and I mean I know that by writing it down you can always go back and say here it is in writing and you realize it.

Mr. Kebabjian: My only issue throughout all these years is down here I never had an issue anywhere else. Again, up north there is a lot of fine dining and a lot of people are used to fine dining. Down here it is more sports bar, sizzling grill type. It is nice but they just don't have the fine dining experience. If I was in Orlando or Tampa there is a lot more.

Mr. Costello: Another thing is you are asking for three years free.

Mr. Kebabjian: There is a reason behind that. The first year is the most difficult part. The second year again it is going to be difficult to bring customers in even from the outside. I am not quite sure if Lake Ashton is going to give me the full support. If they do I wouldn't have to advertise. I would make a profit but I know a bulk of the money that I am going to make here is going to go to advertising if I don't get that support.

Mr. Costello: The question there is what you propose that you are going to do in order to bring people into the restaurant either from in the community. A lot of the

residents that we had here have brought in one person who comes in like a guitar player and it does bring people out but what do you propose that you are going to do in order to bring people in to the restaurant?

Mr. Kebabjian: Again, I am here for Lake Ashton for everybody to be happy over here. It is up to you guys. You guys tell me what you guys want and I will go ahead and provide that for you. I think one person's opinion is far less than your opinion.

Mr. Costello: How much time do you as the owner actually anticipate spending at this restaurant with both of them going? I realize that you have two very good chefs there but you as the owner how much do you anticipate being here?

Mr. Kebabjian: Almost a full day. I would like to say six to 8 hours a day.

Mr. Ference: You say you need the support from Lake Ashton so that you can have three years rent free. We are supporting you paying your lighting bill, your electric bill, your insurance we are paying a lot of costs. Are you paying those now yourself at Lake Wales?

Mr. Kebabjian: Of course.

Mr. Ference: You are not paying them here doesn't that count as subsidy and encouragement and support for you that should not make you feel like we are not supporting you.

Mr. Kebabjian: No, I don't feel that way at all.

Mr. Ference: So why should be expect three years of rent free service.

Mr. Kebabjian: Ok, I am going to break it down for you. I contacted MAX 98.3 for radio advertisement. A 30 second clip on the radio is \$30. You do five throughout the day that is \$150 a day.

Mr. Ference: Do you do that now?

Mr. Kebabjian: I don't, but I am going to. In addition, I contacted a billboard company. They want \$1,500 a month for that one billboard. You are looking at \$3,000, \$4,000 or \$5,000 a month in advertising. It takes \$3,000, \$4,000 or \$5,000 a month in advertising for people to get to know you and hear about you just like RP Funding. Did you ever hear of that guy? I remember every word he says. He is constantly on TV.

He is constantly on radio. RP Funding I remember the guy's name. The more you hear it the more you are going to recognize it. The more you will remember it. That is the whole thing about advertising.

Mr. Ference: How much advertising do you do now for yourself?

Mr. Kebabjian: Right now I have only been there for two months and I have excellent support throughout the community. I haven't really done any advertising other than the coupon book, the Haven Magazine and a lot of Facebook advertisement.

Mr. Ference: You don't think that is enough starting you here without having to do billboards or radio announcements that are very costly?

Mr. Kebabjian: Yes of course it could be but like I said this is just a proposal. I think that it is going to take a bit of time to go ahead and develop the business. For me to come in and cover all my costs in the beginning which I have at Giorgios has been great but the last three years and the last three years. These are the things that I have to look at also for my security and along with yours also.

Mr. Ference: What percentage of the business do expect to generate by these do you think most of the business has to come from outside Lake Ashton to make you successful here?

Mr. Kebabjian: No not necessarily but Lake Ashton is a community where a lot of people come in half the year and where some people come in where they leave five or six months out of the year so I am looking at only half the community. How many people do we have here?

Mr. Deane: That is Florida business though just like my business was on the east coast. In the summertime we get 90% of our business. Florida in the wintertime you do 90% of your business and in the summertime you don't. That is everywhere in Florida. That is not just Lake Ashton. It is a seasonal business.

Mr. Kebabjian: The only difference is that it is a gated community and a lot of people are not willing to either go in a gated community or feel funny about it. It is just the way it is. It is just the idea of being in a gated community. The people don't really know that it is open to the public.

Mr. Ference: So, you think in rural Polk County a billboard is going to make the difference?

Mr. Kebabjian: Every form of advertisement will bring business.

Mr. Ference: At cost effective? I defer that question to people that know a little bit more about advertising. I just don't know why your association with advertising should be tied to your having free rent for three years when your advertising budget now is almost non-existent where you are now.

Mr. Kebabjian: Right and we are going into a slower season.

Mr. Ference: I think we need to negotiate that three years free rent. I don't like that going forward and I think that is open for discussion on other factors. Are you willing to consider that?

Mr. Kebabjian: Yes of course.

Mr. Ference: Thank you.

Mr. Costello: One of the things that we do have here is the hall is used for banquets and things of that nature. Do you have anyway of promoting from the outside bringing weddings in here or meetings where you would be making money but we would also be making money?

Mr. Kebabjian: Yes of course that is where advertising again comes in. You want to do catering. You want people to know that we can cater to your events or function that is exactly where advertising comes in. We have to advertise in magazines, billboards, TV and radio the whole nine yards. If it does work it will be a success but you still have to go ahead and spend the money in order to find out to see if it is going to work or not.

Mr. Costello: You also have extensive experience in doing catering of that nature?

Mr. Kebabjian: All my life well since I was 18.

Ms. Van Sickle: First of all, I would like to thank you for submitting a proposal. I have quite a few questions. When you were talking about your employee handbook I guess are you experiencing labor relations problems here in Polk County?

Mr. Kebabjian: No.

Ms. Van Sickle: I am hearing a lot of rumors. Can you tell me how things are working out with your turnover rate?

Mr. Kebabjian: Right now, I currently have 14 or 15 employees. I fired I would like to say no more than five at this point just because they were just not qualified to be at a fine dining restaurant. Language barrier, misconduct that is the reason why I let these people go. Some of them are just not qualified to be in the restaurant business.

Ms. Van Sickle: What type of training do you offer for your staff?

Mr. Kebabjian: We have a professional server that we do shadowing. So if they do want to become a server they will go ahead and shadow the professional server for three to five days before they go on the floor themselves.

Ms. Van Sickle: What is the minimum age of your employees?

Mr. Kebabjian: 16 or 17 as long as they are legal to work.

Ms. Van Sickle: At that age they don't serve alcohol is that correct?

Mr. Kebabjian: No, they don't.

Ms. Van Sickle: Has that been an issue?

Mr. Kebabjian: It hasn't because they can go ahead and take an order but the bartender would have to go ahead and bring the drinks over.

Ms. Van Sickle: What is your proposed opening date if you should receive this contract?

Mr. Kebabjian: We can do that within 30 days I would think.

Ms. Van Sickle: Again, I have a concern about multiple restaurants. We have had that in here before and we haven't gotten the attention from the owner that we thought we should have. I think that has caused some of our previous restaurants to fail.

Mr. Kebabjian: I can guarantee that you will get the full attention and support from me.

Ms. Van Sickle: I did not see a catering menu on your proposal.

Mr. Kebabjian: Catering menu I am sorry but it is very thick. The full catering menu is 53 textbooks worth of paperwork that is the reason why I didn't submit that.



Ms. Van Sickle: What did you think of our kitchen when you took your tour and are there any changes do you think in either the restaurant kitchen or the restaurant itself might need?

Mr. Kebabjian: It just needs to be reconfigured, cleaned up, greasy floors and stuff like that but as far as the main cooking it should have a steam table and that was missing.

Ms. Van Sickle: Do you think the size is ok?

Mr. Kebabjian: The size is fine but it is does need a steam table inside that kitchen.

Ms. Van Sickle: We have had several residents in the past request a soup or salad bar is that something that you would ever see offering?

Mr. Kebabjian: We could do that as long as we could get the soup and salad station in there. Absolutely. We could designate an area for it.

Ms. Van Sickle: You would be amenable to breakfast hours?

Mr. Kebabjian: Breakfast, brunch the whole nine yards.

Ms. Van Sickle: I ask this question every year of every restaurant that we have ever had would you be willing to work with residents to cater events such as Pull the Rope at breakfast, golf outings or pet co-op dinners?

Mr. Kebabjian: Absolutely.

Ms. Van Sickle: Do you have any lawsuits or litigation that you or your business has been involved in during the last ten years?

Mr. Kebabjian: No.

Ms. Van Sickle: Thank you.

Mr. Costello: One other question. I believe that you proposed that you are going to be closed on Mondays.

Mr. Kebabjian: Actually we are going to be open on Mondays now. Giorgios is going to be effective this coming Monday open seven days a week.

Mr. Costello: So, you are going to be seven days a week?

Mr. Kebabjian: Seven days a week.

Mr. Costello: Ok.

Mr. Kebabjian: Is that going to be an issue?

Mr. Costello: No. Some people would like eight days a week.

Ms. Pontious: Ok we thank you for submitting the proposal and for coming today. We will have some lengthy discussion and we will get back to you either way.

Mr. Kebabjian: Thank you.

Ms. Pontious: Ok we would like this to be informal. We will ask questions. You can ask questions of us if you are unclear about what we are doing. You will need to introduce yourself because we are looking at Sandra here.

Mr. Joyner: She is absent today. We both went to Ohio and both got sick.

Ms. Pontious: Ok that is what you get for going north.

Mr. Joyner: My name is Herbert Joyner.

Ms. Pontious: So, what we would like for you to do for us is tell us who you are and what you currently are doing. The success of what you feel you are doing and how you can transfer to that into having a location here at Lake Ashton.

Mr. Joyner: We are pretty simple. We try to do what we have Nini's Landings in Bartow right now and before that it was six years in Lake Alfred. It has done pretty well around here. Background for me I have been at it for 30 years. I was taught by corporate chef out of Chicago. I don't have a chef coat on or nothing I don't do that.

Ms. Pontious: But you are the chef?

Mr. Joyner: Yes. I do everything back there. One of the things that we feel is important is to give the people here and where we are at now whatever it is that they want. We listen to them. We do a basic menu that can be changed. That can be altered. We will do specials every day. It won't just be what it is on the menu. It will be different things every day. I was listening to a lot of the stuff people were saying here earlier and I can see the needs of what they are looking for. I think in our price ranges and stuff like that we are right in the ballpark.

Ms. Pontious: I think 90% of these people will tell you they want good food and fair prices.

Mr. Joyner: Right and they will get that.

Ms. Pontious: What does Sandra do?

Mr. Joyner: She takes care of the front. She takes care of all the operations out front, service and all of that. I take care of the back. Anything that a person wouldn't be happy with or anything like that it goes through her and comes to me. I am the type of person that wants everybody happy. If I find out there is a complaint out there I go out and find out what it is. I am not afraid to go out there. I put my reputation on there. We are just simple people that give good home cooked meals and all fresh.

Ms. Pontious: Where do you live?

Mr. Joyner: Currently we live in South Lakeland.

Ms. Pontious: Ok. Now you also have that second business in Bartow so how are you going to work the two businesses?

Mr. Joyner: Well we would have to hire more people but I will come here to get this one started. I have a good person back there to keep that one going. If we come here we will I like to stay in just one spot so we will probably phase that one out.

Ms. Pontious: Ok. Let's take some other questions.

Ms. Van Sickle: First of all I would like to thank you for submitting your proposal. If you receive this contract when do you believe you could open?

Mr. Joyner: Probably wouldn't take us too long at all. Just time to get stuff in there and get moving. It wouldn't take long.

Ms. Van Sickle: Define not long - 30 days?

Mr. Joyner: Yes within 30 days.

Ms. Van Sickle: How do you secure and train your staff and what type of turnover do you have?

Mr. Joyner: We don't have much in turnover at all.

Ms. Van Sickle: What do you attribute that to?

Mr. Joyner: Just being good to them. Just talk to them. We are like are family. We are mainly all family anyway. There is a bunch of us.

Ms. Van Sickle: You said you were out of town. Who has been working in your kitchen since you have been gone?

Mr. Joyner: My stepsons. I have two stepsons in there.

Ms. Van Sickle: I bet they have been doing a good job.

Mr. Joyner: Yes.

Ms. Van Sickle: Do you have any liquor license experience. That is a big deal here.

Mr. Joyner: We don't have it right now but she said that she would go ahead and get it done if it works out that it was no problem to get it done.

Ms. Van Sickle: Do you have any idea of the timeline on that?

Mr. Joyner: We talked with food lady that comes in and inspects and stuff and she writes off on all that stuff so she said it wouldn't take long at all. I would say it would probably be with the time we would open.

Ms. Van Sickle: If you currently don't have that how would you get that experience quickly?

Mr. Joyner: Well, Sandra previously had a liquor license.

Ms. Van Sickle: So you have had that. Do you have any catering experience?

Mr. Joyner: Yes.

Ms. Van Sickle: Who will be onsite daily? My concern is with the two restaurants we have had problems in the past.

Mr. Joyner: Both of us. My wife and me.

Ms. Van Sickle: What did you think of the kitchen when you took the tour?

Mr. Joyner: I think it was big enough. It could use some cleaning.

Ms. Van Sickle: I apologize for you to see it in that condition but I was embarrassed.

Mr. Joyner: I didn't want to say anything to her but I was looking at my wife saying oh my god.

Ms. Van Sickle: We will have that professional cleaned. I would appreciate it if that didn't happen again. I think as a Board I think we need to make sure that we are inspecting more often because it should not be in that shape.

Mr. Joyner: I think the health inspector is supposed to be here. If there is a problem they come quite often. If not, they leave you alone but I would have to say if anybody

came to our kitchen any time of the day you can tell we have one of the best in the county. The cleanest. I take pride in that. I am sure most people want to eat out of a clean kitchen.

Ms. Van Sickle: When we received these proposals, I dragged my husband on what I call restaurant reconnaissance. Where we ate multiple times at each one. I got to say I walked into a place I consider us Lake Ashton sort of out of the way you have to come in the main gate and everything. You go into Bartow Airport you have to look for that restaurant. I didn't see a whole lot of advertising but I did see a restaurant full of people so I think your word of mouth is doing pretty well. I did notice you had a salad bar that I really enjoyed but I did not see that on the proposed menu but is that something you would be willing to add?

Mr. Joyner: I don't know when we went on the tour I don't recall seeing if they had a salad bar here or not but if there is not we can get one. That has actually done real well for us over there.

Ms. Van Sickle: I was quite pleased for a salad bar.

Mr. Joyner: We serve two soups a day and they refer to us as the soup technicians over there because we are real well known for our soups.

Ms. Van Sickle: They were very good. Would you be willing to work with resident groups to cater events such as Pull the Rope at Breakfast, golf luncheons and pet co-op dinners?

Mr. Joyner: Whatever you need?

Ms. Van Sickle: Would there be a minimum number for those?

Mr. Joyner: You can only do what your kitchen can do.

Ms. Van Sickle: I am talking about a minimum number.

Mr. Joyner: Oh, a minimum to do it. No.

Ms. Van Sickle: Ok thank you. You see all these people out here they are interested in a restaurant. You keep them happy you will do fine. Who is your food supplier?

Mr. Joyner: Right now we have Sysco. We do deal with GFS some.

Ms. Van Sickle: Have you had any law suits or litigation involved in your business in the last ten years?

Mr. Joyner: No.

Mr. Ference: I noticed your menu that you submitted is this your lunch menu and do you have a dinner menu? Are you open for dinner at the other restaurant?

Mr. Joyner: No, we are not open for dinner over there. We are just breakfast and lunch over there.

Mr. Ference: But you would have a dinner menu that would be comparable to any other dinner menu. I said there was no seafood menu but that is a luncheon menu you have here. So you would create a dinner menu that you would let us look at?

Mr. Joyner: Yes.

Mr. Ference: How are we going to pay you? Are you going to pay us? How is that going to work?

Mr. Joyner: I will take tips.

Mr. Ference: I want to put on record that you said you will work for tips. We would work out a payment because we are providing services for you, electric and insurance, etc. So pricing and cost we will negotiate that with you when you get a full menu and we can see exactly what you are going to offer and if that is suitable to us.

Mr. Joyner: At little bit about that. It will be a lot of home cooked stuff. It is not going to be super fancy or anything like that. I know that you can't just go anywhere and get liver and onions and stuff like that. It has to be cooked just right. Those are the home cooked stuff that has gotten us to where we are at.

Mr. Deane: Bob he has got one right here. A dinner menu.

Mr. Ference: How many entries are on there?

Mr. Deane: Eight.

Mr. Ference: But there is no seafood on there. My point is that it is not complete. There is not a steak. There is not the prime rib.

Mr. Deane: Rib eye steak, pork chops, BBQ chicken and ribs.

Mr. Costello: There was no fish. You also but in here this is a rough draft of our complete menu so we are taking it that we are going to see more on the menu then what we are seeing here right now.

Mr. Joyner: Also, you will have daily specials.

Mr. Costello: Right that is understandable.

Mr. Joyner: Like lasagna and stuff like that. Something different every day.

Ms. Pontious: We have two kinds of catering in here actually. We have the catering that happens because we have a lot of large groups, golf associations, pet co-ops and things like that which are all in house people. Then we also do rent the ballroom for weddings and things of that sort. I just want to caution you that you don't have to do it all there are suitable caterers in the area and so if you want to start with a restaurant and the in-house catering and work up to the other. Catering here can involve anywhere from 15 people who are coming in for a red hat lunch to 250 for a wedding. So, there is a lot of different degrees serving a lot of different kinds of people. I just want to make sure you understand that going in that there is a wide variety of things happening here.

Mr. Joyner: Ok.

Mr. Costello: Have you done larger catering things such as Carol was just saying?

Mr. Joyner: Well with the size of your kitchen. We have gone up to 150 people before but not the 200 bracket.

Mr. Costello: But you feel that you could accommodate a scenario where you would have let's say, I don't know, with the cost of weddings people are limited to like 200 people maximum. You feel that you have the capability of feeding 200 people.

Mr. Joyner: I can do anything.

Mr. Costello: There is a lot of people that can tell us that they can do anything.

Mr. Joyner: I am telling you the truth.

Mr. Deane: My only concern is the two locations at one time. I understand that you say you would probably phase out the other location. Is that firm so that you and your wife would be here all the time basically?

Mr. Joyner: Yes, we will be here all the time. You can't do it any other way.

Mr. Deane: Thank you I agree with you.

Mr. Joyner: I have always put 150 hours in. You just have to be there. That is just the way it is.

Ms. Van Sickle: Do you currently have a lease where you are?

Mr. Joyner: Yes, we do. That is done is August I think. That I would have to confirm with her.

Mr. Deane: You could open up here before then?

Mr. Joyner: Yes.

Mr. Costello: You know one of the things that I did look at I looked online and I saw that when you had the café in Lake Alfred that you brought people in like singers and things of that nature. Would you continue to do that here and how would you promote the restaurant here?

Mr. Joyner: Well that would be one thing. We have personal friends that are pretty well known in the Orlando area and around here but that is one of our ways to try to get the restaurant up and going. We used to do every other Friday night so that always worked out pretty good except for over here in Bartow we can't get that to go off the ground.

Mr. Costello: Do you feel that it is the location over there?

Mr. Joyner: Yes, because how they say out of sight out of mind. They have signs out there that light up but when you go back there. First time when we went and looked at the place I couldn't figure out how to get back there.

Mr. Costello: I went there last week and I had the same problem. I couldn't find it.

Mr. Joyner: You look like we are out on the runway and you are not supposed to be back there.

Mr. Costello: Exactly. We were watching for planes landing.

Mr. Joyner: We have done pretty well being off the wayside.

Mr. Deane: You have roughly 3,000 people in this development. If you appeal to the residents of this development you will be successful. There are enough people in this development to make that restaurant successful. The people who have been there before had gone away from appealing to the residents. I think that is what you have to do. If



you appeal to your local crowd we are captivated. We don't want to drive on the street. I can drive my golf cart to the restaurant and that is what we want.

Mr. Joyner: Like I said before I take things very personal as far as my food goes. Any person out here if you come in my kitchen I like this and I like that or this is great, I encourage that. I don't care. You are not supposed to have people back here but I have learned that they do it all the time in Bartow.

Mr. Deane: Would you be amicable to a three-year lease?

Mr. Joyner: Yes.

Mr. Deane: The terms we could work out.

Mr. Costello: I take it that you are going to try in the beginning to find out what the people of the community are looking for as far as menu items, as far as entertainment like you said and everything of that nature.

Mr. Joyner: Mainly when we did our every other Friday night deals it was usually 50 to 60's music. There was some country too but mainly 50's and 60's. We would probably bring in a one group band to get things started off. They are pretty well known in Winter Haven too.

Mr. Costello: We have been living with a situation where the restaurant that is here we have a woman that runs a place over there that she doesn't even have a kitchen. Quite honestly a lot of groups have gone over there at times which I mean it really shouldn't have been because her place is far too small. She does do a good job of bringing people in by having different things on different nights. This is what I am sure everybody out here is looking for.

Mr. Joyner: That band was Johnny Dean and Starbucks. They are personal friends of ours.

Ms. Van Sickle: I noticed that you had closed on Mondays and you are entitled to a day off but this room is full on Monday nights. You have Bingo and you have a captive audience.

Mr. Joyner: We can alter to that. We are over there seven days a week.

Ms. Van Sickle: It is just something to consider because I think people have gotten away from using our restaurant because the restaurant hadn't catered to them but just so you are aware.

Mr. Joyner: Just so they all know that I can't put everything on that menu.

Ms. Pontious: That is why your idea of rotating specials and things different each day that helps too because you have a traditional menu but then you are supplementing with some add-ons. Any other questions? Alright we thank you for submitting the proposal and for coming today. We wish that you and your wife feel better. We will discuss your proposal and we will get to you either way.

Mr. Joyner: Very good. Thank you.

Ms. Pontious: We need to decide what we have heard and how we want to move forward. We do have another meeting on April 13<sup>th</sup> so if we need to explore and check and do some more research we can do that and meet again on the 13<sup>th</sup> to make a decision. Or we can make the decision today. Whatever.

Mr. Costello: Is there any way that we can open this up to the floor to see what their input is at this time? I think that it is important that we get some of their input. I would like to limit it to a time I don't want to be here at 7:00 tonight.

Ms. Pontious: You are saying show of hands vote? That would be enough ok. Well if you have any specific comments we just don't want to like you said listen to the same thing over and over again so let's start with the show of hands and see where that takes us. How many for Giorgios? How many for Nini's Kitchen? Ok. How many think we just need to keep looking? Ok. So that was pretty overwhelming.

Mr. Costello: Yes, it was extremely overwhelming. I would like to know how many people feel we should award or try to award a contract as of now.

Ms. Pontious: Is there anyone that wants to make a specific comment. Just do it quickly please.

Mr. Jones: Ed Jones. I like the second guy. He is willing to work. Years ago when we would expand a restaurant or open another facility as we know they do this in other cities you got to have boots on the ground. You cannot have somebody promise you the

world. I will be there whatever it takes. I am sure he is a great guy. This guy is a worker. We need a worker. He is going to do breakfast. We need breakfast. He is going to lunch. He is going to do a salad bar. He is a worker. I have never been in his restaurant but he has got what it takes. The negative side is you need a liquor license that takes a lot of work. I hope he can do it. We never expand a restaurant without sending a team that has been trained at the base restaurant first with a manager and an assistant manager to run the new facility. Then they were supervised throughout it. I know how in the world you can be in two places at one time and run a restaurant. So that is what I want to say about that. I think you need to hold their feet to the fire whoever does come in with some sort of contract. They are going to be there for breakfast. They are going to be there doing what they said they were going to do. Free rent for three years I will take the job. I will promise you everything. I live here. You need a contract. I think they are good hard-working people.

Ms. Pontious: Ok thank you.

Ms. Susinski: Silvia Susinski. We all want different things. You can't satisfy everyone. It would be nice if they had a happy hour but like after the happy hour we would like a little dress up. We would like table cloths once in a while maybe Friday and Saturday night or something. Kind of like a date night. So, there is a lot of possibilities but we need to let everybody know what they are.

Mr. Turakus: Ron Turakus. Ashton Club. I like the idea of the family restaurant kind of setup and the background of these people that they would be bringing in. The fact that they admit that they would be willing to walk away from a relatively successful business that is hard to get to but has a following already is a very worthwhile indication for something that is probably going to be very good for this community. The one thing that I just wanted to clear up to is he talked about this liquor license or getting this liquor license. I do think that is important. That is something that we definitely want to have available to us. One thing that I don't think was brought up to him was how is he going to handle or is he prepared to handle the pool area as well. We get a lot of times where we are out there and people want access to food. They want access to refreshments and

there is really nothing going on over there in the past. I am not sure if that was really discussed that much with them. I would appreciate that as a follow-up with some discussion but other than that I clearly see his comments and his offerings as something that I think would be a real value to this community. Thank you.

Ms. Farber: Sharon Farber, Ashton Club Drive. I think he would be great except I am against giving anybody free rent when we are paying for all the utilities and everything else that they use. That is my opinion. Thank you.

Mr. Galeda: Hi my name is Charlie Galeda. I live on Lot 661 on Strathmore Drive. I have been an owner since 2005. I have been here for six different restaurant people and we cannot hold onto anybody. Some of them deserved to leave others maybe not so, but I will tell you this much, I like the second person better because he feels more comfortable to me. He has no experience with dinners and he has no liquor license which is not going to happen in 30 days, I can tell you that much. It is not going to happen. It takes a while to get a liquor license. So, he does breakfast and does lunch but I will tell you this much if he can't cater this hall for a wedding, my daughter had her wedding in this hall and was catered for a large number of people. If he doesn't have the capacity to cater it will be months before he will be coming back to the Board and saying I can't make any money here. It is just not worth it. It doesn't matter if we charge him rent or lease what does matter is does he have the capacity to feed a number of people and if he is doing dinner for the first time I think we have to think twice about it. I think the Board should go out and look for more proposals. I know we don't want to delay this but we are going to our slow season but I will tell you it would be the wrong decision if it is rushed. So, I am in favor of the Board going out and seeing if there is any other good restaurant people. Unless I get hung up on whether he has one or two. Two means he has experience. One means if he fails he fails here. I am sure the Board doesn't want to come back six months or eight months from now and start looking for another restaurant.

Mr. Stores: My name is Dan Stores and I live at 4016 Ashton Club Drive. I just want to make two points. One whomever we get in here to do the restaurant my suggestion is that we have somebody on staff that communicates with them back and

forth on a very continuous basis because I picked up on that before and I heard that today that maybe we should have gotten back to them more often. To me that is key and you guys do a great job and you have a lot of things on your plate so maybe from staff somebody can meet with the restaurateur on a regular basis. The second thing is communication. I went to the roundtable that you had on Monday. We had a roundtable here and you could talk about anything you want. A restaurant is so important to all of us that I feel that on a regular basis, maybe quarterly, that we have a round table discussion that is about the restaurant. A lot of people have ideas and they are good ones and yet they don't get out. Then when something happens and a little pimple comes along and starts to fester and it festers and we get big problems. So, communication those two things I think are very important.

Ms. Cunningham: I live on Dunmore Drive for the last 15 years. I love this place. My comment that I would like to make because I have seen all the restaurants come in here is I don't care how much money each person makes. I hope whomever comes in here makes tons of money. I called it an amenity to have a restaurant and as soon as we start charging him for being here we spend almost \$5,000 to keep this pool going. We still have to pay all the bills around here and as soon as we somebody making money oh man we need to charge them more money. I say it is an amenity to us let them make all they want and keep the prices down.

Mr. Realmuto: I am still Steve Realmuto. What made me come up here was the comment about catering. I don't think it is necessary that the restaurant here necessarily be able to cater to 200. I actually view it as an advantage if catering was open to events coming in. Why not let the people renting the hall make their choice on a caterer? That might actually encourage more rental of the ballroom. I know in the past restricting people renting the ballroom to the restaurant here was an issue, it has even been an issue locally where people choose not to have their meetings here in clubhouse but go to the HFC so that they can have their caterer of choice. So, I see that not as a disadvantage but as an advantage. When you negotiate the lease please consider not restricting the catering in this building to the restaurant here. It sounded like he might be amenable to that.

Ms. Pontious: Ok Thank you for your comments. We appreciate that. So how are we going to move forward?

Ms. Van Sickle: I tend to agree that I would prefer Nini's Landing but there is still a lot of holes in this proposal. I would like to see a background check and credit check and I don't want to go into this halfcocked. I want to make sure we are doing the right thing. I don't want to rush it. I want to make too sure everybody knows exactly what is expected like the gentleman said with the pool. I agree the catering is not an issue. The catering is where they can make their money but if they are not comfortable we want them to focus on that restaurant. Start there and then they can expand. I am just sure I am ready but if I was that is where I would go.

Ms. Pontious: I too would prefer to wait to the April meeting and do a little more research.

Mr. Costello: One question that I do have and maybe Andrew can answer this is the liquor license. Any idea what the time period would be between applying for a liquor license and receiving one?

Mr. d'Adesky: I don't want to give it a time period.

Mr. Costello: I am not going to hold you to the day but what I am saying is it around six months?

Mr. d'Adesky: One month is certainly not going to happen but I have seen 3 months and I have six months. It could take a while. It depends on the individual and how they fast they are going through it and how communicative they are.

Mr. Deane: They already had one. If they have had no problems with it, it won't take any time at all.

Ms. Pontious: Anyone who has come here has had to apply for a liquor license specifically for this building.

Mr. Costello: Well the only there is that coming in from another restaurant having a license I would think it would speed up the process a little bit and I think does have a wine and beer license. I don't know if that would help him along with the process.

Mr. d'Adesky: Once again I only have tangential knowledge as Borden probably has more intimate knowledge than I do on this specific issue.

Mr. Deane: He has a wine and beer license. He said the woman had a liquor license before and if they don't have any charges or violations it will flow. It doesn't take months.

Mr. Ference: Am I to understand that we are in favor of Nini's, but before we finalize a commitment we are going to get more information about their menu, about their background, and about questions about the pool?

Ms. Pontious: Christine is still waiting on some information that she has spoken to people that have not come back. She gave us that information this morning. I would just like to finalize everything so that we make a decision based on no issues going in.

Mr. Ference: So, are we eliminating Giorgios in favor of Nini's as we go forward? Have we come to that point now?

Ms. Pontious: Well she is giving information on both I think.

Mr. Ference: So, we are not making any decisions yet then?

Mr. Costello: Are we going to negotiate with any other people who came and looked at the restaurant?

Mr. Deane: We sent out over 30 RFP's. We had six people look at the restaurant and we only had two people bid on it. To send out RFP's again is a waste of time.

Mr. Costello: I am not saying we should send out more RFP's. There were people that looked at it. I don't know are we going to talk to them or just leave it the way it is.

Mr. Ference: Well most of the people won't realize that we send out as many as you said Borden. I think most people think that just two or three but I do think that we have saturated this local area for those that might show an interest. I don't know that there are any other restaurants that might come forward. I think it might be a futile effort to try to resurrect something that is not there. We tried.

Mr. Deane: We sent out 30 RFP's. I have the whole list right here if you want.

Mr. Ference: I understand that. I agree with that. I don't know if there are 30 more that don't know about us. I don't think that is true. So can we presume that there are no other viable candidates and we are working with these two?

Mr. Deane: I know one person who looked at the restaurant said our kitchen is too small. We didn't hear that from either one of these people. I know another person who looked at the restaurant and said he didn't want to go in competition with himself because he was going to open another restaurant in Lakeland. So that is four of the six people that looked at the restaurant. I don't know that the other two would put in a bid at all because one of them just wanted to do catering didn't want a restaurant. We don't want that. We want a restaurant with the catering secondary.

Mr. Ference: So, you are in favor that we go forward with the two that we have and not try to add.

Mr. Deane: Complete the information.

Mr. Ference: Ok let's do that. I am in favor of that.

Ms. Van Sickle: I would like to ask Christine neither of these proposals check all the boxes. There was a lot of things requested in the RFP that neither one answered. Could you follow up with both and see if you could get those items so we have a complete proposal to look at?

Ms. Wells: Yes.

Ms. Van Sickle: And do background checks, credit checks, and are there any other checks we need to do? Litigation checks.

Mr. d'Adesky: As much as we can do. We can do a certain amount of background and have them submit some credit information as much as they are willing to give us. The other thing too is for the Board to ponder on before the next meeting and we don't have to make a decision today but at the next meeting decisively if you want to make a decision on those contract provisions. For example, if you want me to write breakfast into the contract I can do that but I need direction from the Board to do so as well as catering open or closed.

Mr. Deane: I want to discuss those further right now.

Mr. d'Adesky: Oh great. Go ahead.

Mr. Deane: As far as I am concerned I would like the restaurant to operate as the RFP requested which is three meals a day, open from 8:00 am to a minimum of 8:00 pm. The catering is secondary as far as I am concerned.



Ms. Van Sickle: Do we have a strong preference towards one? Would we rather work with one and see if we can get them where we are going or do we want to keep both open?

Mr. Costello: That is exactly what my points were. It appears that one has a lot more support than the other. Quite honestly, I would like to have somebody bring him in maybe negotiate a solid deal with him. See where it can go. Like Mr. Turachus said talk to him about everything just the pool and the entire scenario so that we can sit down and we don't have this restaurant closed for a long period of time. It is quite apparent that the people of this community want a restaurant and they should get what they want.

Mr. Ference: And they want Nini's. It is obvious we asked their opinion. So why are we going to go forward with Giorgios any further. Let's just eliminate them from the competition.

Mr. Deane: I make a motion that we except Nini's offer and sit down to negotiate a contract with the full understanding of what is expected of the restaurant in this building.

Mr. Ference: I second that.

Ms. Pontious: We have a motion from Borden and a second from Bob to begin negotiations with Nini's as the restaurant of choice moving forward. Any further discussion?

Mr. d'Adesky: Do we want to delegate a particular Board member to be part of that negotiation?

Mr. Ference: Can we all sit down with them?

Mr. d'Adesky: No. Sorry. Unless you want to advertise the meeting.

Ms. Van Sickle: We pretty much have laid out I think what we want. I think staff should be able to handle it. Are you comfortable with that?

Mr. Deane: I would like to be involved. I'm tired of going through this every year.

Mr. Ference: I suggest that we let Borden represent us with staff in the negotiations.

Ms. Pontious: And I think the rest of us have an opportunity to visit with Christine.

Mr. Ference: Borden are you willing to do that?

Mr. Deane: Yes.

Ms. Pontious: So, then we are going to do preliminary discussions and wait until the next Board meeting to actually finalize everything?

Mr. Costello: In the meantime, is there anything we can do to get this place cleaned up and ready to rock and roll.

Ms. Pontious: I think that can happen.

Ms. Wells: We are working on that. We are getting a proposal to clean the restaurant back up to standards. I think that is what we have done previously is just have someone come out here and give us a quote on what it is going to take to get it back to where it can open.

Mr. Costello: When I went through it with you it definitely needs to be cleaned.

Ms. Wells: I agree.

Ms. Pontious: We do have a sizeable security deposit and those bills will come out of there.

Ms. Van Sickle: One other thing we discussed this several years back and I remembered when we toured Monday, I think there is some corrective things we need to do. Borden is that something that you can look at and maybe we can get started on that so that we are not dragging it out. Make sure we have that salad bar.

Ms. Pontious: We had one here at one time. Is there one upstairs?

Ms. Wells: I believe it was property of Linda who was part of the View. I believe she took that with her.

Ms. Van Sickle: Also, that grill that hasn't been used in years is it even workable? It is clean? Do we need to purchase a new one? We want to go into this with everything working and give them every chance to succeed. So, if we need to purchase a new grill let's look into that. I mean the one out there just needs to be cleaned. I don't know it hasn't been used in years.

Mr. Deane: They used it this past year.

Ms. Wells: It looks fairly clean. I can check and make sure it is operational. I believe it is propane so we would just have to get a propane tank.

Ms. Van Sickle: If there is anything else along that way that a restaurant would need to get going let's take of it now. I would rather not rush into this and do it right. Have things set up for them to be successful.

Mr. Costello: The only other thing that I would like to see before we make a decision I would like to see a more in-depth look at what the dinner menu would be.

Ms. Pontious: Ok so the motion was just to proceed with Nini's and to go from there forward at the next meeting.

A resident: If I may I have a question with the liquor license in the state of Florida. It is exclusive for the entire state or is it based on each facility. Is it the same license?

Mr. Costello: He is asking if it is state run or whether it is county by county.

Mr. Deane: State.

A resident: I have a suggestion in many restaurants you have the alternative to bring your own bottle of wine and of course pay a cork fee. That is something that I did enjoy during one of the restaurateurs here. I wonder if that could be considered because I believe that there is a difference between a regular license and the one that permits the wine to be brought in.

Ms. Pontious: We will have Christine check on that as well.

On MOTION by Mr. Deane seconded by Mr. Ference with all in favor moving forward with negotiations with Nini's Landing for the restaurant was approved.
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Ms. Pontious: Christine, we are going to proceed with just the one and you don't have to follow up with anything for the other. We are going to move forward. Thank you. Anything else on the restaurant.

Mr. Deane: I would like a firm three-year lease for this individual with like the other fees that we had before. The first year with no rent, the second two years with \$1,000 a month rent for the restaurant with an option at the end of the three years to renew another three-year lease.

Ms. Van Sickle: I think that is a good idea. We don't want to make money off of this restaurant but we are already subsidizing quite a bit and that is basically for the taxes.

Mr. Deane: That small amount of money would pay a little bit of the utilities and the tax bill which is \$10,000 a year on that space.

Mr. Costello: It is also not overbearing a \$1,000 a month.

Mr. Deane: Not based on 3,000 square feet.

Ms. Pontious: Do we need a motion for that?

Mr. d'Adesky: It is part of the discussion.

Ms. Pontious: Ok we are good. Anything else restaurant?

**B. Discussion of RFP for Amenity Management Services**

Ms. Pontious: The next one is the RFP for the amenity management services.

Mr. d'Adesky: I apologize I got out to the Supervisors late. I wasn't aware that there was quorum for this meeting originally. I know that some of the Supervisors wanted to take a look at it and carefully review everything so I would suggest to table it for the next meeting so that the Supervisors can have a chance to look at the updated version. Carefully look through the job descriptions. I did add in the only comments I got were that we integrated were the comments from last meeting. I did not receive any separate comments from staff or from Supervisors. I did add in Alex's position as well based on the last comments from the last meeting so there is a new job description for that which we had drafted up. So, if anybody has any comments let us know. Just email us and we will integrate anything you want. Also, the dates are blank because that is up to the Board.

Ms. Van Sickle: My only concern is when this first came out I did email you comments and then at the meeting I did reiterate some of those and you said you didn't receive anything. Well I did send them the first time and there is some that still haven't been made.

Mr. d'Adesky: Brenda can you resend those to me so that I make sure I get everything. Thank you.

Ms. Pontious: Anything else? I think this document is really worthwhile. It is a contract like anything else we have and I think we need to work on it and get it in perfect

condition. However, I think this whole bidding process was a mistake from the get-go. I think we should not have done it the way we did it. I think we should negotiate with the current vendor to make sure that we have what we want. Darrin has been phenomenal in stepping up and being of assistance here. Christine has just been made our community director. I think we need to move forward with people we can work with and make this work and put this on the table except as a contract to refer to as to what needs to be done.

Mr. Costello: I agree with you the only thing is that I think that it should have a time limit and it should be reviewed at the end of let's say every three years in order to make sure that we are getting the best deal for the dollar.

Ms. Pontious: I think that is a good idea as well. We need to do that and stay on top of it but I think we need to go back to the stability we had when we knew who we were working for and how it was working. We need to work on fixing what is wrong not starting from scratch.

Ms. Van Sickle: I would agree and if you are making that motion I will second it.

Ms. Pontious: I will make that motion. I don't usually do that but I will. I feel very strongly that we have good support staff and we need to keep that staff. We need to get some of this stuff off the plate so that we can work.

Mr. Costello: We have so much going on right now between the restaurant and everything else that quite honestly it would be relief just to know that we can move forward.

Ms. Pontious: Our staff has done a phenomenal job working with us to get through some of these issues. Christine's plate is not just a plate it is a platter. I think we need to eliminate this stuff from her. Like I said Darrin has been phenomenal in helping us to achieve information. I think we have everything we need accept maybe a little tweaking here and there and we need to work on the tweaking. So those in favor.

On MOTION by Ms. Pontious seconded by Ms. Van Sickle with all in favor motion to negotiate current Amenity Management Services contract with GMS was approved.
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Ms. Pontious: I would also like to share some information. Jill is new with them and had been ten years with her previous employer and said that she interviewed far and wide to look for a new employer and she found the best that there was out there. So, I think that speaks well for the company that we have as well. I hope I can say that.

Ms. Burns: Absolutely, yes.

Ms. Pontious: Ok so that is an issue that we don't have to worry about right now either.

### **C. Discussion on Potential Acquisition of Golf Course and Related Property**

Ms. Pontious: Ok the discussion on potential acquisition of the golf course and related property. In our agenda packet Darrin has put together information about the meetings we currently had. We do need to reiterate because I sense still an awful lot of commotion in the community. This is going to be a very slow process. There is a lot of work that needs to be done. We have not received any additional numbers. The numbers that were given to us in the beginning Mr. Maxwell's numbers. This is what I had it appraised for, this is what I hope to get for it, and this is what the expenses are. We have no support documents yet to my information that tells us how to break down those numbers or anything about it. Mr. Maxwell did say at the first meeting that he thought this was a minimum of a two-year project that it would take that long to gather the information and work through it. This is not a decision either that is going to be made in the near future. It is a long-term project. It is looking at all the options available from different aspects of all the players involved and I think it was Tom who said and we have already put that on the list of things to do. One of the things that we are going to have to do is maintain that property if it is not the golf course. There are issues as to whether we need two golf courses. There is so much underlying here that this is not going to be a snap and easy decision. So far, we have a proposal before us to contract with a company who will come in and evaluate everything and give us there opinion as to what it is worth and how it can function and whether it can function. Darrin has provided that so would you like to speak more to this company.

Mr. Mossing: My company, Governmental Management Services, is involved in actively managing three golf courses. Two of them in the Jacksonville area and one in Brevard County. We have worked with the proposer National Golf Foundation. They are well respected in the industry. The fee that they proposed to do the full evaluation is very reasonable to us. The information that is obtained is very valuable. We would absolutely recommend that you move forward with this organization as an independent evaluation of the golf course business and the assets that are involved. It is a terribly complicated industry that you really need someone of this nature to give that information you need in order to make an educated decision.

Mr. Deane: These fees would be split equally between the two CDD's correct?

Mr. Mossing: Correct. That proposal is for both the golf courses so this proposal will need to be brought to the Lake Ashton II Board of Supervisors for consideration, too.

Mr. Deane: \$30,000 would be split equally between the two CDD's. I think this is something that we have to do. An additional matter for the golfers in the audience Mr. Maxwell has a contract with the home builder to maintain the golf courses until the houses are all sold. So, we are four or five years down the road before a decision has to be made with regards to this. We have nowhere near the information we need to make any decision regarding anything.

Ms. Pontious: The first part on the second page of the document in the very first part they talk about an optional redemption in the additional debt on the second page. Most of us have let George do the bond work and just tell us what we need to do. Can you explain that a little bit so that we understand where we are with the bonds?

Mr. Mossing: In 2015 Lake Ashton Community Development District refinanced their prior bond issues. As part of the bond documents with those refunding bonds there is restrictions. One of them is that you cannot refund those bonds for ten years and that puts us out to 2024. So that would require depending on how this acquisition would happen there is a very good chance that you would need to negotiate with your bond holders. I did find out yesterday and confirm that the holder of the 2015 bonds for Lake Ashton is a single entity which will if we get to that point and you need to negotiate with

them that it is much easier to negotiate with just one bond holder. If you had multiple bond holders the likelihood of success goes down dramatically. We are not close to approaching the bondholder but that was information that we recently obtained which is helpful that there is only one bond holder. The Lake Ashton II CDD they don't have the same issues because their bonds are older and they haven't been refunded. This part is really applicable to this district.

Ms. Pontious: So that is the first step. We need to have this information in order to go to them to ask for any kind of refunding. The other thing is that it gives us an idea whether and I just refer to it because that is where it came from the Maxwell appraisal and things that are current in our book and to whether or not is the right one to move forward with. What the expenses are going to be to currently maintain the golf course. What the expenses are going to be to put it in a condition where we would not have to have major expenses in short period of time. So, it looks as though from their proposal that they are going to address all of those issues. This would have to be agreed upon by the CDD II Board as well so that it will be a split thing. If they decide that they don't want to do it then there is probably no reason to move forward. So, if you have additional questions Darrin has worked with this before and I think he can answer those before we decide what we would like to do.

Mr. Deane: I guess we have to find out if the CDD II would go along with getting the appraisal. I make a motion.

Mr. Mecsecs: May I address as a CDD II representative?

Mr. d'Adesky: You probably shouldn't because there are other folks, other Board members here.

Mr. Mecsecs: I am Jim Mecsecs, Vice Chairman. I am also on Torrey Pines Lane. We started this out and it is a joint venture. I would recommend that we set up a joint meeting so that all of the facts are presented to both Boards because what is going to happen is we ratify it from both Boards. That is correct?

Mr. d'Adesky: That should be ok.



Mr. Mecsics: I would recommend this is all great and we still need to discuss it. But this needs to be addressed in a joint meeting so that the entire community because we are all in it together. Thank you.

Ms. Pontious: Ok. I don't see a joint meeting scheduled.

Mr. Costello: I thought there was one in May.

Mr. Ference: Darrin, didn't you send the same information to the West?

Mr. Mossing: I believe I emailed it out to all the Board members. I will confirm that but if not it will be circulated to them and placed under their next agenda.

Mr. Ference: I would think since they are partnering in this that they should have received it.

Mr. d'Adesky: We can try and set up a joint meeting prior to perhaps the next Lake Ashton meeting.

Mr. Ference: I am hope they have this before the joint meeting.

Mr. Mossing: I am sure I did.

Ms. Van Sickle: We talked about May for a joint meeting.

Mr. d'Adesky: It can wait.

Mr. Costello: May 16<sup>th</sup> or something like that.

Mr. d'Adesky: Ok.

Ms. Pontious: As long as they are getting the same information we can wait till May. Like I said there is no big rush for this. So, you do you have any additional questions about this while Darrin is here?

Mr. Costello: The only other thing I would like to know is we are looking at the golf course there are other amenities that they are looking to sell also such as the building across the street. Are we going to be able to get some sort of an idea of what we can do with those two building to maybe to offset cost of whatever the golf course would be? I am asking this we have two other amenities that we are looking at. We are looking at the building across the street also the RV Storage. Now have we had any discussion on that only because between the two they could offset what other costs are going to be involved.

Mr. Mossing: When we met with Jim Lee we went over some of those numbers. The RV Storage for example the net income that he had on there say the \$140,000, if you look at the purchase price he is using real estate values. It basically comes out to be if you borrowed money to purchase that it would be 19 years before you paid off your debt. I just don't know that the benefit is there for this community to enter into that venture at that requested price.

Mr. Deane: What a minute. Commercial property is valued at on the amount of income you make. He way overstated the value of that property because it is only worth \$600,000 to \$700,000 based on the income. That is the only way it should be purchased.

Mr. Mossing: He said they could get 30 times that out in the private. That is what he represented.

Mr. Costello: That is like Borden said. You put your house on the market for \$300,000 and someone comes in and says I will give you \$275,000 then take it. I am sure he wasn't going to under value it at all. So, by the same token are there still talks going on regarding the other two pieces of property.

Mr. Mossing: I think because of the complications with the golf course and the golf course really being the issue at hand we were trying to focus on the golf course.

Mr. Costello: I understand that.

Mr. Mossing: The idea of issuing more debt to acquire things like that is very difficult to ask of this community.

Mr. Costello: Our hands are somewhat tied in that scenario.

Ms. Pontious: The other point I find interesting in that the RV property is associated with the building there which is where the equipment is stored and maintained. So how do you purchase a golf course without having any place to store the equipment and a place to maintain it? It is two separate things and I can't image wanting the golf course without wanting a place to store the equipment. Because of our lack of property as it is there is no place to store it. So that all has to be a major discussion and Mr. Lee is tax time and not discussing anything right now.

Mr. Mossing: So, for clarification it is not off the table but we are not focusing on that.

Ms. Pontious: Further questions? None.

## **SIXTH ORDER OF BUSINESS**

### **New Business and Supervisor Requests**

#### **A. Approval of Preventative Maintenance Agreement from Fitness Services of Florida**

Ms. Pontious: Christine would you like to talk to us about this preventative maintenance agreement.

Ms. Wells: It is an annual renewal. There was no increase from last year. Their only change was they took the Sentinal off the list of equipment and replaced it with stepper that we recently got.

Ms. Pontious: Ok and we talked yesterday on that plate that she has is the replacement of that nautilus equipment. She is getting estimates for that. We had said that was going to be done in this year so she is continuing to work on that.

Mr. Deane: Motion to acceptance to the preventative maintenance agreement renewal for the equipment.

Ms. Van Sickle: Second.

Ms. Pontious: We have a motion from Borden and a second from Brenda to accept the proposal for the maintenance on the weight equipment.

On MOTION by Mr. Deane seconded by Ms. Van Sickle with all in favor the preventative Maintenance Agreement from Fitness Services of Florida was approved.

#### **B. Discussion of the Amenity and Guest Policies *(requested by Supervisor Van Sickle)***

Ms. Pontious: Ok how about the amenity and guest policies.

Ms. Wells: I know that there has been some concern and that is why it as put onto the agenda about our amenity and guest policy and the regulations that are in place for that. It was a request by Supervisor Van Sickle and I was hoping to maybe get some direction from the Board. Our purpose is to uphold your policies so if there is anything that you want to change to tighten things up I would just request direction from you and we will do it.

Ms. Van Sickle: This has been an ongoing issue from time to time people come in and are concerned about outsiders coming in to use the pool, somebody coming in to go to the club but recently I have had an onslaught of residents coming to me. Their concern is we have outsiders, former residents who have moved offsite coming in to the entertainment series which is sold out and our own residents can't get into it so they are not happy about that. There has been somebody coming in and attending classes. One of them has his Lake Ashton ID attached to his gym bag. I think this is probably going to be better dealt with at a joint meeting because I think both sides have to come to an agreement but I wanted to bring it forward because I would like to see us tighten up our amenity policy guest policy. We don't want to make it over restrictive. We want our residents to be able to have their guests but if this is being abused I think we need to look at how we can stop it. That is why I put it on here. It has been ongoing but here lately there has been a flow of complaints.

Ms. Pontious: Well I think in discussion with Christine yesterday she had a great idea in that she would send a letter to each of the chair people of all of these different things just reminding them what a guest is and what they signed onto to be a club, group or organization. There are certain criteria and if they are bringing in outsiders that is not meeting the criteria. Maybe start there as a reminder although we both feel that they know what they are doing, it is at least a reminder. Start there and work forward from that point and then as you said maybe in a joint meeting decide if there is anything we actually need to change in the way of verbiage. Most of us I think infer that guests might be people staying in our homes. Guests are not people who live in the neighboring community and come to join you for an athletic class. So those are things that we probably need to clarify.

Ms. Van Sickle: One other thing the Christine and I were talking about especially with the shows. We have a show that is currently that didn't sell very well. It has been offered to people outside but she said she is trying to prevent any problems. Maybe if art shows were offered to residents I would like those residents to get those front rows. Do we want to open it to outsiders? How would we do that or should we just keep it in

house and subsidize. I think that is the direction I believe you are looking for. What we need to do to go forward. We definitely don't want this abused.

Mr. Deane: With 3,000 residents, it should be residents only. That is my opinion.

Ms. Van Sickle: I think that would solve the problem right there.

Mr. Costello: How many times have we had were a show didn't sell out?

Ms. Wells: Actually, all of our featured shows for this year didn't sell out. They did not sell out. We had available seats up until the day of the show. The show I believe that Brenda is referring to is the one that is this Saturday and we are about half sold.

Ms. Van Sickle: But one thing we need to consider is our residents buy tickets. I know like myself the entertainment series show that I most wanted to see I had grandchildren. I am sorry grandchildren trump. So, I went online and a friend of mine was looking for tickets to that so I sold them to her. We don't have anything in place that prevents somebody from buying an entertainment series and selling it to somebody outside. Residents here come into a show and see an outsider sitting when some of their friends can't come is not going over well. I think that is what we need to tighten up.

Ms. Pontious: Well I think we always have people at the door. It just adds another dimension again for people who know what is right and wrong and choose not to do it. We can check as they are coming in the door they need to have their resident ID or their driver's license showing they are Lake Ashton residents. That is the only way you are going to stop it.

Ms. Van Sickle: But when people move out some of them have their resident ID's. He has it attached to his gym bag. So, we don't have a means of getting those back. These are people that definitely know what they are doing. They definitely know that they are abusing the situation. I don't have the answer for that. I am just bringing this forward as something we need to talk about.

Ms. Pontious: Let's put that on the agenda for the joint meeting and working with security because maybe what we need to do is change other things in the security process too. We could have things on the cars that mean they can't get back in once they go out once they leave the community.

Ms. Van Sickle: They could still come in but at least we would know they are in. They could be tracked.

Ms. Pontious: Ok is that sufficient for right now then?

Ms. Van Sickle: Yes.

Ms. Pontious: We will send out the letter that Christine suggested to the organizations and move forward with a joint meeting.

Ms. Wells: I just want to make clarification with the letter. Do you want me to send it to clubs Lake Ashton clubs because that is the part of the amenity policy that states all members had to be residents of Lake Ashton? I am not sure if that I know part of the policy is that no nonresidents can utilize amenities which would encompass the classes but I am not sure if there is a specific....

Mr. Costello: It would have to encompass anybody who used like the ballroom here or any of the amenities.

Ms. Wells: Ok so all clubs, classes and anyone who has access to the district media. Ok I can do that.

Mr. Costello: One other question the HOA supposedly keeps an inactive list of who is living with Lake Ashton here?

Ms. Wells: That is what I am aware of. Yes.

Mr. Costello: They do so in other words somebody moves out and you get notification that they have moved is there any way that we can keep an inactive list so that security and I mean security should have it.

Ms. Wells: That is one of the things that I was thinking of but we would have to go back to when we implemented the photo identification card which I believe was a few years ago. Four years ago maybe. So, we would have to go back to the beginning of when we started issuing it and everyone who has left since then to have an accurate list. That is something that I was thinking about. That is also when you show your photo id they will check the list with the photo id to let you in. It is possible.

Ms. Van Sickle: It is possible to have a script on those and a script reader. Would that make is quicker?

Ms. Wells: It could.

Ms. Van Sickle: Is that something that our system is capable of?

Ms. Wells: It is capable of it. We have the dual side printer and one of the things you can add to the back of the card is a back strip so it is possible. We would just have to reissue everyone's.

Mr. Costello: What is the cost of issuing one of those cards with a strip?

Ms. Wells: I would have to check the current cost. I don't believe there is an increased cost with the strip it is just how it would print on the back of the card.

Mr. Costello: We would have to have multiple readers.

Ms. Wells: Exactly to make it efficient. Something handheld I would assume.

Ms. Van Sickle: We need a solution and I don't know what it is. I think we need to brain storm with our partners on the West.

Mr. Costello: One of the things that we do need is the people that do hold these different events and all that for the different clubs I would think that some of them have to know that the people that are attending their affairs are no longer members of the community. We have to get them to help us in order to keep these more or less transient people from coming back in.

Ms. Wells: I agree. I can only do what I can do. I can't control residents.

Mr. Costello: We are not blaming you but we did discuss it with you and that is where you had told me that maybe the HOA had the ability or they had a list of who is active in this community and who isn't active. Then somehow, we have to share all that information and try and litigate as much as we possibly can.

Ms. Wells: Currently they do send those to me when someone new is coming in and someone old is leaving. When they send me a new owner they send who the previous owner was. We do have that information. We just need to start creating a list and keep track of that and just do checks.

Mr. Costello: Is there any way that we could have it where any resident directory you have to have a picture of the residents of that address. There are enough computers where you could go in and look and you could say sorry you don't live there anymore.

Ms. Wells: That is a possibility and that I how I have checked recently to see if residents are actually still residents. As soon as HOA lets us know that someone has moved in on their end they replace the account with the new account holder. There system talks to ours so it automatically will take the old resident out and put the new resident in. Our directory is pretty accurate unless there are sales that are happening that we are not aware of right away. Sometimes it takes a while to get that information to us.

Mr. Costello: There is also a lot of people that don't have a picture in a directory. I know my wife and I don't. Probably because no one wants a picture of me. It would definitely would be a plus where you could at least go to a computer and say sorry you don't live here.

Ms. Wells: It is a possibility. The system is able to do that.

Ms. Pontious: This is a minority of the community again why don't we just do what we really need to do and send a letter to them and tell them that we realize they are no longer resident to the community and therefore not welcome to use any of the facilities.

Ms. Wells: I like that, too.

Ms. Pontious: Let's do it.

Ms. Van Sickle: I think we need to put everybody on notice. We all need to be working together. We are a growing community and there is going to be more in our classes, groups and shows and we need to make sure that the people that are paying for those are seeing the benefits.

Ms. Wells: I agree.

Ms. Pontious: So, you have a list?

Ms. Wells: I would just go by what is on the website. I can look into our activities database too and make sure that we have everyone that is operating currently. All the groups that are meeting in the clubhouse.

Ms. Van Sickle: Maybe talk to your cohort there and ask how they are handling it. It needs to be jointly done. I think we need to address this right away. I would like to see us work with CDD II on this also.

Ms. Pontious: I am talking about letters to the infractors.



Ms. Wells: Ok we are talking about different things. Yes.

Ms. Pontious: As long as we have names let's just send them a letter.

Ms. Van Sickle: Yes.

Mr. Costello: The problem there these people move out and I think you said to me yesterday you have no idea where they went. They don't leave a forwarding address.

Ms. Wells: The Polk Property PA public information there is addresses for one of them that I found. The other one I don't have specific information as to where they moved to. I heard people say that I heard who they moved in with.

Mr. Costello: I don't think it is a major problem but how can I put it. I think it is a limited problem with certain people. We still have to address it. Everything that we have here costs us money. I can't see any reason why someone can continue to use the amenities after they have moved out.

Ms. Wells: I can do some more to find a forwarding address for them and send them a letter.

Ms. Pontious: I would assume that anything that is sent to their old address should be forwarded.

Ms. Wells: Ok I will do some research.

Ms. Pontious: Ok thank you. The next one is yours if you want to talk to us about the resident feedback survey

### **C. Discussion of the 2018 Lake Ashton CDD Resident Feedback Survey**

Ms. Pontious: In the agenda packet staff put together a version for the 2018 feedback survey. I just want direction from Board. I believe the five years I have been here we have done one every year. I wanted to keep up with that and to see if the Board wanted us to move forward with issuing that out in the April newsletter. We have also started the electronic on surveymonkey.com. I read there was some concern that was the reason why a lot of residents were not submitting it online that is was done through the website and they were afraid it was not anonymous. So, we utilized an outside source. There is a fee involved with that. It is nominal. Up to 1,000 responses it is \$35 a month

and then after that it goes into an annual fee but I don't think it is something that we would want to do annually. It is \$400 or around that amount. We only do one survey a year. I just wanted direction from the Board. Do you want us to move forward with doing the 2018 feedback survey?

Mr. Costello: On the survey is there any way that we can condense some of it. I hate to say it but five pages. You start filling it out and the phone rings. All the sudden you have to go somewhere or something like that. You never go back to it. You find it like six months later laying in the corner of the desk. I don't know maybe I am the only one but is there any way that we can condense it just a little bit in order to get I am sure more we would get more responses if we were to condense it just a bit.

Ms. Wells: We can definitely do that. We took a few of the questions off as far as restaurant catering services. Some of the demographic questions we removed for this year's survey. So, we did take some questions off. I know it may not seem that way. Also, the frequency of visits is a little bit spread out more now. We had a suggestion from staff that maybe we break that up towards individual questions versus I don't know if you remember the 2017 survey which is kind of cluster of it and you almost needed a ruler to see what line you were at so we figured maybe breaking it up having individual questions with individual options is a little bit easier to read. It is condensed from last year and I am definitely open to condensing it again. We just wanted to touch all of the services the LA CDD is responsible for.

Ms. Pontious: My next question is do we really need to do this as LA CDD I or should we eliminate this for 2018 and move forward at the joint meeting with establishing a survey that comes from LA period.

Mr. Deane: I believe that is the correct way to do it.

Ms. Wells: I agree.

Mr. Deane: We want one community and it shouldn't be send out as LA CDD I. It should be sent out as LA CDD after a joint meeting with the other CDD.

Ms. Pontious: So, we can add this to the May meeting and see how they feel about it and move forward at that point afterwards. It may not get done till the end of the year. Could you deal with that ok?

Ms. Wells: Most certainly.

Ms. Pontious: Alright. Let's just add this to our list of joint meeting questions then.

## **SEVENTH ORDER OF BUSINESS      Monthly Reports**

### **A. Attorney**

Ms. Pontious: Ok attorney's report.

Mr. d'Adesky: Just one quick item that I wanted to bring up. Obviously as everybody is aware of some letters we received. Because some of those letters received threatened litigation and unfortunately there was a bill before the house that didn't pass that would have allowed us to have closed meetings when we are threatened. We can't discuss in a private meeting the litigation so my suggested option would be to delegate a member of the Board, perhaps the chairman, to discuss with staff and potentially meet with the other party. They requested a meeting at one point. That might be something we would want to do. We will have to have a discussion on that but to delegate a Board member to liaison on this so we can see if we can take some action perhaps.

Mr. Costello: The lawsuit as our attorney this more or less comes to me the little that I read about as being somewhat of a nuisance.

Mr. d'Adesky: I really don't want to comment on that because what I say right now will be used against me. That is the disadvantage and to be frank we represent certain circumstances where we are representing tax certificate holders and we have to look at district minutes and I use minutes against them all the time. I know they are going to do it in the same circumstance so it is better if we delegate.

Mr. Costello: I make a motion that you work with Carol on this. As long as she is willing to take the job on.

Ms. Pontious: Didn't he just say that he was the one with the legal experience.

Mr. Costello: Just think of the education you would get through this.

Mr. d'Adesky: I think everybody approved that.

Ms. Pontious: We had a motion from Mike and a second from Borden.

On MOTION by Mr. Costello seconded by Mr. Deane with all in favor Carol Pontious was appointed liaison to represent the Board for potential lawsuit was approved.

Ms. Pontious: I am willing to do that.

**B. Community Director**

Ms. Pontious: Christine is up next for the community director's report.

Ms. Wells: I included the community director's report in the agenda packet. Everyone should have received included with that was the feedback from the 2017 survey. We will have printed copies available. I know some of the graphs were in color. It doesn't help a lot if you can't see it in color so I will have some copies at the desk available and at Monday coffee if anyone is interested in receiving those. If you guys have any questions in regards to the community directors report.

Ms. Pontious: I have one concern since we took a couple things off your plate our TECO bills we should have seen a significant decrease the bills based on the single light fixture and things. Would you just check and see if that is happening. From the check run summary I am not seeing that so much.

Ms. Wells: I will. It takes a fair amount of time to get them to start to shrink. We recently did get some TECO bills but I will take a look at them and analyze them and make sure that they were are receiving proper credits.

Ms. Pontious: Ok thank you because I just doesn't seem like those bills are going down very fast and I know Tricia worked for years trying to get where we are. That is a good thing. I don't have any other questions anyone else?

Ms. Van Sickle: Will you present a brief mention of that maybe at Monday coffee or something along those lines for the residents so that they can see the results of that.

Ms. Wells: I can do that.

Ms. Van Sickle: I would like to thank you for all that you are doing. I feel that you have always stepped up to the plate and done a great job.

**C. Field Operations Manager**

Ms. Pontious: Ok we are going to ask for another change in role today. Matt is going to substitute for Alan with the field operations managers' report.

Mr. Fisher: So, the field managers' report was submitted in the agenda packet before the meeting. If there are any questions I can have the answer for that for you guys.

Ms. Pontious: We can't let him off that easy.

Mr. Fisher: Just a follow-up on last meeting. Alan had brought up the shuffle board court issues. We called someone we worked with on many projects on tennis court resurfacing. He came and checked the shuffleboard which they specialize in. He applied a level to each court and send me a detailed email back stating that all the courts were level. A slight drift is normal. I think that is what the shuffle board court had issues with the discs sliding off at three or so courts. He said there was no significant problem that would need resurfacing of the court. So, I think we can put that to rest. I have the email if any Board member would like to read that. Jimmy Bock did apply No Walking on Courts on the for free so that was nice. Any other questions about that?

Ms. Pontious: I just want to say that we took on that project of changing all these light bulbs and Matt and Alex have been on top of the ladder changing all these light bulbs. It is a significant difference in the brightness of the rooms and hopefully will save us a little money besides but we thank you for efforts in doing that.

Mr. Fisher: Thank you. It will allow us to focus on other things.

Ms. Pontious: It is a good thing that they are not afraid of heights. We do appreciate it and we appreciate everything that you do. Thank you.

Ms. Pontious: George pretty much takes the meeting from here on so.

**D. CDD Manager**

Mr. Mossing: I have no special report unless the Board has any questions.

**EIGHTH ORDER OF BUSINESS**

**Financial Reports**

**A. Approval of Check Register**

**B. Combined Balance Sheet**

Mr. Mossing: Under financial reports we have the approval of the check run summary that was enclosed in your agenda. If the Board has any questions or comments we would be happy to address them. If not a motion to approve that check run summary.

Mr. Deane: Motion to approve the check run summary.

Ms. Van Sickle: Second.

On MOTION by Mr. Deane seconded by Ms. Van Sickle with all in favor the check run summary was approved.
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Mr. Mossing: Also enclosed are various financial reports in your agenda. Again, if you have any questions regarding those financial reports we would happy to address them. We don't look for a motion. It is for informational purposes only.

Ms. Pontious: We always like to look at that gross percent collected and we are about 93% so that is looking pretty good.

Mr. d'Adesky: It should be close to 100 after tax day.

Ms. Pontious: I would just like to thank Darrin he has been here two or three times in the last few weeks to support different endeavors that we have been working on and we appreciate you subbing for George. Do we have any further Board issues?

**NINTH ORDER OF BUSINESS**

**General Audience Comments**

Ms. Pontious: Do we have anyone else that would like to speak to us.

A resident: I would just like to caution the Board we keep saying we have so much time but it takes about six months for a golf course to go to hell. My concern is that if we waste too much time there is no motivation to maintain the golf course to the level that it currently is because there is no additional revenue coming in. So please consider this in your reviews and do not deliberately delay this. That is my recommendation.

Mr. Duffin: Bill Duffin lot 654. One question on the 2018 survey that is going out. Is there any questions on there about us purchasing the golf course?

Mr. Costello: I think that can be added. The only problem I see there in all honesty is a lot of what is being said right now is all rumors. It is all different people have different ideas and they hear different things and they run with it. Right now we can ask but by the same token once we have these people come in and evaluate what we are looking at it could change a lot of minds in the end because of the fact that that were running with one set of information and the reality is once the study comes in it could be a totally different ball game. I think you are right we can ask the question now but I think that it is also going to take into effect is what the results are of the study.

Mr. Duffin: Ok I am hearing so many rumors.

Mr. Costello: That is precisely what I am talking about. I have people come to me and say I hear we bought the golf course. Where is that coming from? I don't get it.

Mr. Duffin: One of the things that I heard and sticks in my mind is somebody suggested we have 25% of the residents here that are member of the golf course why don't they form an LLC those 25% of the residents and own the golf course themselves.

Mr. Costello: Many of the people who are members of the golf course a lot of them have told me they have no desire to buy it.

Mr. Duffin: That tells you something right there.

Mr. Costello: That is the way it goes.

Mr. Duffin: Thank you.

Ms. Pontious: I do think that a survey today would be based on emotion where a survey after we have the facts maybe then could be based on facts rather than emotion.

Mr. Duffin: Ok is that survey ready to be sent out to the people right now.

Ms. Pontious: We just tabled it till we meet with the West.

Mr. Duffin: Alright thank you.

Mr. Jeff Roland: I am at 3081 Dunmore. Just moved here in March. Heard lots of rumors that have been going on in the community. One was the restaurant closing and the other one was the golf course closing. We purchased our property because of the amenities that this place offered. Those included the restaurant and the golf course. I

come to find out that somebody else is managing the golf course. The CDD I don't know if they have any involvement whatsoever.

Mr. Mossing: No.

Mr. Roland: Do you have any input with them at all?

Mr. Mossing: No.

Mr. Roland: Ok that doesn't help me. When I came in March my wife and I both liked the golf course and I approached them down there about playing some golf and they told me I would have to buy a year's membership. In March to buy a year's membership is ridiculous because we were leaving in April. I found out I couldn't use the driving range either. So, I would make a recommendation to those guys because if I had moved in from January through March if they would come up with some type of 20 play pass or 10 play pass. If is \$40 a round ok I will pay \$40 a round and maybe give \$100 to be able to use the driving range. I don't mind paying my fair share. That kind of like gave a sour taste when I first got here because of the situation. These amenities up here I can't use it because it priced me out. That is all I have to say.

Ms. Pontious: I feel sorry for your situation and I apologize for that but it has been this way forever. Those suggestions have all been made numerous times.

Mr. Roland: Maybe that is why they don't have a play out here either. I come from a community in Granite City for 12 years so I know what you guys are going through. We purchased a golf course in Granite City and it is supplemented by tax payer dollars. There are ways that you can make money or break even on a golf course but you have to be servicing to the community. You have to have fair prices number one. There is so many little things you can do like charge for people who just want to use the driving range. People like to do that. There is a lot of things you can do and it is all a matter of style. I don't want to take this guy's figures 100% because I think there is ways he could have made more money on the golf course then what he is doing now. If you are stuck in a pattern of a hiring to manage your golf course then you are stuck. If you are not making money you need to take a better look at how you are doing it and what you need



to do to improve it. It effects your property values, it affects everything about this community in my opinion.

Ms. Pontious: The short answer is we have no input. Thank you.

Mr. Harven: Good Morning I am Ernie Harven Lot 759. First of all thank you for your service we really appreciate you all being on the Board. It is not a very thankful job but we appreciate your service. I hope I am not wasting your time but with regard to these ID's which I forgot to wear mine today we might make a unique sticker year by year or quarter by quarter that you can't fake and stick those on. In additional to my card I need to have that sticker that shows that I am a current resident as well. That might be helpful. Also, they could be put on our car windshield above the current sticker we have now so at least the guard or someone can look at the cars parked here. Thank you for your time.

Ms. Pontious: Good suggestion thank you.

Mr. Bruce: My name is Bruce I live off of Limerick. This is also regarding the outsiders. In some of the venues here we want outsiders to come in for example the restaurant and Bingo. The people that come for those public venues see that we a movie theater, the pool and a bowling alley and they realize well gee I can come in for that I can come in for the shows as well. I know that a number of people that are longtime residents claim I couldn't get into the movie theater because there was so many people and I am sure that I don't recognize any of those people and maybe these are the outsiders coming in. Yet they themselves don't wear their ID tags. You come to Monday morning coffee Christine you saw for a raffle that wore their ID. Nevertheless, people did not wear their ID's yet we complain of outsiders but who is say who is outsider when we don't check for ID's. Now the sticker I think is a great idea because then they are current. We have to come up with a solution someway. Thank you.

Ms. Pontious: Thank you.

Mr. Mossing: Madam Chair I would like to address the gentlemen's comment about the six months and being in a hurry to not delay the golf course issue. The owner does have two incentives for maintaining that golf course one is as he met in his summary

that sales center is very profitable for him. Having a golf course in good shape obviously drives his sales of his homes and he also I think this Board knows he collects a recreational \$9,300 per new home recreational fee. He has 270 lots remaining to be built. He has a three-year absorption so when we mention that it is a 3 to 4 year time frame that is when he anticipates his recreational fees are going to run out. That is when he absolutely wants to exist the golf business. He mentioned we do have a little time to do an analysis.

Ms. Pontious: Ok I see no one else in line.

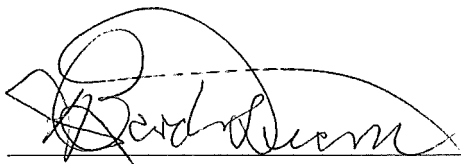
A resident: I take exception to what you are saying. Do you realize how quickly that course could deteriorate and how quickly it would become our job to fix it back up. I am saying do not wait until the three years are up because there will be nothing left of that golf course three years from now. If you think that is not true just go around to any of the communities that do have golf courses that have folded.

## **TENTH ORDER OF BUSINESS                      Adjournment**

Mr. Ference: I make a motion that we adjourn.

Ms. Van Sickle: I will second that.

On MOTION by Mr. Ference seconded by Ms. Van Sickle with all in favor the meeting was adjourned.

  
Assistant Secretary/Secretary

  
Chairman/Vice Chairman