

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

The regular meeting of the Board of Supervisors of the Lake Ashton Community Development District was held on Monday, **September 20, 2021** at 9:30 a.m. at the Lake Ashton Clubhouse Ballroom, 4141 Ashton Club Drive, Lake Wales, FL.

Present and constituting a quorum were:

Robert "Bob" Plummer	Chairman
Mike Costello	Vice Chairman
Harry Krumrie	Assistant Secretary
Steve Realmuto	Assistant Secretary
Lloyd Howison	Assistant Secretary

Also present were:

Jill Burns	District Manager, GMS
Jan Carpenter	District Counsel
Christine Wells	Community Director
Matt Fisher	Operations Manager
Alan Rayl	District Engineer
Annie Toth	Metz

**FIRST ORDER OF BUSINESS**

**Roll Call and Pledge of Allegiance**

Ms. Burns called the meeting to order at 9:30 a.m., called roll, and the pledge of allegiance was recited. Five supervisors were present constituting a quorum.

**SECOND ORDER OF BUSINESS**

**Approval of Meeting Agenda**

Mr. Plummer: The first for consideration is the meeting agenda. I would like to propose moving Item 12 to follow Item 6 so that it would put it right behind the presentations or questions for the security companies. Any other changes?

Mr. Realmuto: I think that's a good idea. I only question whether or not we should move "security" up ahead of the "restaurant." I know we have a presentation and some of our discussions on the restaurant can be rather lengthy. In respect for time, we could move all of those two basically, the security discussions up immediately above the restaurant.

Mr. Plummer: No problem. We need to vote on that change of agenda.

On MOTION by Mr. Howison, seconded by Mr. Realmuto, with all in favor, the Meeting Agenda, was approved, as amended.

**THIRD ORDER OF BUSINESS**

**Public Comments on Specific Items on the Agenda** *(the District Manager will read any questions or comments received from members of the public in advance of the meeting)*

Mr. Plummer: The third item on the agenda is the public comments. I have none.

Ms. Burns: I also have none. If anybody on the Zoom line has a public comment, you can use Zoom's raise hand feature to be called on. Looks like there's no comments on the Zoom line either.

**FOURTH ORDER OF BUSINESS**

**Consideration of Minutes from the August 16, 2021 Board of Supervisors Meeting**

Mr. Plummer: Next item on the agenda is the consideration of minutes from the August 16th, 2021 Board of Supervisors meeting. Are there any additions or corrections to the electronic version submitted to each supervisor? Hearing none. I would entertain a motion to accept or to approve the minutes.

On MOTION by Mr. Krumrie, seconded by Mr. Howison, with all in favor, the Minutes of the August 16, 2021 Board of Supervisors Meeting, were approved.

**TWELTH ORDER OF BUSINESS**

**Consideration of Proposals for Security Services** *(CLOSED session of Board Discussion Regarding Security Proposals Received)*

*\*This item was taken out of order*

Mr. Plummer: We're going to jump to Item 6. We can do the security by question and answer, or we can allow them a short period of time for a presentation. I think I see one of the companies here, but I don't see the other two.

Ms. Burns: One is joining via Zoom.

Mr. Plummer: There's one by Zoom?

Ms. Burns: Yes.

Mr. Plummer: Okay. Is everybody okay with that? Do we want to do a five-minute presentation from each one or do you want just jump to questions?

Ms. Burns: I think we could probably just take them alphabetically the way they're listed on the agenda, if that works. Everybody just give a brief introduction, just a reminder to everybody who is presenting that certain security information is exempt from a record's request. We can talk about the price, but we would ask that you not disclose the number of hours that are listed in your proposal. For example, if it's six hours of roving patrol, we don't want that referenced. There's not cameras in here, but any locations as well. Information that could be used by people who maybe have ulterior motives shouldn't be discussed. We are looking for general information about the company, prices are acceptable to talk about, but not specifics.

Mr. Plummer: The first one on the agenda is Community Watch Solutions. Also each Board member has a packet with their information if you want to refer to that as well. If you come to the podium, we'd appreciate it to get in the recording.

Ms. Williams: Alright, everybody. Good morning. My name is Morgan Williams. I am the account manager here for the guards with Community Watch Solutions. We have been doing service for you guys since about 2014, 2015. We've been here very long time servicing you guys with patrol as well as security at the gate. I know we only do the Lake Ashton side right now. I don't have an official presentation, we were told it would just be taking questions from you guys in general. We've been here for quite a while servicing this community. We love it here, the guards love it here and we've even had residents work with the staff.

Mr. Plummer: Are there questions for Community Watch Solutions? Obviously, they have been our provider for since 2015, is that correct?

Ms. Williams: I believe so. That's when I first started with, yes, and I've been here since then.

Mr. Plummer: You're familiar with this particular company? Go ahead.

Mr. Realmuto: I have two questions actually.

Ms. Williams: Yes, sir.

Mr. Realmuto: One is a fairly detailed one on the response to our request for a proposal. In it, there's a section on section five about response time.

Ms. Williams: Yes.

Mr. Realmuto: The third paragraph down basically says response time for the various maintenance activities are as follows, and then it's blank. There are no response times. Is that an oversight or is that something that should be filled in? You don't have page numbers, but I think it's the second to last page of the scope of services anyway. Section 5, "Response Time", third paragraph down.

Ms. Williams: Okay. Just a moment. What section was that again, you said?

Mr. Realmuto: Section 5, third paragraph. It ends in "are as follows:", and then there's nothing listed.

Ms. Williams: I'm looking at mine, and I'm not sure why yours doesn't. Mine just says "the contractor shall provide services within the amount of time indicated in this agreement".

Mr. Realmuto: That's the first paragraph. Just to save us time, you can skip that paragraph and the second. It's the third I'm talking about.

Ms. Williams: Yes, I see now. Now as far as our response time, if you're meaning, how quickly the guards are notified or anything like that if something occurs, they contact our guard house. We do have patrol on hands, so if we need to contact them quickly, we will. We also have walkie-talkies available that we're utilizing so that even if Christine has an issue, she has a walkie-talkie that she can speak directly to either the guard at the guard house or the patrol officer. As far as response time, it will be just as quickly as we get the information, we get it out, and we respond as soon as possible.

Mr. Realmuto: I assume if we were to choose you, we could add that to the contract, the response time.

Ms. Williams: Yes. As long as we get the information, then we act on it.

Mr. Realmuto: Thank you. You mentioned the radios. Do your roving patrol officers always carry the radios and are they operational at all times?

Ms. Williams: Yes, they are supposed to be. They should have those at all times. Christine requests that we have three, so she has one in her office, the patrol guard has



one, and then there is one at the guard house. We also have been exploring other options just to make sure because we know with service sometimes, you can't get through. So we have explored other apps like Zello, which you can download on your phone, and you can use whether you're here or at home, anywhere. Even if I wanted to reach them, I can chirp them and say, "Hey, we need this done".

Mr. Realmuto: My concern is that you always have a reliable method.

Ms. Williams: Yes, that would be an alternative backup if there are going to be any service issues.

Mr. Realmuto: My other question is a financial one. I believe back in April, you were asked for an estimate of what you'd be looking for, for the fall of this fiscal year that we're talking about now. We based our budget on that, and then the proposal that came back exceeds that by \$36,500. It's quite an increase that's being sought from the current rates we're paying, the hourly rates. I'm just wondering why that change happened from April to now.

Ms. Williams: I know she said not to get into specifics.

Mr. Realmuto: We can talk about dollars, not hours. Hours haven't changed, so the hours are the same for everyone out there. We're talking about the dollars.

Ms. Williams: Yes. With the current environment, of course, a lot of things have changed and I even had to share with Christine that right now. Our guard's starting pay is \$10.50 which is very low. Anytime we have someone that gets sick or has to leave or can no longer work for us when you're talking about hiring in this time, and someone calls and they ask what's the pay rate and you tell them \$10.50, they won't do it. It's very hard to get people hired on for \$10.50, they can go make more at McDonald's if they choose to. So we had to get the price point to a point where we can compete with other companies as far as what they're paying their guards and so we can get quality guards here that are going to do the job that you guys require.

Mr. Realmuto: Understood. I believe what we pay you, the estimate provided in April was roughly \$16 an hour.

Ms. Williams: Yes, sir.

Mr. Realmuto: Now under this proposal, it's \$18 an hour.

Ms. Williams: Yes.

Mr. Realmuto: I'm talking about the base rate. We don't need to get into the details of all the others. Basically, it increased by two dollars in April, and now another two dollars. I think we asked, I'm not sure what your average is or what you plan to increase it to. But certainly, it's not by four dollars an hour, which is essentially what you're increasing our rate for.

Ms. Williams: Yeah. We're looking at go from \$10.50 to \$13 an hour for starting pay for the guards here.

Mr. Realmuto: So you're giving your guard a thirty-percent increase?

Ms. Williams: Yes, especially in order if we're going to hire because even if we didn't give them the increase, we wouldn't be able to hire someone coming in at \$13 an hour where we have people who've been here working as long as they have been with that same amount. So to be fair, that's what we would do. Yes, sir.

Mr. Realmuto: Okay, thank you.

Ms. Williams: No problem.

Mr. Plummer: Other questions? If not, thank you very much.

Ms. Williams: No problem. Thank you guys. We appreciate you.

Mr. Plummer: Next on the agenda is DSI Security Services.

Ms. Burns: Valerie is joining. Valerie from DSI is on the line. Valerie, can you hear us?

Ms. Valerie Scott: Yes. Good morning, everyone, and I apologize for the confusion about in-person versus Zoom. I believe Rich Hunter is also on the line. If you see his name, he is the Regional Manager over Central and Southern Florida operationally. Again, I apologize for the misunderstanding, but thank you very much for having us. I will try to be brief with an overview about DSI. We are a 52-year-old organization, third-generation family owned. The management team out of the Tampa branch office that would support this particular community has a combined almost 100 years experience between the four management team members: Rich, myself, Bill McLeod, who's operations manager, and John Thacker, who's operations supervisor. I actually personally have some experience with Lake Ashton from years back when I worked for the Budd Group and had the account. I have now been with DSI for around four years, and we have an established relationship with GMS and a couple of other communities.

When we visited Lake Ashton and spoke with Christine, it brought back a lot of memories for me. I am not trying to talk about hours, our understanding is that we've got unarmed but uniform security at the main gate. We've proposed a golf cart patrol, utilizing a community-owned golf cart. We've proposed installing our partner track tick as a guard tour system with RFID checkpoints throughout the community. That system will provide grounds verifications, daily activity reports, and real-time incident reports. You can be anywhere over the weekend and realize that some delivery is going to happen and you can send a notification to the security team via that device. We would be providing seasonal pool rule enforcements and event security based on room rental. That's how we understand the scope of the work at this point and of course would expect that our ability to learn more to come through the transition period. Did you want to discuss pricing or can I just open it back to you to ask me whatever questions are relevant and important to you?

Mr. Plummer: You can bring the questions to us. I'm sure if there's a pricing issue, somebody will ask the question.

Ms. Scott: Well, again, that's the scope of work as I understand it. We would love to partner with Lake Ashton and grow our relationship with GMS. I know firsthand, it's a wonderful community and I would love to be back and part of it, and I am happy to answer any questions that you have. I see Rich is on as well, and I believe he might be driving, so he may just be on by picture.

Mr. Plummer: Questions for DSI, you obviously have their packet as well and have had it for some period of time to go through and the numbers are there. Are there any questions for DSI?

Mr. Realmuto: I have just one for DSI, and it's I guess in a roundabout way of financial question. But in looking at your proposal, you don't have the number of hours there, but by doing the math, essentially, you seem to be basing the pricing for the gate patrol on a 364-day year. Is it possible you missed a day in there and would that mean that amount increases by the number of hours, the gate is manned for the day?

Ms. Scott: If we're looking at the pricing form, which in our package is page 38, is that what you're looking at?

Mr. Realmuto: Yes.

Ms. Valerie Scott: You're saying the very top section?

Mr. Realmuto: If you do the math, I did the math, and you multiply it 24 times the number of days, it comes out to essentially one day more because I believe excluding holidays, there were 359 non-holiday days in the year.

Ms. Scott: I'll crunch the math for you, I have no problem doing that, but I think what might have happened is where you've got—let me take a look, I haven't looked at it just this morning. I'm wondering if do we have holidays listed separately?

Mr. Realmuto: I did the math. Your proposal, and this is just for the gate hours, is \$174,332 around it. If I add in the missing day, my point is it would be \$174,819. If you could confirm that, that'd be great.

Ms. Scott: Okay, one second.

Mr. Plummer: Maybe we are going to cancel a day this year.

Ms. Scott: What I did 2,029 times 168 times 52.14. I apologize.

Mr. Plummer: I'll assume the bid is the bid and we'll stay with the number that you submitted.

Ms. Scott: One second.

Mr. Realmuto: The difference is just under \$500.

Ms. Scott: Yeah, it's very insignificant and actually the holiday up-charge, so 30.26 times 9. I think what the difference is is I took out the holiday up-charge and not the holidays, so yes, we will adhere to this number. It's an insignificant difference and I believe that's what I did.

Mr. Plummer: Other questions? Hearing no other questions, thank you for your presentation. After we receive the third presentation, we will meet and continue the discussion on these and may or may not make a decision at the end of the meeting depending on how the discussion goes. Again thank you for your presentation.

Ms. Scott: Thank you very much for your time.

Mr. Plummer: The next one would be Securitas.

Ms. Burns: Is anybody from Securitas present?

Mr. Plummer: He's not on Zoom? Okay. You have Securitas' information in the packet. Obviously, we will not have them here to answer your questions.

Mr. Realmuto: I just want to confirm my understanding of their proposal. Their bid is unique in that it did not seem to include a separate rates for holidays. I just want to confirm that that's correct.

Mr. Plummer: That is correct.

Mr. Realmuto: Okay. Thank you.

Mr. Plummer: Discussion on the three proposals?

Mr. Realmuto: This is where we can discuss anything essentially other than the hours and any other operational security procedures.

Ms. Burns: Anything that's not operational or the number of hours would happen out here in front of the public. Then if we're going to talk operational or hours or locations, then we'll take that in the other room.

Mr. Realmuto: Obviously, these quotes differ in price, but what's most notable to me is that they are all significantly over what we budgeted. As you all know, the ink is barely dry on our budget. We just passed it at our very last meeting. Well in total in this agenda, this isn't just security now, but I want to bring to the Board's attention and they did give you all a handout on this. The unbudgeted funding request in today's agenda totaled between \$63,000 and about \$143,000. That's what we're looking at approving in unbudgeted expenses today. That doesn't include the two Alan just handed us, so that adds \$7,500 to that one. We're talking about almost potentially spending \$150,000 that we didn't include in the budget we approved just last month. I think we need to keep that larger picture in mind. Again if you have any questions about how that was calculated, it's all there on the handout. I think you should all have in front of you. My point is even the lowest of the proposals we're considering is \$36,500 over what we budgeted. That's significant and I think we're going to need to discuss ways of reducing that. I guess we'll do that in closed session. By the way, I just want to acknowledge I personally think that security is one of the most important, if not the most important services we provide here to the community, so we need to have it, but we also need to be fiscally responsible. Again, I just think we need to keep that in mind.

Mr. Plummer: Thanks for the additional crunching of the numbers there, Steve. I also had handed out a comparison sheet as well for you to go that crunches the numbers as well. Are there other questions? I think there are some operational questions that we

really need to talk about which are not able to be discussed in the open meeting. Shall we take that 5 or 10-minute recess to close meeting?

Ms. Burns: Correct. What we'll do is we'll pause the recording for everybody here. We are going to go into the cinema for a few minutes to discuss operational or hours that are not disclosed. In the Sunshine law, no votes will happen out there. The Board will have a discussion, they'll come back if there's any vote that would happen out here. I don't think we'll be more than what? 5-10 minutes. We'll hop in there and then we'll be right back.

Mr. Plummer: We're back on the record. I believe that what we're going to do is we're going to continue to investigate the proposals that we put out and come to a decision in a future meeting. There are some operational things that we want to talk about. Anything from anybody? If not, we'll move along. Next item on the agenda, the restaurant.

#### **FIFTH ORDER OF BUSINESS**

#### **Restaurant**

##### **A. Ashton Tap & Grill Update**

##### **B. Presentation of Restaurant Financials for August**

Mr. Plummer: Speaking of the budget, I think it's time to move to that area and discuss the numbers and proceed in that regard. Budget numbers, Jeff?

Mr. Brown: Supervisor Steve, I, Dennis, and Annie had a discussion last week and reviewed some of them. There were things we were asked to change in the original budget, which we did.

Ms. Toth: Good morning everybody. Talking about August financials, that will be the first step. We are at 28-day month, the revenue declined in the month of August from \$1,602 to \$1,440 per day, a drop of \$137 or \$10,101 per week. Our strongest week was Week 3, and our weakest was Week 4. We had an illness in the family with one of the entertainers. So we had to cancel entertainment at the very last minute. Sunday Fun-day is still driving revenue and drive sales for pretty much every week very consistently. Our average ticket is very similar, it's \$1,587 for the day versus last month was \$1,580. Catering was up a little bit with \$291 in total for the month from \$11,041 due to two, actually, one of them was a resident and then the other one was an outside catering event. We had a birthday and then we had our "Cheeseburgers in Paradise". We were up a little bit \$291. We talked about how catering is not pulled with the register system

automatically from our see to it accounting software. Food cost. Food cost had climbed from 36% to 36.4%, and that's from general cost of buying the ingredients. Inflation is high and prices are rising as the result of that. Just so you know, the anticipated changing by the end of the year. Meat is going to go up 4.5% to 6.5%, and produce is going to go up 2% to 6.5% percent total price increase, and that's talking to the vendors and all the supply chains nationwide. Our labor had climbed to 5% from July. The dollar amount was not that much of a difference, it was only with \$275. The sales were lower for the month of August. July's labor was \$34,813 versus August labor was \$35,088. Over time, it went down to \$929 for the month. Out of that \$644 was due to the change of our executive sous chef being promoted to be the chef. That was the last week that he actually was getting hourly pay and worked 55 hours so we had overtime because of that. We are seeing and will continue seeing the impact on labor with the minimum wage going up as of September 1st, our bartenders now make \$10 an hour versus \$8.56, which is 1.2% increase, and our servers make \$7 versus \$5.65. That's a 1.24% increase right there. With direct expenses for the service contract credit, I talked to Jeff and we actually had a equipment maintenance for the month of May and the month of June, we were charged twice. It was a credit back to you for \$718, and I can email you the information Steve if you'd like. Absolutely. Credit card charges were \$1,452 for the month. Matt's balances credit card charges quarterly and charges don't hit in a line with the accounting periods. The overcharge on the invoice, it's \$13,669. That represents \$3,117.25 per week up from the prior month of \$2,628 or \$657 per week. I know you all get my weekly statement as well that I had started a month ago or so. It just stated that we're working on a farm menu. The farm menu actually is completed 95%. There's a few things that we need to make changes on which we need to include the price increase of 5% because of the inflation for the wine and just adding a couple more items back prior request on the menu. Effective October 1st, we will have the new menu in the restaurant. We're doing some fun things for the residents and the community. Our happy hour changed from 2:00-5:00 p.m. to 4:00-6:00 p.m. Monday through Sunday, and there's a couple of different things that we will be doing. On that, I will have more information to follow. Just one little thing as far as the restaurant comes October 5<sup>th</sup> with the new menu, we will have baskets of garlic bread presented for dine-in only on each table for you all, and that's an added feature really that



we're doing with residents that are dining in the restaurant. Introducing our monthly report called MMR and that's just the fun thing. It's an online magazine of seven pages that Matt requires for me to do when I'm not the best at marketing. I hope you'll like it and if you have any questions, please let me know on it. But we wanted to include some fun things. We wanted it to include data as well as what we do for the month and then what's coming up the next month. Matt is reorganizing the District operation in the Florida area. I don't have too much information right now reporting to Dennis, and if there's anything that you have positive opportunities and or concerns, it would be good to get a hold of me and I will get a hold of Dennis and we can ask questions.

Mr. Krumrie: Annie, I have a couple of comments here.

Ms. Toth: Yes, sir.

Mr. Krumrie: Under labor and food cost, they're both going up, especially laborers that either have 1.24%, but I think it's something in the area of 60.8% or 19.2%, for make this bartender or waitstaff? But you talk about a 5% increase. Can you assure the Board that your 5% increase is going to cover the additional food cost and additional labor costs?

Ms. Toth: It's all about revenue. Right now we're slow and we are actually seeing a little bit more footsteps in the month of September, which we're very excited about. That direct mail that we had done a few months back from our corporate office, we see a lot of feedback. We see those coupons coming back and we just need revenue coming in. We need the catering on the ballroom side and support from the residents. I hear and I see a lot of new faces on karaoke. Also on the weekend, I see a lot of new faces that we haven't seen a couple of months. So slowly, but surely, it looks like the community will be coming back and revenue will cover that 5%.

Mr. Plummer: Any other questions?

Mr. Realmuto: Annie, I wanted to thank you for the detailed financial report. I think that's very helpful. My high level summary, as Annie said, it's all about revenue. The basic problem with August as prior months is that essentially revenue is down, the number of people largely is down visiting the restaurant. You can see that in the analysis that is also in your packet. For August, I believe it's the income being down that accounts for the increase in the bill, the invoice amount we get, the deficit. But my concern, especially going forward is the expenses. So income was down, meaning we had fewer people



visiting, so fewer meals, but expenses stayed level. I'd like to see the restaurant able to react more quickly when they see revenue down and it's going to happen in the summer months that we reduce expenses. It does look like you've taken a lot of steps in that direction, but the restaurant needs to be constantly vigilant and agile in keeping the expenses in line with the revenue. The revenue is what it is and there's things you can do to improve it. You're making steps there. In fact, looking ahead to September, it seems you've done some things recently that were perhaps improving the performance of some of the slower days like Tuesdays and Thursdays. I just want to encourage you to continue that. It seems to swing rather erratically based on what the special is that particular week for the Tuesdays and Thursdays. Hopefully, you're getting dialed in on that and you can work forward.

Ms. Toth: Very much so. I think for us really to be there every day and to ask you questions and then see what you're looking forward to coming down to the restaurant, our servers are encouraged to talk to you and see what you like and what will bring you back to our restaurant and its over our great service, yet, food will make it or break it. We have great special drinks, but I know food and servers will make it. Everyday communication with you and talk to you and ask you, we're here to accommodate you to the best of our knowledge with the tools that we have in hand.

Mr. Realmuto: Following up on another topic. I think it was just the last meeting where we express the strong desire to bring in someone from Metz Corporate, perhaps the person that you report to, that had more restaurant experience as opposed to other types of food experience. I thought there was a commitment to do that by the next meeting or in a month. What I hear is that you're still reporting to the same person; has there been any progress on that? I think Harry said he would bring that to you and I don't want to let that drop. I want to see what progress we've made toward getting someone with the retail restaurant experience.

Mr. Krumrie: That's still on the Board and so far Metz has not moved on that particular subject.

Ms. Toth: We don't have an answer on that. They are still going through some changes and Jeff certainly will answer questions that I have, although I don't report to him. I know he's been with us since the beginning and Dennis also is very much available

every day and I talk to him as much as I have to. If you all have any questions, let me know and keep in touch via email and I will certainly bring it up to Metz. We are making those changes and they're looking for support for me with more restaurant experience.

**C. Restaurant Financial Dashboard and Analysis** *(requested by Supervisor Realmuto; all back-up pertaining to this item provided by Supervisor Realmuto)*

Mr. Plummer: Are there other questions for Annie? Seeing none, Steve, you're next on the agenda for the dashboard. You want to do that now?

Mr. Realmuto: Yeah, I believe that's next up on the agenda. I won't go over things that are pretty much similar. The report was included in the agenda packet, so hopefully everyone's had a chance to look at it. I'm just going to very briefly bring your attention to two things that have changed on the second page of my section, where it says the Ashton "Tap & Grill monthly sales revenue". I want to point out that in that graph, I've now stacked essentially the catering revenue with the restaurant retail revenue. We had no budget really for catering. So I want to point out that the last column there, the one on the right is budgeted retail sales and that does mean retail sales. That's the budget for the restaurant. So we're comparing catering revenue plus restaurant revenue to what was budgeted for the restaurant. If there were budgeted amounts for the catering, that red line would be higher. I just want to point that out because it was a change made to the graph to be at the stack, the catering with the retail sales. Finally on the last page, that includes the day of week averages. I think this was this was actually pointed out in the report from Metz. As they point out, the average daily revenue has declined significantly in the last month, but also in the analysis I do here where we look at the first half of the calendar year and the second half to date, which is the July to September. The July to September numbers are down and the daily revenues declined by \$866 a day, and quite frankly it's a lot more for the month of August. That's the concern and what we need to either get back up or budget appropriately and bring expenses in line with it. With that, if anyone has any questions, I'd be happy to answer them.

Mr. Plummer: Any questions for Steve? If not, thank you, Annie. You've got something, Mike?

Mr. Costello: Right now since the inception, since they walked in, what kind of money are we down? I know we're down quite a bit.

Mr. Realmuto: That's the first page. The only thing that includes expenses is that very first page and that's right off the invoices. According to the invoices, well, I include the estimate for September, which quite frankly is simply because it's a five-week month versus a four-week month. It's just the August numbers times 1.2 across the Board. Perhaps they may do better for September, I hope so. But with that assumption that you see there on the very first page, basically, we'd be down to \$235,000.

Mr. Krumrie: I have a comment on that too as well. Steve, are those the invoice totals that they billed us and what we paid?

Mr. Realmuto: Everything except the guest counts.

Mr. Krumrie: I don't believe those are the invoices we paid. I believe you did not include the \$60,000 that Metz contributed.

Mr. Realmuto: It was accounted for differently.

Mr. Krumrie: Some of these assets, some were equipment purchases, some were for operational purposes.

Mr. Realmuto: Yeah, that's true. But the bottom line is, that is the total deficit.

Mr. Costello: The bottom line is, even if you deduct \$60,000 just still looking at \$175,000. I fully realize that in the beginning there were things that had to be purchased for startup. No two ways about it, but it's still a considerable amount of money.

Mr. Krumrie: Mike, my comment to that is, actually two comments. One is, there is a start-up period involved. I heard that in the presentation. But there is a start-up period for any business that's starting a business. You can call it three months, you can call it a six months but there's a start-up period. Secondly, COVID. COVID was huge. None of us at the Board talked very much at length about COVID. The assumption was made that when the restaurant opens, everything is free of COVID and that didn't happen, you have to factor those in.

Mr. Costello: In the beginning, we did bring out the fact that we did not know at that time how long we would be dealing with COVID. The only thing there is the fact that these numbers are going down. They're not really coming up all that much. I realized it's time of the year. People have been at home too long and they're getting out. But we have to do some, hopefully, we'll see a better November or October than we have over the last few months.

Mr. Realmuto: I just want to avoid the revisionist history. This Board did discuss the impact of COVID. In fact, Harry even before we approved the contract we came to you. You had them revise the numbers down because of COVID. That was taken into account to the best of our ability, first of all.

Mr. Costello: Everybody who presented was reminded of the fact that we did not know how long and they all agreed these were the numbers. I hate to say it, but we're nowhere near the numbers we were given.

Mr. Realmuto: The concern here is if you look at that chart that I provided on the first page, the net income over deficit, you'll see that the impact from opening essentially is in the first two months. It really doesn't go beyond that and the numbers are trending worse than that, not better. We know people are picking up their willingness to go out. That's going to fluctuate, of course, with current conditions as far as COVID goes. But that's the concern as it's continued to go down because we haven't been through the start of a busy season and that's what we need to keep an eye on.

Mr. Plummer: Okay, thank you. Yes, Annie?

Ms. Toth: I just wanted to mention one thing to you Mike. COVID is a big factor and I've been out talking to businesses and everybody is struggling with staff. We actually had four cases the last two weeks of COVID. You all had residents who had contracted and so if you were to look at the to-go's, to-go's are still very consistent and that means that people are just not wanting to come out. They'll still do the curbside pickup. One feature that I wanted to mention that we're going to do when the new menu comes out, we are opening delivery up to lunch and dinner to see if we can help the residents. I want to tell you a quick story how we do have residents calling during the day and placing an order and Kimmy would take the order and then one of you guys will say, "Well, can I have it delivered?" Then we turned them down at 11:30 and then they all want to talk to Annie. Of course, we're going to go ahead and jump in the golf cart and deliver. I can tell you we had about 35 the last three months deliveries during the day because either they just had COVID and/or had operations, hip replacement. We're doing everything with the community.

Mr. Costello: I'm not denying that. I think that you people have done just about everything that you've been asked to do. We realize that, but what I'm saying is from the

very inception, from the very beginning, when everybody gave a proposal as far as coming in here, we knew at that time that COVID was going to be a determining factor in which way this was going to go. In the beginning, I believe the numbers were 81,000. We've exceeded that, we are well over 81,000. Like I said, I don't want it to reflect on you. I think you've done your job the best you can. But you can't go door to door, knocking on doors. I can't expect that. You people are doing your job.

Mr. Realmuto: Annie, I think I heard you say that you've been doing deliveries for lunch essentially prior to the previously announced delivery time, I figure it was 4:00 to 8:00 p.m. Can we help you get the word out about that, perhaps by highlighting it in the LA Times and in an email blast? Is that formal or official?

Ms. Toth: Absolutely, yeah. That's something that we've talked about, Christine and I, we'll go on the early magazine as of this coming October. It's also an email blast I will do daily and also with social media we will make sure that the word gets out and certainly word-of-mouth as well.

Mr. Realmuto: Okay, I do want to encourage you to get the word out and do it on a periodic basis because, we could do it for a week, every day, but then the folks that are returning over the next three months might not know, so it's important to keep that word out.

Ms. Toth: Absolutely.

Mr. Realmuto: Okay, thank you.

Ms. Toth: Thank you.

**D. Consideration of Restaurant Re-Design Group Suggestions** *(requested by Supervisor Krumrie)*

Mr. Plummer: Next item on the agenda is consideration of a restaurant redesign group. Suggestions?

Mr. Krumrie: In this presentation today, first of all, I'll give you a little bit of history behind the restaurant redesign group. You notice it doesn't say restaurant redesign committee, it says redesign group. But we do have some notes along the way of each of the meetings. The restaurant opened almost 20 years ago. In that period of time, we've done very little to the restaurant in terms of updating the ambiance if you will. Actually, Annie and Joanne will both go over some of the improvements that have been made

historically. When I met with Christine back in April, I was speaking to some residents who would be good candidates for the restaurant redesign group. She came up with several, and based on the unique qualifications, we put together a group of six. Since then we have met weekly or almost weekly, for a period of time. The group has spent countless hours researching product, going online, calling vendors, etc. We've also talked to residents. This part of this whole deal is to get the residents involved in the restaurant. We now have recruited some residents to help us with some of the fabric design, not too much redesigned, but the materials that we have to sew and etc. What we wanted to do, our goal was to have the greatest bang for the buck, at the least amount of cost. We're certainly budget sensitive to all of this, but some of the timing is certainly not the best. Private funding was used to obtain samples, not to mention the cost of the drive to the various vendors and so forth. We think we achieved what we set out to do. This morning's presentation will confirm that. Our goal this morning is to ask the Board to approve priorities 1 and 2. For that to happen, we would likely have to adjust the budgets that we have designated for the restaurant as a whole. We feel time is of an essence, and this project will be necessary to close the restaurant at some periods during the project as it's going on. For example, if we're thinking that if we do it later in September, early in October, we'll close the restaurant until four o'clock, that will count lunch for a week. But we don't really know for sure if a week is going to make it or not, if it'll be enough time. The earlier we do this, the less financial impact it has on the restaurant's revenue. There's some priority that's necessary to this. We have to give them some priority. The prices we obtain, and some of them are wholesale prices that Anne is able to access and some that Christine has done some quotes for and so forth. With this in mind, I want to introduce the group. There's Anne Heaton who's standing before us. Joanne Cosec who's hiding over in the corner there, and Annie Toth is another member of the group. Then we had a couple of others who came in and came out or whatever you want to call it that. Without any further ado, let me introduce Anne Heaton again and you can continue with the presentation.

Ms. Heaton: I'm happy to share with you the ideas that we've come up with for our restaurant renovation, or as we affectionately refer to it as our asset refresh as the restaurant is an asset.

Mr. Realmuto: Your microphone's not picking you up. Can you maybe hold it closer?

Ms. Heaton: Okay. Before I get started, I would like to point out how lucky we are to have the neighbors who are so generous with their time, energy, and talents that they volunteered for this group. If this wasn't the case, this project could be much more costly than the budget that we've put together for you. What we have here is a diamond in the rough. The dining room is much the same as it was originally designed 19 years ago. It was last painted seven or eight years ago. The flooring has been redone, but other than that, it's pretty much untouched. The feedback and comments from the surveys that we've taken, show that the residents saying that the 90% of patrons survey rate the ambiance as fair, much the same as the feedback on the Focus 2025 survey. I have two pages here of comments on the feedback and the comments on the restaurant design. It's rated as dark, outdated, and uninspiring, it has even been referred to as having a nursing home feel. The true story is a resident brought in her family for a Mother's Day celebration. During dinner, one of her daughters looked at her and said, "Mom, I feel like I'm eating in a nursing home." I don't think that that's the impression that we want for Lake Ashton. The first impressions matter most, and our goal is to be invigorating and inviting. This will influence our daily sales, as well as our private catering and event opportunities. When people come in shopping for a venue, we need to outshine our competition. The data indicates that a restaurant who has experienced aesthetic renovations will show a 10-15% increase in sales, so that's what we would like. We brought the lobby up to date with no thoughts of a return on investment. We maintain our amenities with no thought of return on investment. This is an amenity that we may show a return on investment. We need to bring the lobby or the restaurant up to the new lobby standards. The customers will enjoy the uplifting environment; therefore, they'll stay longer, spend more money, and return more often. Potential customer shopping for a venue for their event will view Lake Ashton as upgraded and on-trend. They will be proud to bring their family and friends here. These are our plans to upgrade and update the restaurant. First, we'll start with paint. Paint will be a light color coordinating with the new lobby color and the hallway. The acoustic panels, this is one way that we'll be saving money, we have a group of volunteers that we'll work together to recover the existing panels and bright and fun fabrics rather



than the burnt orange that's been there for 19 years or 10 years. We plan to just have window treatments to flank the sides of the three center windows. It'll add a touch of sophistication, as well as help with the echo in the room and the noise level in the room. Table cloths and glass tops will help with the ambiance and the noise level, but most importantly, we'll save approximately \$10,000 annually for the cost of linen rentals. Just for your information, all the fabrics have been researched to make sure that they're certified flammability rated to the California standards which are the highest in the nation. We've incorporated some planters into the plan because there's been feedback from bar patrons, as well as diners that they would like a little bit of a separation between the bar and the dining room. The existing lighting is the original, which was designed to enhance the Mediterranean decor at that time. They are dark, heavy, and they look like they belong in a castle. The new lights will raise the level of lumens in the room and will enhance the relaxed lakeside atmosphere that we're going for. Chandeliers and light fixtures should be considered the jewelry in the room. The new cable railing will not only update and enhance the feel and look of the room, but it will bring us up to code to meet the new universal code for railings, that it's 42 inches. Our existing railing is black, bulky, heavy, and is only thirty-six-and-a-half inches. Therefore, the new railing will bring a benefit of safety with it. We'll be laying tile in select the areas along the step-up at the bar. The current tile is the original, looks dirty, dated, and there are some tiles that are cracked. We'll also be doing the treads and the risers on the six steps leading up to the raised platform. This will also be a safety feature as it will make it much easier for patrons to make the delineation between the steps that are all the same color now. In conclusion, Lake Ashton is marketed as the premier act of adult community in Central Florida. Ashton Tap & Grill appearance and condition needs to rise up to the same expectation. Ashton Tap & Grill is a community amenity serving residents in surrounding area. We have an aging asset here, and it's time for us to polish the diamond. We all know the challenge with the restaurant financially but keeping the status quo, we'll just keep things status quo. Hopefully, with some new design, we'll be able to help increase the bottom line, which I know is important to everybody.

Mr. Plummer: Thanks for the presentation. Questions, comments?



Mr. Realmuto: First of all, I just wanted to thank Anne and everyone serving on this group for all the work you've done. You've obviously put a lot of effort into it, and I think it represents a great long-term plan for the restaurant in improving things. I did have one question, I believe, that's probably more for Annie. The statement was made in this presentation that the data indicates that we could expect to see a 10-15% increase in sales from restaurants who experience an aesthetic renovation. Do you believe that what's being proposed will result in a 10-15% sales increase in the restaurant itself?

Ms. Toth: Yes, I do. Data indicates and if you were to read online, all the entrepreneurs, what they do with their restaurants, the owners upgrade or update and refresh inside and out material and get new china, get new glasses, change their menu. Therefore, that'll be more of an enticement for anybody going to the restaurant, to take a look and see how the atmosphere is. Yes, I do believe it 100%, 10-15%.

Mr. Realmuto: Now, here's where I test how strong that belief is and how you're willing to put essentially our money where your mouth is. Are you willing to increase the budgeted revenue by 10-15% if we complete these renovations and stick to it?

Ms. Toth: Yes. For the record.

Mr. Costello: Another thing there, I would like to thank people also for all the work that you've done. The only thing there is we can increase the budgeted income all we want, unless we hit the budget, it hasn't been doing good at all because we didn't make what we forecasted. I don't doubt that it'll bring more people in. Here's where the problem comes in. I'm looking at a sheet here where the grand total comes to \$42,705 on a business that's losing approximately, can I be comfortable in saying, \$200,000 for a one-year period?

Mr. Realmuto: Yeah.

Mr. Costello: I'm not saying to the nickel. I'm saying approximately \$200,000.

Mr. Realmuto: For a nine-month period, \$236,000 over a nine-month period.

Mr. Costello: I was being a little bit conservative for a nine-month period. Now, we're going to add \$42,000 to it. I'll be the first one to agree that the decor of our restaurant, it's nothing that I would think that most of the people would have if it was in their home, similar situation in their home, but that's a matter of taste. I agree that some of the things on this sheet should be done on some of these priorities. I don't agree with

the entire priorities, but I agree that we need to paint in there and different things I'm not going to go down the line. A business that's losing the kind of money that we're losing right now, to put \$42,000 into it, that's like throwing gas on the fire. It just doesn't make a lot of sense. I would think that maybe, and I hate to have somebody go out and do more work, but maybe you could come back with priorities where we could do it a little bit at a time and eventually get to where we want to be.

Ms. Toth: We actually do have.

Mr. Costello: Yeah, that's what I'm reading. That's what I'm reading. Priority A was \$15,796, B was \$8,896, C was \$1,813.

Mr. Realmuto: You need to use the microphone.

Ms. Burns: People in the Zoom, I can't hear you if you're not on the microphone, it's okay.

Unidentified Zoom member: We did want to come to you with opportunities to say, we can do it in piecemeal. We can do it in stages based on the budget to see those returns on investment if we need to. I've been in this industry since 2009 doing renovations at a major theme park. We are going to show the fresh look is also going to affect not only internal sales, but external sales as well because it is a reflection. I personally went through it when my son wanted to rent the venue for his wedding and it was not appealing at the time with a different vendor. To say I felt comfortable enough to invest in a wedding of \$25,000 when I couldn't feel comfortable by the service, that the food was going to be anything more than pizza from a firebrick oven. Those are the things that you have to realize. In the theme park world that I worked in, the increase was actually more between 20 and 22 percent on return on investment when a rehab and a refresh happened on these assets. Yes, we are losing money, there is no doubt. But at the same time, part of that is that overall picture of what does it take to get this asset back up to be the amenities that we all appreciate here.

Mr. Costello: The only thing there is other businesses outright do it with the intent that it's going to increase their profit. This is going to do is reduce our loss. I hate to say it, but you're looking at \$43,705. I have another piece of paper that was handed to me today that estimates unbudgeted funding requests between \$62,000 and \$142,000, expect the average of it and we'll say \$100,000. Yes, I agree that there are things here I

would like to see done, and I would like to see them done. But to do an entire phase of a priority, virtually impossible.

Unidentified Zoom member: We didn't come asking for that.

Mr. Costello: The way it was labeled as priority 1, priority 2, priority 3, it almost looked like you were looking for us to approve an entire priority.

Mr. Krumrie: Mike, I specifically spoke to that during my presentation.

Unidentified Zoom member: Correct.

Mr. Krumrie: I did not ask for priority 3, so there. Then you talk about the loss, Mike. We are at the same Board meeting when we approved a loss for the restaurant of \$150,000. Now, you pretend like it doesn't exist. Like you started out with zero. We started with a loss, \$150,000.

Mr. Costello: For this year.

Mr. Krumrie: Let's talk about the \$150,000 in the action.

Mr. Realmuto: That's a difference of \$86,000. Our loss exceeded what we expected in the budget by \$80,000.

Mr. Krumrie: I don't think it's that high, and you're projecting forward for the month of September, correct?

Mr. Realmuto: The number is not going to vary significantly. It's within \$10,000 and probably less.

Mr. Krumrie: I don't agree.

Mr. Costello: In the beginning when this was first brought to us, when the proposals were made, go back to the book that we were handed and the projections for losses by Metz, I believe was \$81,000. Yes, we're up to like \$159,000 for this fiscal year that we're going to be beginning. That was what we came up to.

Mr. Krumrie: Mike, do you want a restaurant or do you not want a restaurant?

Mr. Costello: That's not even a question.

Mr. Krumrie: That's the question, Mike. You have to answer that.

Mr. Costello: Do I want a restaurant? Yes, I do. But can I afford to go to people constantly and say to them because I'm telling you right now we're running lean to begin with, but can I go back to them and say I need X amount of dollars more because of the

fact that we dumped it into a restaurant that was already losing money. I don't think that's fair to the residents out there.

Mr. Realmuto: I actually agree, Mike, but I want to take it down a notch. The first thing we need to do is get the data we need to make informed decisions. I actually prefer to look forward rather than backwards because that's something we could do something about. Looking forward, Mike, I think it was a bit fair to estimate that basically we have a deficit in the restaurant of \$200,000 a year. Remember we close Mondays and the result of doing that, just last month, was reducing the projected deficit in this coming budget, the restaurant budget, operating budget, down to \$110,000. Their budget projects a loss of \$110,000 for starting October 1st, the fiscal 2022 year. Then we all know we support the amenity outside of that operating budget to the tune of at least \$75,000 plus any unbudgeted things. We're approaching the \$200,000 mark looking forward, I just want to point that out. I have a couple of comments; one is the surveys were used as a justification. I can understand how someone with a decorating background would look at the surveys and think that that's the primary thing, that there were a couple of surveys returned that addressed decor. I happened to request and read all of the surveys and quite frankly, looking at the surveys in whole, that's not the impression I get. It wasn't people's primary things. People care about the quality of the food and service. Those are the top two items. I don't think most of our residents are going to come or not come to the restaurant because of decor. That said, I do agree it needs to be done. There may be some difference of opinion as to the right time to do it given the current deficit in the amounts. I mean, this money has to come from somewhere. It doesn't grow on trees. My concern is everyone's had the opportunity to put in their requests for things in the budget. A dining room renovation was included in the capital reserve fund, but it was budgeted at \$10,000. Now, just one month later, you're coming back to us and asking for \$42,700 with number three. I think we need to consider that very carefully. Although, I want to see most of these things done, I don't know that now is the right time and I would rather defer it till we see how we've done over our peak season to see if it's going to be justified and there will indeed be a return on investment. Before any motion is made to approve any amount, I want to be able to get into the details of some of these because if we choose to do them, I think there is some that can be done a lot more efficiently and I'm very concerned that

quotes were not paying for anything other than painting. I was able to get two quotes, Christina paying for painting. Nothing else has been made available to us. As I've asked the engineer many times, we want to see quotes before we approve anything, and I think that's a requirement.

Mr. Plummer: A second, Mike. First of all, thanks for all of the the conversation here about the issue as word stands with dollars and cents and timing and all those. Thank you for the presentation. It was a great presentation and I don't think there's any of us sitting up here that don't want a restaurant here. We all want a restaurant.

Mr. Costello: I was accused of it.

Mr. Plummer: I have no problem with what you're proposing as far as in the long-term, how we get there, I think is what we need to decide and not necessarily whether we want to do it or not do it at this particular time. If this is what we want do, how we want to get there? Whether it's in one fowl swoop or whether it's over a period of time. But I think arguing about what profit loss is at this point is probably not going to be real conducive to try and make a decision and move forward here. Let's decide if we want this start down the renovation path and if so, get a timeline put together.

Mr. Costello: Okay.

Mr. Plummer: Now, if that takes a study with dollars and cents, then I understand that as well.

Mr. Krumrie: Let me say a few comments. First of all, we have right now in front of this, we have the support of Joanne and Annie, waiting six months, waiting a year, may not have their support. Then I'm going to ask you where you're going to get your support from. If we have to go out and hire an interior decorator to design that restaurant, we're going to be spending thousands of dollars just for the design. Our budget starts October 1, we do have \$10,000 in there. I also would propose that we take the \$10,000 from the kitchen redesign, and I want to say that hesitantly. Take \$10,000 in the kitchen redesign and add that, then move it over to the restaurant. That gives us 20,000. Then if we add up priorities 1 and 2, we're within \$4,000 of those two numbers. Hopefully, the Board would acknowledge that and say, you know what? We're kicking it out, we'll come up with the other \$4,000. From a budgetary standpoint, we're really only talking \$4,000, we're not talking anything else beyond that. We've heard clearly that this has a return on

investment. The \$10,000 you put into the pool pump didn't have a return on investment, but yet we had no problem doing that. You want to talk about return on investment because every amenity we have in this community, we get very little return on our investments. This is an opportunity to have a return on investment. We're waiting, we're going to get busy in the restaurant and it's going to cost us more money on the other side through a loss of revenue in a restaurant if we have to close to make these renovations, simple as that.

Mr. Realmuto: Isn't it true that we'd lose less closing during the slow season when revenue is cut in half? So closing June, July, and August, we'd lose a lot less money than closing in the season when things are starting to pick up?

Mr. Krumrie: I say to that Steve, good luck finding somebody who will make a presentation for you come June or July next year.

Mr. Realmuto: Frankly, I don't think that's fair. I don't think we should consider that almost threat, I resent that.

Mr. Costello: I think we already have the proposal, why would we bring somebody else to redesign what's proposed here? I don't think it's a matter of that, I think it's more a matter of like I say, if we hit midway on what we're unbudgeted, we're looking at a \$100,000. We're going to pour money into a restaurant that's losing money? I think that we should definitely go with some of the things that are on this. But to try and do everything at once, I think that we're going to bust the budget.

Mr. Costello: We'll talk about that.

Mr. Plummer: What I'm hearing is up here, sitting between everybody, is that there is budgeted money for \$20,000 in next year's budget. If part of the proposals that are coming are already in that budget, then we're not increasing the budget unless we went the whole route. If you pick the amount of money that's budgeted and work with those dollars and cents, we already have the money budgeted. It doesn't become a budget issue.

Mr. Realmuto: We have the money budgeted under the capital reserve fund. We did not believe just because we put the money in the budget, we would be in favor of spending it. We wanted to see how the restaurant was doing on net basis before we would be willing to authorize those funds. Just because a particular supervisor or we as a Board

may have been in favor of including it in the budget, we included it in the budget because we wanted to leave it as an option, something that we could do. If again the net warranted, some of us are probably not ready to do that. Look at some of those graphs, they're heading pretty much straight down. Now I'm sure the revenue is going to increase as people return, but we really need to get that under control and get a handle on that before we make the type of investment we're talking about. Mike's mentioned it, I mentioned earlier today that we're looking at just this meeting of a request for unbudgeted expenditures. The sheet I handed out says a \$142,600 with the two quotes Alan gave us today, that's actually a \$150,000. Mike, it's closer to the high end or is likely to be closer to the high end, depending on what happens with security. \$100,000 is definitely low, it will be over a \$100,000 I suspect that.

Mr. Costello: I was simply going by averaging between the \$62,000 that you gave us and \$142,000, which would be around \$100,000.

Mr. Realmuto: I'm pointing out that we're going to be spending a \$100,000 today that we're going to have to find in other areas of the budget, because I don't know where that's going to come from.

Mr. Costello: Harry, let me tell you something. It's not a matter of me not wanting to have renovations done in that restaurant. But I think for the residents, we have an obligation to do it in a way that is not going to break the budget. There are certain things in here. Yes, we're budgeted for, what is it? What was the budget?

Mr. Realmuto: For the dining room reservation, it was \$10,000.

Mr. Costello: \$10,000.

Mr. Krumrie: Kitchen renovations was additional \$10,000.

Mr. Costello: What's another \$10, so that's \$20,000. You're saying it's \$4,000 over. Can't we purchase glass for tabletops? \$3,600. Right there, we could wait on that and we're damn near a budget.

Mr. Realmuto: I have some ideas about improving the efficiency of some of these reservations, but I'd like to take a straw poll. I think what we need to determine is do we want to continue discussing this in contemplation of approving any of this at this meeting or are we in favor of deferring it? Because if we want to get into the nitty-gritty, we can go



through these. I think we need to discuss some of these line by line so that we fully understand them.

Mr. Plummer: First of all, I don't think you have the time at this meeting to go line by line and do that. We're looking at one more hour here before this room is going to be with other folks in it. We need to make a decision on which direction we're going to go. Are we going to study this and try to figure out how we can do with budget money and start down this process or are we not going to do the process?

Mr. Howison: I'd like to suggest that, for instance the glass tabletops that Mike raised, you indicated there would be a linen savings of \$10,000 or something like that. I'd like to see us come back next month with the numbers that do offset. What is the real return on investment for just the 10-15% increase in sales? But if we can reduce the cost of linens, then likely that's a step we might want to take. But if we look at it in that regard, it might make it easier to swallow. I think we all agree, we want the restaurant and I like the design. But we all know we're in a hole, a money crisis problem.

Mr. Costello: The only thing I'm saying is at \$42,705, it's a little bit hard to do at this time.

Mr. Krumrie: I think we're only asking for \$24,000, Mike.

Mr. Howison: The point is if we look at the offset in expenses, I'm not talking about \$42,000, I think we do go line by line. We look at what makes sense and what doesn't make sense within the \$10,000 or the \$20,000 that's budgeted.

Mr. Costello: The only reason I picked the glass tops, it was the closest that I saw immediately to the \$4,000 that we're looking at, that's why I picked that. Like I said, as far as it goes, I do want a restaurant. Do not allow anybody to tell you that I don't.

Mr. Plummer: What I'm hearing here is what we want to do is to see if we can rework these proposals to get within that \$20,000 figure then let us make that decision from there. Again, show the savings that we talked about with linens, etc.

Mr. Realmuto: If we're going to use the \$20,000 number, then we are also doing as part of that, the linen kitchen redesign.

Mr. Plummer: I think that's the only number we have to work. The \$20,000 is the only number we have to work with.

Mr. Krumrie: Correct.



Mr. Plummer: So it's impossible to do what Lloyd is suggesting.

Mr. Krumrie: I hesitantly would agree with you Bob, again mind you that by waiting another month, when we close the restaurant, it will only be busier in November as compared to this month.

Mr. Plummer: I understand that. But I also understand the division that I'm setting here with five people that have a different idea of all of it, and I'm not sure that if we make a decision right now that it would be in anybody's best interest.

Mr. Howison: If we look at this in its totality as a project, we manage projects everyday still. You'll put together that plan, we'll understand the numbers, and we'll look at it step-by-step where perhaps we can minimize the closure of the restaurant and meet halfway on this. Because I would agree with everyone that we just can't spend \$42,000 right now, I know you're only asking for \$24,000, but if we step back and I'm happy to work with you guys to lay out a project plan and to help anyway I can to look at the numbers, but it's just not something that I would recommend we go forward with today.

Mr. Plummer: I think that we don't get a lot of volunteers to step forward like that, so I appreciate Lloyd's suggestion that he get involved with that on the financial side and work with that because he understands what we're dealing with in this regard. We understand that you want the best for what we have. Quite frankly, I think we all want that. It's just a matter of getting there within what the dollars and cents are available. You have something that you want to say, Annie?

Ms. Toth: I just wanted to mention one thing to Lloyd, that after the budget was adopted we actually no longer have tablecloths on the table and we cut the expense literally in half. With what we spent so far this past year and what we are looking forward to is a significant amount of change of savings.

Mr. Plummer: Thank you.

Mr. Realmuto: The budget we approved, I believe basically took out linens, so there can't be a savings there. When I say it took out linens, I mean the tablecloths, just to be clear. That budget contemplates that, I believe. Is that right Annie?

Ms. Toth: Yes, that's right.

Mr. Realmuto: So there's no savings.

Ms. Toth: Yeah.

Mr. Plummer: To move forward here, let's let Lloyd work with the group to try to work within the budget numbers that we have and represent this in the October meeting and hopefully, we can move forward in one direction or another at that particular time with not only the group working with Lloyd, working with trying to figure out the dollars and cents side of it. Does that meet everybody's expectations here? Okay. Thank you.

Mr. Howison: Thank you.

**SIXTH ORDER OF BUSINESS**

**Presentations Regarding Security Options From:**

- A. Community Watch Solutions**
- B. DSI Security Services**
- C. Securitas USA**

*\*This item was discussed under the twelfth order of business that was moved up earlier on the agenda.*

**SEVENTH ORDER OF BUSINESS**

**Focus 2025 Review**

**A. Consideration of Additional Golf Cart Parking Option**

Mr. Plummer: Moving forward, next item on the agenda is the Focus 2025 review, consideration of additional golf cart parking options. Christine?

Ms. Wells: There was one proposal on a map included in the agenda packet, this was just to bring up as we are going through the Focus 2025 survey, there's a need for more parking around the amenities. This was just brought up as an option to see if supervisors do want us to gather more quotes to add some additional parking spots. It would just involve the striping of the basketball court to where if there is overflow parking needed for golf carts, then we can utilize that area. Again, just brought to see if supervisors want us to move forward and gather additional quotes.

Mr. Plummer: I think we all know that we're parking challenged and I think that looking at the options available is a smart move. But I think without any additional numbers in what we're talking about here, I think that the best move is to go back and get some quotes and see where we're at on it and then we can make a better decision about that. I don't think anybody here isn't in agreement that parking isn't an issue.

Ms. Wells: It's quite difficult to get quotes right now. So that's why this one was brought to you, because if you're not interested in doing it, it saves a lot of time. But if you want, we can make that.

Mr. Realmuto: Do we want us to spend staff time on getting additional quotes? My suggestion to Christine in our weekly meeting was maybe we can explore just making residents aware that the basketball court is available for overflow or additional golf cart parking and even during peak times of a big event, have someone perhaps directing them there and helping them park, just to see if it's needed and utilized and if we determine that it is, then we can go forward and get more quotes.

Ms. Wells: We can try that.

Mr. Realmuto: Okay.

#### **EIGHTH ORDER OF BUSINESS**

#### **New Business/Supervisors Requests**

##### **A. Presentation of Fiscal Year 2022 Maintenance Contract Analysis Spreadsheet**

Mr. Plummer: Next item on the agenda is presentation of the Fiscal Year 2022, maintenance contract analysis spreadsheet.

Ms. Wells: I included this spreadsheet in the agenda packet outlining what we currently pay for our maintenance contracts, which is aquatic plant management, pool service, and landscaping services. There was no increase to the monthly aquatic plants service or the semiannual aquatic plant management. There was an increase to the quarterly service which would be the addition of the area we've called Pine Island, which was a conservation area that was originally maintained by the golf course that once we took over got pushed to the side. So I did include that for supervisor consideration if we want to include that area starting in October. It is an increase of \$4,440 for the year and in Fiscal Year '22, there's a one-time fee of \$5,334 to get it into the state that it can be maintained on a quarterly basis.

Mr. Realmuto: So the total unbudgeted expense in Fiscal Year 2022 would be \$9,774, correct?

Ms. Wells: Yes, sir.

Mr. Realmuto: I just want to point out that the same proposal to do this with Pine Island was brought before the supervisors not more than a few meetings ago and we

essentially decided to table it by not acting on it. I understand that two supervisors wanted to add it in here, but this is just one of many examples of unbudgeted expenses that add up. \$10,000 here, \$10,000 there adds up to real money. This is part of what makes up that \$100,000 plus that was being requested today, I guess. I don't know where I stand on the proposal itself, but process-wise, I'm not happy to see it come up again as part of the contract renewal versus as a separate proposal. It's my belief that editions or expansions of contract should be considered by this Board separately so we can consider all the details rather than just the approval of the contract. For that reason alone and the fact that it's unbudgeted, I would not be in favor of that addition at this time.

Ms. Wells: There is one other area that we discussed that is only going to be a onetime service and then it can be mowed after that, and since we're talking about unbudgeted items, I was planning on bringing that to the October meeting. It would just be a one-time fee from applied aquatic to get it into a managed state to where it can be mowed. That would be included under Yellowstone contract.

Mr. Plummer: Sounds like the same thing you just said.

Ms. Wells: The second one I don't believe has been brought to the Board yet. Pine Island has.

Mr. Realmuto: I have no objection with it being brought to the Board, that's the way to do things. We bring it separately from the contract renewal and handling, and Christine and I have talked about that. But again, I do know it was that desire from at least a couple of supervisors to add it.

Mr. Plummer: Other comments?

Ms. Wells: In the Heartlands Pools contract, there is a savings of \$1,824 for the year. They did have a 5% increase, but we removed fountain maintenance, which made that a little savings due to removing the fountain maintenance. Though some monthly service did increase \$9,214 but the proposed amount of \$194,514 was included in the Fiscal Year '22 budget. So this is just the renewal process. They did have a 2% increase and added annuals being replaced three times per year, which gave you that \$9,000 increase and the renewal contracts included in the agenda packet.

Mr. Realmuto: With this change to the Yellowstone contract, I believe we essentially have an all inclusive contract. We shouldn't expect any other one-offs other

than areas that we choose to renovate or plant replacements. But everything else is included so there shouldn't be any surprises throughout the year, is my understanding?

Ms. Burns: That's correct.

Mr. Plummer: How do we want to handle these contracts? You want to vote individually or as a whole?

**B. Consideration of Aquatic Maintenance Contract Review**

**i. Consideration to Renew Agreement for Aquatic Maintenance Services**

Ms. Wells: I believe the next item was the review of the Aquatic Aquatic. So If there's any questions here, we have Telly Smith and Archie from Aquatic Aquatic. If you guys do have any questions on it, since that's the next item before the renewal?

Mr. Realmuto: As printed here, it does include the work on Pine Island to bring it up to speed and then maintain it for the year. My understanding from talking to staff basically is that even if we choose to spend this \$10,000 and do that, that it's probably not going to make the area look like what some of the residents who might be interested in that want to achieve. The only thing, and I welcome comments on this, that they can remove is essentially the nuisance exotic. Those pine trees aren't going anywhere and the natural vegetation isn't going anywhere. So I'd appreciate it if you could address that and what it might look like before and after.

Mr. Smith: No problem. I'm Telly with Applied Aquatic. In that area, what we can do as per the Southwest Aquatic Water Management District, is to basically trim or cut the woody vegetation down to a three-foot level. So yeah, you're right, it's not going to be mowed like it once was by the golf course. That was something that had been done for years that we had basically no control over and had nothing to do with. Essentially, three foot is where it would be cut to. You'll start have a nice view of the lake from the back porches, the homeowners, typically what they want is a view of the lake. I guess it's in-between deal on that. So yes, you're going to have maintained look, but it's not going to be mowed, if that makes sense. Does that make sense to you guys? You have a view but it will not be mowed like as a lawn would be mowed. I'm not going to get into the cost of the proposals unless we want to have that discussion, but the startup fee and then you have three quarterly maintenance fees. It was \$9,000 and some change, or \$8,000 and some change. It doesn't really make much difference, but the startup is actually one of

those maintenance events. It's the initial startup and then you have three quarterly maintenance fees following that. It does save you a little bit of money. Any other questions?

Mr. Realmuto: The point is it would it be reduced by one-quarter maintenance. I understand that.

Mr. Smith: That's a common mistake on our proposals and something when you read our proposals that it does get a little confusing.

Mr. Realmuto: I appreciate you bringing that to our attention, but it's also true that in future years, the ongoing additional costs would be the \$5,334.

Ms. Wells: The \$4,440 is the ongoing.

Mr. Realmuto: I'm sorry. I got the numbers reversed. \$4,440 plus any increases in the new year.

Mr. Smith: That's correct.

Mr. Realmuto: Thank you for clarifying.

Mr. Smith: Yes, sir.

Mr. Realmuto: I just want to point out that the Pine Island area we were talking about is not directly adjacent to any properties. There's a CDD land buffer, a pond, and the land on the other side of the pond, then you come to the Pine Island area. So there's hundreds of feet in between any house.

Ms. Wells: Yes, and we brought it up also because if you look at the map and the maps are included here, every wetland and conservation area around it is taken care of except for that one. So it was just to bring to the Board's attention again to see if we wanted to move forward with it.

Mr. Plummer: Moving forward. I think the question is for Applied Aquatics, do we approve it with or without that?

Ms. Wells: Yes.

Mr. Realmuto: That's exactly right. I'm going to move that we approve it without that addition.

Mr. Plummer: I'm confused. Let's see if we get a second before we do the discussion. Is there a second to the motion to remove the Pine Island portion of this? Hearing none. Is there a motion to approve the Applied Aquatic "including Pine Island?".

Mr. Costello: Before that I think we should let Lloyd make his comments.

Mr. Plummer: That's okay to do.

Mr. Costello: No. I understand. But I'm saying let's hear what Lloyd has to say.

Mr. Plummer: The motion died for lack of a second. Now we can discuss and move forward.

Mr. Howison: I'm just not sure I fully understand the impact. I know where that area is. I know that it used to be mowed. I know that we were in violation technically of SWFWMD were we not? We're going to remove invasives and there'll be continued maintenance. It will just be continued to remove those invasives every quarter and that'll maintain about a three-foot view.

Ms. Wells: It'll be manicured, but not mowed. The map that you see in my office that I showed you that there is mowed and that may be what they're thinking it's going to return to and it never will.

Mr. Howison: Okay.

Mr. Plummer: Other discussion?

Mr. Howison: How many residents complained, how big a deal was this?

Ms. Burns: I've heard of one complaint but I'm not sure if the supervisors are part of additional.

Mr. Plummer: I think there were more than one complaint. I don't think it was an overwhelming number of residents when you consider the total number of residents, but it was not a significant number, but a number of residents that are closely impacted that live there.

Mr. Realmuto: So how many residents complained to you Bob?

Mr. Plummer: I had four and one of them maybe the same one that Christine's talking about.

Mr. Costello: I know that the only complain I heard was the one person that I think you're thinking of.

Mr. Plummer: The one that's the common denominator was the loudest of the group.

Mr. Costello: Yeah.

Mr. Plummer: But that's not untypical when you have issues that only affect a certain amount of homes because you're not going to get people from eight blocks away to talk about it.

Ms. Wells: It didn't do you guys a service either that it was mowed before and then it let go and they assume that it needed to maintain again.

Mr. Plummer: That's the same thing we have over here.

Ms. Wells: Exactly.

Mr. Plummer: Exactly. We've omitted that one.

Ms. Wells: That one's a little different and that's someone I'll present next time to where we can actually mow that one down.

Mr. Howison: There's still going to be a one onetime charge.

Ms. Wells: Agree.

Mr. Plummer: What we have to do here today is either approve the Applied Aquatics contract with or without Pine Island. That's what it comes down to. We've had a motion to do it without, that motion failed for lack of a second. I'm going to assume I'm going to get motion here somewhere from to do with that, but we need to move forward here.

On MOTION by Mr. Costello, seconded by Mr. Howison, with Mr. Costello, Mr. Howison, and Mr. Plummer in favor, and Mr. Realmuto and Mr. Krumrie opposed, the Renew Agreement for Aquatic Maintenance Services Full Scope of Contract, was approved 3-2.

#### **C. Consideration of Renew Agreement for Pool Cleaning Services**

Ms. Wells: Heartland Pools has the pool maintenance and it's \$1,313 a month. I believe the contract extension just needs to be changed as an error and the extension part of it, that says \$1,330, but the contract from Heartland Pools is \$1,313 a month, four or five times a week, pool and spa service. As we discussed in the last meeting, they did add the spa and refill imbalanced four times a year at no additional charge.

On MOTION by Mr. Realmuto, seconded by Mr. Costello, with all in favor, the Renew Agreement for Pool Cleaning Services, was approved.



**D. Consideration of Renew Agreement for Landscaping Services**

Ms. Wells: Then we have the Yellowstone landscaping service contract as \$194,514 or approximately \$16,210 per month. In the agenda packet list, a spreadsheet to break it all on how much was charged for mowing and the stone is in there as well as mulch. There was also a scope of services that was updated included in the agenda packet. The one thing that was left off that I will send a jam so it's included in the extension is a service map of the areas that they are responsible for 42 times a year or 9 times per year.

On MOTION by Mr. Howison, seconded by Mr. Realmuto, with all in favor, the Renew Agreement for Landscaping Services from Yellowstone, was approved.

**NINTH ORDER OF BUSINESS**

**Monthly Reports**

**A. Attorney**

Mr. Plummer: We're down to monthly reports. Attorney is the first one on the monthly reports.

Jan Carpenter: We don't have anything special this month. Thank you.

**B. Engineer**

Mr. Plummer: It's always great when the attorney has nothing special. We'll move right on to the engineer because I'm sure he has something special.

Mr. Rayl: Thank you. Christine forwarded on to me a reminder letter from SWFWMD about the re-certification of the point 000 permit. This is the one that we need to have some repairs made prior to that certification being submitted. We had a quote come in from a contractor. He included more things than what are needing to be done or getting that refined. In the meantime, and I've done this and many other examples in the past, we just reply back to them, and we let them know that we're making repairs in order to make that certification, they're fine with that. That's how we'll proceed in this fashion while we get a contractor onboard. I handed out a couple of quotes, and we receive these all regardless, still have different dates, but they all came in at the same time towards the end of last week. If they would have come in at the date you see, I would've sent them to

the Board sooner. One is the emergency repair of the cart path of the hole number one, we had to come out and take some measurements, come up with some quantities, and this is the same contractor that's out here right now working on the flumes. Two things in this quote, you see it's for a total of \$3,250 to make that repair. They did not include something that I recommend we have, which is some fill-in sod stabilizing that slope after the repairs are made. What I would ask the Board to consider is if we could approve this with a not-to-exceed amount of \$5,000 then I can go back to that contractor and add those elements in to complete this repair. They will also be able to, for this flowable fill material, they've got have about 5-10 days of advanced notice if we can come away today with an authorization for them to proceed, they could add that to the tail end of their flume work. They wouldn't have to leave site and then come back again.

Mr. Howison: Would that eliminate the mobilization fee?

Mr. Rayl: I think we could. Yeah, I think so.

Mr. Howison: It's not a big number, but it's a number.

Mr. Rayl: Yeah. Right. When we go back to him talk about the SOD, I'll ask if that could be possible.

Mr. Realmuto: I think that SOD definitely makes sense, after all, we don't want it happening again, without that it would. Definitely needs to be done. I hope we can do the SOD for less than an additional \$1,800, but it needs to be done right.

Mr. Howison: Okay, so I'll make a motion that we approve a not-to-exceed amount of \$5,000 to carry out the repairs.

On MOTION by Mr. Howison, seconded by Mr. Realmuto, with all in favor, Cart Path Repair at Pond 20 with a Not-To-Exceed Amount of \$5,000, was approved.

Mr. Rayl: The second quote I handed out to the Board is for the next two pavement repairs that were of concern. One is the inlet on Heathland Lane that requires some curb replacement and also some adjacent asphalt in order to get that area restored. The second location was the centerline depression on Ashton Palms that the Board asks us to look into. We have this quote combined, both repairs being done at the same time for \$4,262.50.

On MOTION by Mr. Realmuto, seconded by Mr. Krumrie, with all in favor, the Quote from S&S Contracting for Curb and Pavement Replacement, was approved.

Mr. Rayl: Thank you. Some summary items, the paver repairs at the entry have been completed. Took him a couple of tries, but I think it's been done satisfactorily now. Additionally, the other pavement repairs that were ongoing in the community had been completed, and we've reviewed them to make sure they did do all the work that was originally prescribed. We verified their constructed quantities and forwarded their invoice with a recommendation for payment. As I mentioned a little bit ago, the flume work is ongoing right now, and we'll try to make sure we can coordinate that cart. The cart path or number 1 repair at the end of that work. The two other items, one was about a bridge meeting, Supervisor Howison prepared some notes for that. I'll let him cover that if that's all right.

Mr. Howison: Yeah.

Mr. Rayl: I'll close with, I just want to let the Board know, Garrett Poston with our offices here in today, I think most of you met him, seen him or got an e-mail from him. Garrett will be here next month. I'll be out of town next month, but he will be here working on the things we've talked about today and some of the upcoming things we got. With that, I'll be happy to answer any questions.

Mr. Plummer: If there are no questions for Alan, we'll move to Lloyd in regard to the bridge issues.

Mr. Howison: Yeah. I'll keep this very brief. Alan and Garrett and Matt and I met with a gentleman by the name of Tim Chris from Greenway Bridge Company last Friday. We inspected just two of the bridges, our two longest and the two that demonstrate the most wear. We learned a good deal of useful information, and really much of it was good news. Despite the appearance of the bridges, he estimates a minimum five-years useful life without any further intervention but does recommend a program of annual maintenance. I won't go crazy on this, but he did recommend against the installation of running boards. Also indicated that flipping of the boards was not an effective means of maintaining these bridges. Our intention is to come back next month and present a long-

term bridge management plan to the Board along with cost estimates for that, and that would include annual maintenance re-decking and also include disposition of the existing bridge behind the hole one as an option at the old bridge.

Mr. Plummer: Yeah.

Mr. Howison: I'll leave it at that.

Mr. Costello: Will it fall within the budgeted amount that we have right now, or are we looking at excessive amounts of money?

Mr. Howison: Over a long term, we're looking at a lot of money.

Mr. Costello: Yeah, but I mean for the year.

Mr. Howison: What we intend to do is to try and create a plan that-

Mr. Costello: Exactly, precisely that's what I'm saying we're going to stay within budget as the years go by.

Mr. Howison: Yes, exactly.

Mr. Plummer: Good news, budget-wise, finally.

Mr. Realmuto: That's the way we need to operate, within budget and planning. Once they come to us with a long-term plan, we can put it in the capital plan.

### **C. Lake Ashton Community Director**

Mr. Plummer: We'll look forward to the plan in next month's meeting. Thank you, Lloyd. Next on the agenda is the Community Director's report.

Ms. Wells: The Community Directory Report was included in the agenda packet. I'll just touch on a few things just to get things rolling. We have advertisement of 2022 entertainment series and feature shows via an insert in the newsletter for September. Renewal ticket sales will start October 1st. I do want to mention, and I have mentioned a couple times, but just in case people are seeing this that have questions, Doo Wop Reunion is part of 2020 entertainment series, so anyone purchasing a ticket then will still be able to see those shows. It's not part of the 2022. We still have tickets on sale for October Fest. You'll see a list of activities we have coming up. On October 25th, Snow World tours will be here to go over best trips for 2022. You'll see you have the Monday Coffee schedule here. I do want to point out on October 4, City of Lake Wales will be here, and the Mayor, City Manager, and Director of Economic Development to discuss

the development that just passed some approval stages, that's on the East side of the community, 6,100 home or unit development. We'll be sending out a blast asking for questions. The two people that requested it, I did send them a note letting them know that they'd be here. I've already started receiving questions in. My hope is to come up with a list of questions to give them ahead of time so that there'll be addressed at Monday Coffee on October 4th. We also are going to start room reservation renewals November 1st and the applications to renew the room rental will include the part of the joint immunity policy that states the rules they need to follow to be a club group or organization. Also, we've had an increase in use at the bowling alley, so our suggestion was starting November 1st that staff is going to reserve Sunday as an additional open bowling day. So it'll be open bowling Saturday, Sunday, Monday, then league play from Tuesday through Friday with a maximum of two hours that they can bowl. We've had an increase in leagues and it's taking up the time for people to have open bowling options. Is there any objection to that? I believe in the joint immunity policy, it says a maximum of three hours, so it'll be a little bit of a variance just for this bowling alley, so we cannot offer it to many people.

Mr. Plummer: I don't think we have any objections to staff handling the accommodations to make sure everyone has an opportunity.

Ms. Wells: Perfect. Then we also are going to start a events committee. I've already submitted an article so that residents can choose to join this. It's going to be an advisory group just so we can evaluate some of the activities that we're doing here and see if they have ideas for new activities. The criteria for it will be an application. It's open to everyone, whoever would like to be part of the group, and there's going to be maximum of 10 people in the group. That's going to be in the October LA Times. Any questions on the things in the report? Perfect.

Moving on to the project tracking list, I just have a couple of updates for supervisors. First of all, the bowling alley roll point inspection or roll point system, we actually got the plans installed and I'm so happy to say that I sent the final invoice to insurance for this project. So we're just that much closer to being on the completed projects. Also I got an update for the game room chairs, they should be here the first week in October. But are expecting them to arrive at the warehouse the end of September and they have to put them together and they will be delivering them the first week in October.

Handicap door opener will be installed this week on the East door. I went over everything there. I believe that's all I had. The completed project list, you'll see some items there. I'll leave them on for a month and then take them off the spreadsheet just so supervisors can see that. Working with insurance on the cooking oil spill. They did ask me where we were getting with the cooking oil company. I'll talk to you guys about that and then we'll move forward with that. But we haven't forgotten about that as well. That's all I had for that.

**i. Consideration of Upgrading Emergency Phone to FirstNet**

Mr. Plummer: I think the next item you have is the FirstNet.

Ms. Wells: This is to add FirstNet to the Kings 3 Emergency Phone that's out in the pool. It would be an additional \$10 per month to add that service to the pool phone that's not there currently. I did look on FirstNet also to see if we can get approved other means to have a more effective use versus just being the pool phone and they're waiting on verification. I have to send a letter with a company letterhead.

Mr. Plummer: Obviously, the problem at the pool is an important piece of equipment that gets used very infrequently.

Mr. Realmuto: Yeah. The point I wanted to make and Christine and I talked about this a little bit is that phone basically just has a single point of contact as you know, it calls the dispatcher. So I had asked Christine if there's a way of getting a more general-purpose one for government and emergency management purposes and that's what she's looking into. If we have that, that certainly is more useful because we can get in contact using that with whoever we need to. The amount's small so I just question if it's necessary. I don't know that that phone's ever been used. I know we've tested it and it works, so that's good.

Mr. Plummer: I have a question. What other governmental agencies do you want to contact at the pool?

Mr. Realmuto: I'm sorry. This would be a general-purpose. I think that's what you're applying for.

Ms. Wells: Yeah it was for as general-purpose phone to be used for all operations.

Mr. Realmuto: In addition to, I guess.

Mr. Plummer: It's an addition, it's not the same part.

Ms. Wells: Exactly.

Mr. Realmuto: Then there's the question if you are approved for that, do we really need to add that \$10 a month to the pool?

Ms. Wells: I would just say, you have constant service at the pool should there be a network failure, it was really the purpose behind it.

Mr. Plummer: You're going to bring that additional information to us the next meeting?

Ms. Wells: I can.

Mr. Plummer: Okay.

Ms. Wells: Do we want to wait to see about moving forward with this until I get the other information?

Mr. Plummer: Are we out of service with it?

Ms. Wells: We are not. Wait, you said, are we out of service?

Mr. Plummer: Yeah. Is it working?

Ms. Wells: It's working.

Mr. Plummer: Then why could we not wait?

Mr. Realmuto: I don't see any reason we couldn't wait.

Ms. Wells: Just wanted to be clear.

Mr. Plummer: As long as we're in service with the one we have.

Ms. Wells: Perfect.

Mr. Realmuto: To be clear, the \$10 is an upgrade to the existing service.

Ms. Wells: Exactly.

Mr. Realmuto: There's no reason we couldn't add it a month or two from now.

Ms. Wells: No need.

Mr. Plummer: Anybody, any questions for Christine? If not, Operations Manager, Matt.

**D. Operations Manager**

- i. Consideration of Quotes to Pressure Wash and Paint TNR Column Caps**



Mr. Fisher: Included in the agenda in this operations manager report, any questions, I'll be happy to answer. Staff did receive a couple of complaints regarding algae in the ponds. I created a little map to identify for the Board where they were located. This was a couple of weeks ago. I revisited E6 and E4 and they've made progress. GC7 unfortunately hasn't made much progress. But I don't know, I've spoken to Applied Aquatics and we're thinking this is because of the nutrient runoff from the fairway. Most of that pond is right along a fairway of hole 10. We're hoping cooler weather and less rain will help remedy that bloom that has occurred in the past month or so. They continue to treat with the chemical in the period they're allowed to treat it with. I believe it's every two weeks. That is one of the ponds that they do recommend grass carp and I did reach out to Applied Aquatic, but unfortunately, their farmer has sold the business and the current farmer can't keep up with the demand of carp. It being a less costly treatment for aquatic plants and algae and all that good stuff, there's a high demand. We're looking at the beginning of next year before we can get quotes for that pond.

Mr. Costello: The ones that we put in the pond up front, it appears it's pond really looks good.

Mr. Fisher: Yeah, it does.

Mr. Costello: I think that what we should do is continue to talk to them. I think you said that it required like 30 per acre?

Mr. Fisher: Yeah, you're right. There's a specific number per measurement of the pond.

Mr. Costello: It was like \$11 per and that being three acres, we were looking at approximately \$9,000.

Mr. Fisher: Yeah, I think we'll have to look back at the quote. Do you remember what the initial price was, Christine? She will look it up.

Mr. Costello: With the new owner, I'm sure that's going to change too, but the only thing I'm saying is, the front lake, since we put the carp in there, it looks so much better. We have to investigate, doing the same with the one on 10.

Mr. Plummer: I'm in agreeance with Mike. I think that the outcome of that front lake was significant when we did that and so I think that process needs to move to additional. That was our test site.

Mr. Costello: It was. That's originally how we did it. We said let's do that as a test site. We passed the test, I think.

Mr. Fisher: Yeah, and they identified it as a pond needing them, and it's one of the worst with algae.

Mr. Krumrie: Matt, I have a question. Long hold number 11, the fairway parallel to Thompson Nursery Road. There's four flag poles out there. Only one has a flag on it that says Lake Ashton and something like that. The other three are bent and need a painting. Are they going to continue to look like they do?

Mr. Fisher: Are we talking about the flags at the resale office?

Mr. Krumrie: Right.

Mr. Fisher: We were talking about that and we can get a hold of them.

Mr. Krumrie: Whether it does repair.

Mr. Realmuto: They're on our property though?

Mr. Fisher: Correct.

Mr. Realmuto: Is there any reason we can't just tell them we're removing them basically?

Mr. Plummer: I think getting a hold of them and talking to them is fine, but I think it's our property. If we want the flags off, they'll take them off there.

Mr. Fisher: You bet. I'll get Christine on that because that was brought up.

Mr. Realmuto: So it's not just chips that are in short supply, but carp. I can't help wondering, do carp reproduce in that big pond? Then I'm wondering if we can't catch some and move them to get a head start.

Mr. Fisher: Right. They do not reproduce.

Mr. Realmuto: That's too bad.

Mr. Fisher: So I'm going to continue to include there list of what they do when they're out here just for accountability and for Board reference. Some field services and maintenance items that were completed. Maynard came out and fixed one of the garbage disposals in the restaurant kitchen. We were happy that they were able to repair that. Staff did paint those two stop bars in the western parking lot and it went well. There was about hour and a half dry time. Gerrard and I are talking on how we're going to proceed with continuing hitting stop bars in the next month or so and just hammering them out

piece by piece. I will update the Board next meeting on how we plan to approach that. Well, included under my report, I did include a couple of bids for projects that need to be tended to, one of which is the columns on Thompson Nursery Road. They are in need of pressure washing, and while we're out there examining them, they need repairs and painting. Initially, we had pressure washing under the landscape contract and we took it off to save money and put it on an as needed pressure washing program with any vendor we decided we would get a quote. With that being said, there are three quotes for pressure washing, repair, and painting. Any questions I can answer or what do you guys think about that?

Mr. Realmuto: As I think the Board knows by now, I'm not a big fan of unbudgeted expenses, though I went out and took a look at those. If you look at them up close, they really are in need of, it's more of painting and obviously get a pressure washer before you could paint them. This is one that really needs to be done. We need to figure out where it comes out of, but we need to get the job done.

Mr. Plummer: I have a question.

Mr. Fisher: Yes, sir.

Mr. Plummer: In regard to those caps, it appears that vegetation is growing up in the lower part of those. Do those need a trimming before the power washing and the painting stuff?

Mr. Fisher: Absolutely. Yeah. We can get with Yellowstone to get that taken care of for us. Vegetation has got to be removed. Even further down the road, there's some actually resident trees or palm trees that are encroaching over there. We'll have all that taken care of before we get anything done.

Mr. Plummer: We're correct that you have three quotes to do this?

Mr. Fisher: Yes, sir. We have one from Bock & Hoefft, Gator Pressure Washing and Painting, and the third is from Heritage Service Solutions. The least expensive was Jimmy Bock and he's who we use all the time and trust his work. Staff would recommend Jimmy Bock.

Mr. Plummer: He's obviously the low quote. The low quote is \$7,895.

On MOTION by Mr. Costello, seconded by Mr. Realmuto, with all in favor, the Quote to Pressure Wash and Paint TNR Column Caps from Bock & Hoeft, was approved.

**ii. Consideration of Pool Deck Drain Options**

Mr. Fisher: Mr. Fisher: The final project I'm bringing to the Board is along the Northern wall and the wall that the gym is on, the Eastern wall on the pool deck are drain grates or deck drains. They're brittle. The tops of the drain grates are bowing up causing tripping hazards, and I've researched it and got with our pool vendor and he's come out and investigated it and actually provide a price to replace the tops. Right now there's weeds coming out, water is retaining in those drains and mosquitoes are breeding in there and all that good stuff. What we found is that the drain is not draining; It's just dead ends to that Western wall and the water reroutes due to the grate of the pool deck naturally into the garden. Jimmy wanted \$3,500 to replace the plastic coverings and cleaning out that drain. Well, I reached out to MJs, who's the local paver guy and he came out and offered to take that drain out and relay pavers down, thus doing away with the drain grates, and this was \$907.50.

Mr. Plummer: What function were the drain taking care of if it wasn't draining anywhere?

Mr. Fisher: They're offering no reason.

Mr. Costello: It was just sitting there. It was stagnant water?

Mr. Fisher: Yeah, they're offering no benefit essentially.

Mr. Realmuto: It breeds mosquitos and collects leaves and other debris.

Mr. Fisher: We took off that drain cover against the wall on the Western side on a corner and we dug down and there's no PVC leading into the garden, it's just collecting water.

Mr. Plummer: Is it your recommendation from talking to the two companies to do the paving?

Mr. Fisher: Yeah. Even Heartland Pools owner recommended just going with the paver idea.

Mr. Costello: I make a motion that we accept the proposal from MJ Landscaping for \$907.50.

On MOTION by Mr. Costello, seconded by Mr. Realmuto, with all in favor, the Quote from MJ Landscaping for the Pool Deck Drain, was approved.

Mr. Fisher: One last thing, I did have the roofer out this week and he's remedied all the roofing issues we've had. Some were covered under warranty from when we had the roof repaired, and they did provide a nice picture synopsis of what they did and fixed. I'll include that for next meeting. Thank you.

Mr. Plummer: Thank you. It's always nice to hear that the roof is in good shape. That's for sure.

Ms. Wells: A couple number for the grass carve, that GC7 pond is 3 acres and the quote that we had, this is from 2020, was \$11 per fish, 30 per acre, that will be 90 fish and it requires a barrier which is \$350. But Archie has already told us too that, \$11 per fish probably won't stay steady. Just to give an estimate on how many fish is needed for that pond.

Mr. Plummer: We'll see what it comes up too, when we get the new owner. District managers report.

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

Ms. Burns: I'm going to be everybody's favorite person today I think, because I come bearing good news. While we don't get an actual approval on the exemptions correspondence from the tax collector. We did receive the trim notice for the restaurant parcel and it shows the proposed taxes for the upcoming year as 0. I believe that we will obviously wait until we get that tax file for the upcoming year, but I think we can anticipate receiving that exemption.

Mr. Plummer: What is that amount that we're saving?

Ms. Burns: Last year we paid \$13,879.81.

Mr. Plummer: Thank you. That's good.

Mr. Realmuto: Yeah, that's great news. I pointed out to him that it's not in the restaurants operating budget that's one of the expenses we paid directly from the CDD, for the record, if anyone's wondering there.

Mr. Plummer: Other good information.

Ms. Burns: That's all that I had on that and nothing to point out on the financials unless anybody had any questions on those.

**TENTH ORDER OF BUSINESS**

**Financial Report**

- A. Combined Balance Sheet**
- B. Capital Projects Reserve Fund**
- C. Statement of Revenues, Expenditures, and Changes in Fund Balance**
- D. Approval of Check Run Summary**

Ms. Burns: Mr. Realmuto: I covered most of my questions with Christine, Jill, but I did have one that I think is more for you on the check run summary and it's on page 5 regarding the transfer of tax receipts. I'm sure there's an explanation, I'm just trying to understand how this comes up as an expense to us.

Ms. Burns: Probably the transfer from general to capitalize. When we collect the money, when we get money from the tax collectors office, it goes into the general fund, part of that is debt assessments, that's a payment to the Lake Ashton CDD. The bond payment.

Mr. Realmuto: It goes into the bond fund.

Ms. Burns: Correct.

Mr. Realmuto: It's what you are saying.

Ms. Burns: It's the assessment receipts that we receive from the tax bill is in both O&M and debt, it all flows through the general fund.

Mr. Realmuto: Is there a way of telling from looking at this that it's debt? Would the account number indicate that, that it's the bond fund.

Ms. Burns: If it's a payment it's always going to be to the bond fund. The rest of it is just going to be showing revenue. The only payment would be because they actually send a check to the trustee, anything that's listed on here as tax receipts Lake Ashton CDD is always going to be a transfer from the general to the bond fund. We actually send the payment to US Bank.

Mr. Realmuto: I see. Thank you.

Mr. Plummer: Any other questions on the financials? If not.

Ms. Burns: Just an approval for the check run summary.

On MOTION by Mr. Realmuto, seconded by Mr. Krumrie, with all in favor, the Check Run Summary, was approved.

**ELEVENTH ORDER OF BUSINESS**

**Public Comments**

Mr. Plummer: Next item on the agenda, public comments. Anything on Zoom?

Ms. Burns: If anybody on the Zoom line has a public comment, you can use Zoom's raise hand feature now to be called on. I see none.

Mr. Plummer: If none, I see no rush to get to the podium. Supervisors request or open discussion?

**THIRTEENTH ORDER OF BUSINESS**

**Supervisor Requests / Supervisor  
Open Discussion**

Mr. Realmuto: I hope this is brief. You may have seen in the check run summary that we paid an interpreter for one of our events and I'm just wondering if we're developing any policy basically to cover that when we need to, because that's another unbudgeted item that we hadn't planned for. If that's not something we all want to hear, that's fine, but it probably needs to be addressed.

Ms. Toth: There had been a number of requests for interpreter or some other method interpreter was requested. Christine got some software tried through Zoom to have that work, it did not work. At this point, it seems that it would be appropriate to do this upon request and then maybe after a couple of months to District can look and see whether this would be a policy to do. It's unknown how many requests there will be. If it's one or two, it's less expensive to have somebody come once or twice than to spend the time to look into ADA whether we have to or don't have to, because it is a little bit of a murky topic since we're a government. For meetings, it clearly is required but for the other things, it's a little gray.

Mr. Realmuto: Just as supervisors understand what we're looking at in terms of dollars, there's a two hour minimum, it's basically a minimum of a \$110 anytime it's requested for any event. It has the potential to add up to a significant sum.

Ms. Toth: It has a potential to add up. We've talked with the GMS numerous times and Christine over the number of requests and it seemed responsible to pay for it for the



one time, see if there's other request and then if it comes up continually, we can bring it to the Board for how we're going to handle it.

Mr. Costello: There are also travel time that has to be added into that for the interpreter?

Ms. Toth: I don't know.

Mr. Realmuto: What is the new total? I think that might have changed from what was done in this check run summary, Christine. What are we looking at as a minimum for run summary.

Ms. Wells: The \$110 includes travel time and the two-hour minimum.

Mr. Costello: At one point we had somebody who wanted X amount of dollars and then they wanted expense travel time, which travel time could have become quite expensive due to the fact that they live like two hours away.

Ms. Wells: Yes.

Mr. Costello: It would have been four more hours.

Ms. Wells: The first one that came through, she only charged the two-hour minimum, and then she realized it was an hour and a half drive for her, then the second one that came in, she added that travel time for the two hours, which makes the \$110.

Mr. Realmuto: We had two requests provided that service twice so far.

Ms. Wells: Two and then there's a third one scheduled.

Mr. Plummer: We are taking this stance of we're going to see how this works and then we have to make a decision about something at a later point we'll do that.

Ms. Toth: Exactly. Whether there's other alternatives that would work better or some microphone system. We've seen that, but that gets expensive when we look into that. It seems like let's go a couple of months, see how many requests and whether it would make sense to look into other alternatives.

Mr. Realmuto: A good note at the beginning of the meeting, I think I passed out what the law of it the expected request was today and that including Alan's requests was about \$34,000, I'm happy to approve the report of the total we approve today, including Alan's requests, was under \$28,000, we did well, keep up the good work.

Mr. Plummer: If there is nothing else, Lloyd.

September 20, 2021

Lake Ashton CDD

**FOURTEENTH ORDER OF BUSINESS**

**Adjournment**

On MOTION by Mr. Howison, seconded by Mr. Krumrie, with all in favor, the meeting was adjourned.

  
Secretary / Assistant Secretary

  
Chairman / Vice Chairman