

**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, **November 28, 2022** at 9:30 a.m. at the Lake Ashton Clubhouse Ballroom, 4141 Ashton Club Drive, Lake Wales, FL.

Present and constituting a quorum were:

Lloyd Howison	Chairman
Brenda VanSickle	Vice Chairman
Steve Realmuto	Assistant Secretary
Mike Costello	Assistant Secretary
Debby Landgrebe	Assistant Secretary

Also present were:

Jill Burns	District Manager, GMS
Kristen Trucco	District Counsel
Christine Wells	Community Director
Alan Rayl	District Engineer
Dana Bryant	Yellowstone
Matt Fisher	Operations Manager
Ann-Abraham Heaton	Restaurant Presenter
Jeff Heaton	Restaurant Presenter
Luigi Signore (Geno)	Marina Ristorante, LLC - Restaurant
Nik Minadakis	Charm City - Restaurant

The following is a summary of the discussions and actions taken at the November 28, 2022 Lake Ashton Community Development District meeting.

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.

FOURTH ORDER OF BUSINESS

Organizational Matters

A. Administration of Oaths to Newly Elected Board Members

**This item was taken out of order*

Ms. Burns: We held an election at the beginning of November in which three Supervisors, Supervisor Landgrebe, Supervisor Costello, and Supervisor VanSickle, were all elected to serve terms on the Board. We're going to actually go ahead and skip over a few items and we will start with swearing the three of you in. If you would all like to stand, we can swear you all in at the same time. If you just want to raise your right hand, I state your name, a citizen of the state of Florida, and of the United States of America and being employed by or an officer of the Lake Ashton Community Development District and a recipient of public funds as such, employee or officer do hereby solemnly swear or affirm that I will support the constitution of the United States and of the state of Florida, do you swear?

Ms. Landgrebe: I do.

Mr. Costello: I do.

Ms. VanSickle: I do.

Ms. Burns: Welcome back to the Board to all three of you. We currently don't have a Chair, so I'm going to go ahead and run the meeting until we get to the portion where you are going to elect a Chair. I'm going to turn it over to Kristen. Just a brief Sunshine law reminder since we do have new Supervisors.

B. Discussion Regarding Sunshine Laws and Electing Compensation

Ms. Trucco: Yes. Even though each of the Supervisors are returning Board of Supervisors, I just wanted to state a refresher and also just a statement for the record. Obviously, you know, the CDD is a local unit special-purpose government so the CDD and its Board of Supervisors are subject to the Sunshine law, public records law, and certain financial disclosures. Sunshine law, just as a refresher, the Board of Supervisors cannot speak to another Board of Supervisors outside one of these publicly noticed meetings about any item of CDD business or item that could foreseeably come before the CDD. That also applies to social media. If you go on to any social media platform, be careful, we highly recommend that you do not discuss any CDD business because it has been held before that even if a Board of Supervisor reads a social media post, it could be construed as communication with another Board of Supervisor outside of a publicly noticed meeting. That's just a word of warning highly recommend that you don't discuss

any CDD business on social media, either. If you have any questions, feel free to reach out to Jan or Jill. I'm just sitting in for Jan today. Thank you so much.

Ms. Burns: Thank you, Kristen. You all have an oath in front of you. If you just want to print on the top line and sign on the second, I will collect those. Then Brenda, I can go over the additional forms with you after the meeting if you have any questions. We'll move back up to Item 2 on the agenda, which is approval of the meeting agenda.

SECOND ORDER OF BUSINESS

Approval of Meeting Agenda

**This item was taken out of order*

Ms. Burns: We will move back up to item two on the agenda, which is the approval of the meeting agenda. Does anybody have any changes or additions to the agenda?

Ms. Landgrebe: Yes, we would like to move our engineer up to the beginning.

Ms. Burns: So we will move Alan up before number 6 after approval of the minutes. Does that work?

Ms. Landgrebe: Yes.

Ms. Burns: Okay, great.

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)

Ms. Burns: Up next is public comments. I do not have any forms. Nobody has any forms?

Mr. Realmuto: I think there was.

Ms. Burns: I had one that was given to me, but it was taken back.

Mr. Costello: Can someone approach?

Ms. Burns: If the Board wants to take without a form that's entirely up to you. Go ahead. Anyone coming up, just make sure you please state your name and address. Thank you.

Resident (Tom Scali, 3084 Dunmore Drive): I would like to request that after the restaurant presentations the Board open the floor to get input from the community and also to take a straw vote on what the community likes. I strongly recommend that and I think that would be very beneficial and would be more inclusive. Thank you.

Ms. Burns: Thank you. I don't see any others.

Mr. Realmuto: This might be the appropriate time to talk about that since we're in the agenda. What I just heard Tom say I think a lot of residents are hesitant to speak to or ask questions before they've heard the presentations. Could we agree that as a Board that after the restaurant presentations, we will open it up to public comments so they can make informed comments having heard those presentations?

Ms. Burns: If that's the Board's desire, that's fine. It's entirely up to the Board. At that point, the Board can just open up the floor for any questions.

Mr. Howison: I would suggest that we limit the amount of time though to a minute or two to give opportunity to as many people that want to talk.

FOURTH ORDER OF BUSINESS

Organizational Matters

C. Consideration of Resolution 2023-02 Electing Officers

Ms. Burns: The next item on the agenda is consideration of Resolution 2023-02, electing officers. After there's an election, we always re-elect officers. We need a Chair and a Vice Chair. The other three Supervisors would serve as the Assistant Secretaries. I would ask that you name me Secretary and George Flint in my office as an Assistant Secretary, that allows us to sign documents so we can start with Chair. Is there anybody who has a motion?

Mr. Realmuto: I have a motion. I move that we appoint Lloyd Howison as our Chair. Lloyd has demonstrated the ability to truly hear what others, both fellow Supervisors and residents alike have to say and he's helped bring the Board to a better common understanding and consensus on sometimes controversial issues. I believe that ability and his congenial temperament, would serve the Board well as our Chair.

On MOTION by Mr. Realmuto, seconded by Ms. Landgrebe, with all in favor, the Appointment of Supervisor Howison to Chairman, was approved.

Ms. Burns: Congratulations to Lloyd. Do you want me to continue to go through the resolution electing officers and then I'll turn it over to you after we're done with that?

Mr. Howison: Yes.

Ms. Burns: Great. Next, we need a nomination for Vice Chair.

Mr. Realmuto: Since I'm on a roll here, and to ease the Chair into his new position, I'm going to move that we appoint Brenda VanSickle as Vice Chairperson. Brenda has served previously as a supervisor for two full terms, total of eight years, longer than any of us currently serving, including several years as Vice Chair. I believe this experience with serve all of us in the community well.

On MOTION by Mr. Realmuto, seconded by Mr. Costello, with all in favor, the Appointment of Supervisor VanSickle to Vice-Chairman, was approved.

Ms. Burns: Congratulations, Brenda. If it's okay with the Board, we'll go ahead and fill in the rest of the other three supervisors, Debby and Mike and Steve will serve as Assistant Secretaries. If the Board is so inclined, I would be Secretary and then George Flint in my office would also be an Assistant Secretary. If that works, do we have a motion to approve the resolution as outlined?

Mr. Realmuto: That works. Just a quick question. Don't we have to appoint a Treasurer as well?

Ms. Burns: That's a separate resolution that stays in place because if it changes, you have to update the bank account so the signers on that stay in effect. It's just these offices that are listed here.

Mr. Realmuto: In that case, I move that we approve.

On MOTION by Mr. Realmuto, seconded by Ms. Landgrebe, with all in favor, the Appointment of Ms. Burns as Secretary and George Flint as Assistant Secretary, was approved.

Ms. Landgrebe: Who are the Treasurers?

Ms. Burns: It is George Flint in my office and then Katie Costa, I believe is the other one. I would have to double-check the Assistant Treasurer, but I believe it's Katie. Usually one of the accountants in our office and then one of the managers who is not the manager for that District.

Mr. Realmuto: Jill, I just asked you to ensure that there's a motion on record reflecting that. I remember doing it shortly after I took office two years ago.

Ms. Burns: There's an actual resolution in place you have to have it in order for the bank account to be opened and authorized to sign checks. I can send it to you, I just don't know what off the top of my head exactly who it is.

Mr. Realmuto: Perhaps you can get back to us then at the next meeting with that.

Ms. Burns: I will send it to you before this meeting is over.

Mr. Realmuto: Thank you.

FIFTH ORDER OF BUSINESS

**Consideration of Minutes from the
October 17, 2022 Board of
Supervisors Meeting**

Mr. Howison: Next on the agenda is the consideration of minutes from the October 17th, 2022 Board of Supervisors meeting. Is there any discussion? Any concerns? Entertain a motion to approve?

On MOTION by Ms. Landgrebe, seconded by Mr. Realmuto, with all in favor, the Minutes of the October 17, 2022 Board of Supervisors Meeting, were approved.

EIGHTH ORDER OF BUSINESS

Monthly Reports

B. Engineer

**This item was taken out of order*

Mr. Howison: The next item on the agenda is the Engineer's report, Alan.

Mr. Rayl: Thank you. I have just a couple of items for the Board this morning. Construction is ongoing in the community. The contractor S&S has done a lot of the work in the community, is finishing up some work in LA 2. Then this week they are scheduled to roll right into the repairs in front of the inlets on Dunmore. You may remember that the high-water levels in Lake Ashton have kept water levels in the storm sewer system

elevated and they weren't able to do that work in the wet conditions. They needed drier conditions and now we have those drier conditions. That's ongoing, we're seeing that work finished up and we're going to ask that they try to in the same work effort, work on the recently approved repair, near the mailboxes in the inlet on Waterford as well. Then the last item I had I think it was started a couple of months ago. We had an issue at 3044 Dunmore where the road was slow to drain during the storm event. There was obviously some deposits of silt and sand on the pavement and in the gutter. We've looked into that issue, the storm sewer as it leaves the road there and it travels between two homes, then discharges into the lake immediately to the north. That configuration and that storm sewer as it's constructed, does not match the original plans. The lake is reconfigured in a different way. There's supposed to be a storm manhole back there. We have not been able to find it and the storm manhole actually was there to turn the storm sewer and send it off in the north eastern direction, which wouldn't make sense in today's configuration. All that being said, we haven't been able to find the end of that pipe to identify what I suspect is that there's a blockage in that pipe which is what was creating that slowed drainage condition. It also would have created that perception of sand and water pumping out of that area. When the hydraulics are so high on the downstream discharging in, water can't flow. Anything in that water column is going to stay right where it is and if it can't go forward, it's just going to turn and go back up and it'll look like it's coming out. But that's why it would then settle and deposit on the road when the water did slowly drain away. I believe we've got an obstructed pipe back there. I don't recommend that we drive a backhoe back there and start digging holes and find the end, I don't recommend we do that. I would say if this problem persists and we've got the fortune of having the dry season now where it's not going to be a daily problem to deal with. But I would say before the next rainy season, it would be advisable if we got a vacuum truck out to jet that line and it would remove any material in the line. Then when that jet comes out the end, it's going to tell us where the end of the pipe is. Then we can isolate that area and it can be done with hand labor to dig it out and see if it's being blocked and restore that to operating conditions the way we need. It doesn't have to be done today, but between now and the next rainy season starting, I would suggest we get a vacuum truck in there to shoot that line out.

Ms. Landgrebe: Alan?

Mr. Rayl: Yes, ma'am.

Ms. Landgrebe: This is Debby. About how much would a vacuum truck cost us?

Mr. Rayl: It's been a while since we've had to contract for that work. It's not an extremely expensive thing. It takes just minutes to do really once they show up so I can find out dollars to budget on that.

Ms. Landgrebe: That would be very helpful because I think our next meeting is in three weeks. If we can have all that information by then because I think this issue has been going on a long time. It'd be nice to solve.

Mr. Rayl: More so in LA 2, but when construction is going on and the inlet protection isn't in place, all that material ends up going into the inlet boxes and the storm sewers. Eventually someday down the road, it adds up and causes an issue. This is just a normal maintenance thing that usually gets encountered. But I'll have some budget numbers when we meet again.

Ms. Landgrebe: Great. Thank you. Dunmore and Waterford are actually starting this week?

Mr. Rayl: Dunmore for sure, Waterford was added on a little later and I don't know if they have another job site to go to after Dunmore. Dunmore has been pending at the top of the list waiting on the site conditions to improve. I don't know if they have to pull out and go somewhere else, and then come back to the second or third on Waterford. What we're asking if they can to stick around, do that and then go.

Ms. Landgrebe: That'd be great.

Mr. Rayl: I just know if we were second in line, we'd want them to come now though.

Ms. Landgrebe: I know but you wouldn't know.

Mr. Rayl: We're asking them to.

Ms. Landgrebe: Great. Thank you.

Mr. Rayl: Those are the only items I have for the Board this morning unless you have anything for me.

Mr. Howison: Is there anybody? Anything more? Thank you.

Mr. Rayl: Congratulations, Mr. Chair.

Mr. Howison: Thank you. Now, onto the restaurant. Alan, thanks for coming. This is the earliest you've been able to get out of here.

SIXTH ORDER OF BUSINESS

Restaurant

Mr. Howison: Just for everybody's information. I think everyone knows we had three proposal responses to the restaurant RFP. We're going to ask each of the respondents to come up and present for a maximum of 10 minutes. Then we'll open it up for questions from the Board. We hope to not exceed more than 30 minutes per proposer if it's possible. Of course later, we will open it up for public comment.

Ms. Landgrebe: Can I just ask a question before we bring any of the presenters up? Will it make sense to have the presenters and anyone connected with them to leave the room?

Mr. Howison: Yes. That was the direction that Christine gave to them.

Ms. Burns: Let me just state one thing. This is a public meeting. We cannot require anybody to leave the room. We can certainly ask and usually when we're going through an RFP processes, people generally honor the request to the Board to do so. But just to be clear for the record it is a public meeting and we can't require them to leave.

Mr. Howison: To that end, we would request that Luigi and Nik leave the room, if you would. I would ask Ann and Jeff Heaton to come up and begin their presentation.

A. Presentations From:

I. Ann Abraham-Heaton & Jeff Heaton

Mr. Heaton: Good morning. I want to say good morning to the Board. I want to say good morning to my fellow, Lake Ashton residents. Ann and I have lived here for five years. We are definitely part of this community. We want to see it succeed. I'm going to let Ann start and then I'm going to finish up. Here's my wife Ann.

Ms. Heaton: First, thank you for the opportunity to be considered for the restaurant operator. What we bring to the table, besides our combined experience, is that we have a vested interest in seeing the restaurant being successful. We've lived here, like Jeff said, for about five years. In that time, we've met many friends and acquaintances who also want to see the restaurant exceed. What we understand from the results of the restaurant focus group is that the majority of residents that responded prefer a casual

sports bar atmosphere. Luckily, that is what we bring to the table. A good part of our experience lies within that realm. We took over a local sports bar that was failing. It took us a while, but in the end, we tripled the bottom line, made it a very successful entity which still is in operation today. What we will offer here is a very daily menu with good quality food at a fair price. We will strive to make each patron feel welcome and valued along with providing good service. We will also offer home delivery to Lake Ashton residents. We will have daily specials that will be ever evolving. We will also offer sports centered food and drink specials and events such as wear your team jersey for a drink special, Super Bowl, and or football specials. Our goal is to make this the enjoyable, fun place for residents to gather. We will hold contests such as trivia, with our restaurant gift cards as prizes. Also, things such as ugly sweater contest, best hat for steeple chase, Halloween costume contest, just to name a few.

Mr. Heaton: Well I thought about this last night. What we're going to say when we came here and I hope I'm not being disrespectful because I believe the Lake Ashton residents are as important as the Board with this. We all have an invested interest in this community and amenities industry. I'm going to tell you a little bit about me and it is going to be a little bit boring, and you're going to want to know why I'm telling you this for the restaurant. I was in the military in the 82nd Airborne during the Vietnam War. When I got out of that, I was in the military police I joined the DC police force. I was on the presidential detail for 30 years and protected President Nixon to Clinton. I was also a hostage negotiator and I studied at St. Elizabeth hospital for two years to be a certified crisis intervener, and I trained police forces across the country how to de-escalate and handle things without going into physical violence. What does that have to do with the restaurant? It sounds dumb. It's not really dumb. A restaurant business, I'm going to be really frank, is hard. It's very hard. People that think it's not, fail. More restaurants fail than they succeed and that's just the truth backed up. It's very hard. You have to put your heart, your soul, and all the time in a restaurant, you have to be there. Let me backup, but what is really wrong with this restaurant is there's no trust with us of going in there and getting a decent meal at a decent price and the time-frame and not waiting. Yeah, you all know what the problem is and how I learned this is a joke. I go to the dog park. You can learn everything in the dog park about what's going on in Lake Ashton. They know everything.

They know Susie burnt the spaghetti last night. I hear everything there at the three dog parks. There are two adages that I have for this restaurant. Keep It simple stupid, and if we build it, they will come. Why would you choose us and put your trust? Because this is for Ann and I to put our love, heart, and soul in this restaurant, I need the support of you all. Because if you-all don't support it, it's going to fail. I don't care who goes in here, or what big corporation. Can Ann and I make the food great? Absolutely. We proved that. We ran a sports bar for a widow that the husband owned and he had a terrible car accident and died. She called me that day and said, I cannot run this sports can you take it over until I can sell it. Well that one week and one month turned into almost four years. We walked into the door of that restaurant bar failing and it was in the red. It's in a strip shopping center. The building was in a disrepair. The employees were disgruntled because the owner died and they were worried about their jobs. We took that from gross \$19,000 a month to almost \$90,000 a month and it was hard. I'm not going to say it wasn't. I'm not going to say that this is going to be easy either. But we did have the right food, the right price, the right atmosphere, and you handle let me back up one more time. When I retired from the police force, I worked at Disney. I am Disney trained as a manager. I worked at two of the largest hotels there, the Grosvenor and the Royal Plaza. They have thousands of guests from all over the world with all kinds of education and different statutes in life. We had seven or eight restaurants in each one. I went there at three o'clock and five o'clock every manager left except me. I'm the manager on duty handling all the complaints and food and beverage. Trust me, at a Disney hotel with 2,000 people eating at six o'clock when you're out of the parks is a real challenge more than even being a police officer. Ann and I have discussed the menu over here. I've heard everything from Spaghetti, to fish, to steak, everybody has an opinion. We can't do that. We have to have a certain menu, but we do have to have some specials. Well, I'm a diabetic and what I would like to see is for some people, they have special needs for food. My next-door neighbor right now is bedridden. He needs meals to come to his house. It's so easy to get a golf cart and deliver these meals and make it easy for family members who just had surgery or they don't feel well. Being a police officer for 30 years, we see what's going on out here. It's a dangerous world we live in. We want the families to come in here to enjoy themselves. That's why I had the shirt on. Ann and I walked in here five years ago, I

thought I was walking into a morgue. I couldn't believe this place. It's dark, the staff wasn't being friendly. There was no meet and greet. You know everybody says in a real-world that you have 15 seconds. The meet and greet is everything. It could take hours if you blow that. What we're saying is the sports bar that we ran, we had great food. The atmosphere in that building was horrible because it was a 40-year-old building. They didn't come for the atmosphere. They came for the food and the service, and friendship, and to enjoy themselves. I've never seen that in the five years I've been in here, that anybody is superiorly enjoying themselves in there and having fun. There just are not so I'm going to go back to the trust of whoever, whether we're picked or not picked because I have invested interests in this community. We sell real estate. We're going to have to stop that. We stage homes in here. We have talked to a lot of families. We've helped families that have to move because of death and families and it's horrible to help them but we do. All the families that we talked to in Lake Ashton, we're lucky. Everybody has worked really hard to get to this point to live their life. Why could we not have a restaurant that doesn't cost hundreds of thousands of dollars and it not be sub-par? We have to meet above the expectations when you walk in that restaurant and sit down, whether it's the meet and greet, how the server takes care of you. A server is a server. They're supposed to wait on you and take care of you. How the prep in the back and how the kitchen runs and it has to be coordinated and communicated with. It's a serious problem in this restaurant. There is no communication. None, with the other restaurants that I have seen in here. Management is severe about controlling the restaurant to make it work right. Now, I'm going to stop after this one more thing. It's "adapt, modify and overcome" the military taught us that adapt, modify, overcome. We have a lot of issues over here that we have to overcome. The first thing is trust when you all walk in that door, we have a very short period of time. You say, oh my God, we're back to another failing restaurant, we're back to paying so much money. It's just common sense. Keep it simple, stupid, but make good food, quality food and get people good service and have an atmosphere in there. It's not a morgue.

Mr. Howison: We're going to need to wrap it up it is at about 11 minutes.

Mr. Heaton: Thank you very much.

Mr. Howison: Thank you. Yes, so we're going to open it up for the Board to ask questions at this time, and then later on we'll hear comments from folks in attendance. I would expect that many of us have the same questions if we've prepared for this thing. What I'm going to suggest is that we just begin Brenda with you at your end. Pose a question and we'll just round robin it until we're through. If that's okay with you Jeff and Ann?

Ms. VanSickle: Are you planning to offer a full-service bar, and how long do you think it would take to get your liquor license?

Ms. Burns: They just can't hear you on the Zoom line if you're not using the microphone. Thank you.

Ms. Heaton: We've already prepared our application. We just have to send it in and it should take within four to six weeks.

Ms. VanSickle: Thank you. Are you currently the owner operator of a restaurant?

Ms. Heaton: No.

Ms. VanSickle: No how long has it been since you were the owner and operator?

Ms. Heaton: It has been seven years.

Ms. VanSickle: What restaurant was that?

Ms. Heaton: Somewhere Sports Bar in Winter Haven and then I also had a brochure that we sent that I gave you.

Mr. Howison: What I was going to do Brenda is have you ask a question or two and then and then we'll come back to you.

Mr. Costello: What was the reason that you live somewhere?

Ms. Heaton: She sold it. The owner sold it.

Mr. Costello: The owner sold it? Okay.

Mr. Heaton: The reason we left somewhere, our goal was always to help a widow and that's what we did. As she could not get the price for the restaurant when it's in the red. When you look at the books, nobody would buy that restaurant. It took us three-and-a-half years of working really hard and diligent to get that restaurant up where she made a good sum of money and she was happy with it, and we accomplished our goal.

Mr. Costello: What do you feel you're looking for as far as the longevity of the contract, how many years do you feel contracts should go out? What is you all's feeling about staying here?

Ms. Heaton: We're not planning on moving, so probably a minimum of three years and then we would have an exit plan as far as either the people that we have trained and work with us to take over or to bring in someone with that purpose in mind.

Mr. Costello: But you would be the owner and the person running it?

Ms. Heaton: Correct and we would train.

Mr. Costello: You listed three different people in yourself, your husband, and one other person, Mr.?

Ms. Heaton: Jones.

Mr. Costello: Yes. What would be the makeup of how you would work this? I mean who's going to be doing what?

Ms. Heaton: He's had a lot of experience as far as in the kitchen. We worked with him at Somewhere and he was the former owner of Richie's Pizza in Auburndale, I don't know if anybody's familiar with that. But at Somewhere our pizzas were renown so he would be coming onboard to train other cooks, help with scheduling in the kitchen, help with ordering. He would help with overseeing the kitchen.

Mr. Costello: The only other thing is that he was in and out of Richie several times according to you. It seemed like he was in and out. Is there a reason for that or?

Ms. Heaton: Partnership.

Mr. Costello: Okay. The only other thing I can honestly say as a resident here, you're never going to have a day off. It's going to be constant. Are you ready for that?

Ms. Heaton: Well, we realize that and we've talked about it. Whether we wanted to make the sacrifice, but we just don't understand why this place with so much potential can't make it. So we are just doers.

Mr. Costello: I'm sorry Steve. The one thing that really wasn't answered, I don't think by anybody was sufficient funds. Do you have the sufficient funds to? You will, okay.

Ms. Heaton: Sufficient funds, yeah.

Mr. Costello: To start operations?

Ms. Heaton: Yeah.

Mr. Costello: Thank you for your time.

Mr. Realmuto: I guess that was a good lead in to my first question. One of the messages I've received by Curly from the members of the restaurant committee as well as members of the community at large, is the CDD needs to, once we've selected a restaurant, butt out and allow the owners to run the restaurant as they see fit and the outcome of the restaurant will be based on what the owners do. I believe we've received that message, but just to be clear with you, that means we're talking about a lease arrangement where it's your business, we'll negotiate the lease with you and from there on out, you and the residents of Lake Ashton will be responsible for its success or failure. Since you've operated many establishments without owning them in the past, I want to be sure that your proposal as well and you're confident. Maybe you can address to the Board a little bit about how you would address lean times. As you know, we're heading into peak season probably a little late in choosing a restaurant there, but it's going to be followed very quickly. People start leaving in late March, even into April. How you're going to address getting through the leaner financial times?

Ms. Heaton: I would say we'll probably have just the basic menu. We also will offer box lunches for golfers, specials for bingo players trying to tap into that, and with the home delivery. Then at that point, we'd probably be advertising outside of the community to try and pull people in from out of the community.

Mr. Realmuto: Thank you for that. You brought up the menu. I know that you have shared a proposed menu with the Board of Supervisors, but I don't think that was received in time to include in the agenda packet. For the benefit of residents who might want to offer their opinions on the choices before us, could you share some of the ideas what you intend to open with perhaps, or what you might offer during peak season versus off-peak season in terms of a menu and price points?

Ms. Heaton: We have a basic menu which we would offer pizza, and which will be made on site as far as from scratch, and also chicken wings. We use top quality products. We don't use frozen, they are fresh wings and sandwiches, burgers, an assortment of burgers. Then during the week we would have specials, maybe one night, a Taco Tuesday and an Italian night, a roast beef night. As I said, our daily specials will be ever evolving. We will see what goes well in the community. Also to cross utilization as far as

the products that we purchased. The other thing is that we don't have a national account with any vendor, we can buy from whoever gives us the best quality for the best price. In other words, we can shop like we do at the supermarket.

Ms. Landgrebe: That's good lead in to my questions.

Mr. Heaton: Excuse me. I'm sorry. When we took Somewhere Sports Bar over, the food cost is the most expensive, labor there's a lot less. I don't know if you-all know this, but waitresses did make at the time, five dollars and eight cents an hour. If they don't make tips, they can't support themselves at five dollars and eight cents an hour for eight hours, 40 bucks. You can't live off of that. What we tried to do was every week the vendors come in. You have to be intelligent working with these vendors because the price is from extremely low to very high, and then you have to figure out the food quality and the quantity that we're going to serve the families. That is a very important thing every week setting down with these vendors, it takes hours and discussing and negotiating a fair price. We can give you all a fair price and a good quality product. Like Ann said we found on this. We don't use anything frozen. Nothing canned, if we can get away with it, everything is fresh. We had the best burgers, the best chicken wing, the best pizza, the best chicken Philly subs, chicken subs. We had a menu that was varied some. But you can't have 400 things on the menu. That's a disaster happening and the restaurant is going to fail. You cannot have so many things on the menu or it will not work. It just doesn't. With that, I'm going to stop.

Ms. Landgrebe: Thank you. Ann, I recognize you said you have no national attach to vendors and that can be a plus or a negative and it takes time to develop those relationships. What is your plan in developing? Because not having a relationship with the vendor puts you at the bottom of the pole. Help me understand, please.

Ms. Heaton: Okay. I used the wrong word there. I shouldn't have said relationship. I have a relationship with.

Ms. Landgrebe: You don't have accounts, correct?

Ms. Heaton: Well, no new restaurant has an account, but I do have a relationship with Katie Mitchell now. She was with Cisco for years and she is now at Cheney Brothers, which is a locally owned organization. I've been talking with her and working with her as

far as trying to get ideas of what an opening order would be. We do have the relationship. We aren't tied in to one particular vendor that we are required to buy from.

Ms. Landgrebe: Thanks for explaining that. Then, just for clarification purposes, it sounds like your history involves a lot of management and taking over but not ownership. Is that correct?

Ms. Heaton: Well, the brochure of that shows that was my shot. That was my business.

Ms. Landgrebe: Then also where and how would you be drawing your workforce from since you now that the business for I think you said about seven years, restaurants all over have hire sites.

Ms. Heaton: I don't know. That will be the definite challenge and then also getting the right people is going to be a challenge for anybody. We already have commitments, You saw Joe's resume. Also, we have some other people we had worked with previously that would be coming onboard. I've got commitments from some of the residents in Lake Ashton that feel like they would like to be a part of the restaurant. Then other than that, we would just have to go about ZipRecruiter or Indeed.

Ms. Landgrebe: One more and then I'll pass to Lloyd. Would you also be looking at doing catering or you just strictly going to do restaurant?

Ms. Heaton: Initially, our focus would be the restaurant. Then eventually down the road, if we feel that we could handle the catering, we would bring that up. But that doesn't mean that an organization within the community want to have a special lunch and a dinner meeting or whatever that we wouldn't be able to accommodate there or look to accommodate them.

Ms. Landgrebe: Thank you. Okay. Jeff, I think you have another minute or so.

Mr. Howison: You have about four minutes. I think the Board has addressed virtually everything that I had. I'm going to back up and just hit the elephant in the room again. You guys live in our community. There are obvious pros and cons and we've talked a little bit about that. But given some of the reactions we've seen from residents, for previous restaurant operators, and in fact, Board members, are you prepared to deal with the negative feedback and the potential personal attacks and phone calls and emails?

How would you do that? I think Jeff, you open things up with your police experience. That's pretty ideal for being able to diffuse the situation.

Mr. Heaton: I guess my expectation is that after about 10 years, I realized on the SWAT team that we could save more young black people's lives and then that's why I went and studied. I studied at the FBI training academy in Quantico, Virginia for two years. Very hard course to pass. Then I studied at St. Elizabeth's Mental Hospital for two years to be a certified crisis intervener I went across the country training other police. That's why I'm a little nuts, but anyway. But my job as a police officer was always diffusing, handling people's problems, and you have to have thick skin. In my academy class of 50 officers, only three of us made it to the 20 years. Most officers, most people quit the first year. It's a very hard job, not so much physically, but mentally because you're constantly being attacked verbally. My thing goes back to your question on trust. We have to hit that door when you all walk in there running and it has to be right. There have been too many restaurants, too many failures, too many let downs, too many disappointments, too much just like I don't even want to go in there I'm going to chili's because I'm not going to waste my time and blow \$40 and be upset and nobody is listening to me. One of the major things with restaurants is if the managers they are making decisions aren't there all the time, the restaurant is going to fail because employees can't make the decisions and don't want to and they personally really don't care. To answer your question, we will have to be there. We have talked about this for over a year. We're going to have to be there seven days a week from the time that door opens to the time it closes. That is a really big commitment for Ann and I. We have several businesses that we do own. We're both realtors and we're very successful in the real estate business. We're not doing this for the money. We're not doing this for the money because the real estate market that we're in right now, the money we're making, we have a staging company that's very successful. We stage million-dollar homes. Anyway, my point is we do own three or four businesses right now that are very successful. We have to stop them and close them down because we cannot do those and be here 24/7. Our heart and soul and energy has to be in this restaurant, and if I didn't think we could do it, I wouldn't be standing up here. We do not fail, and if it does, we're going to give it our best. Our very best. If I realize that it's not working, I'm going to be the first one that come and say, you know what, there's something not right and we didn't do

something right and maybe we shouldn't be here. I'm not going to make us stay in here on a contract for five years when it's not working right, but that's what we're going to do.

Mr. Howison: Good deal. Thank you. I'm going to just ask Brenda, do you have anything else?

Ms. VanSickle: I guess my one concern if you could help me with this a little bit. You've never actually owned a restaurant before. What do you see as the major challenges between managing a restaurant and being the owner and the operator?

Ms. Heaton: I don't see any difference between what we did at Somewhere and what we would do here. We were at Somewhere all that time the owner was never there, never involved, never gave any opinions. We ran that place like it was ours and gave it the dedication and time and energy that we would have if we had owned it.

Mr. Heaton: In the four years that we walked in that front door, the owner, the lady, came in twice in four years and that was just for lunch to say hi. She never made any decisions in that restaurant at all. She did not want to. They had several other businesses and she was overwhelmed with the death of her husband and trying to run the other businesses and she did not want to lose that because he had it for like 20 years. Maybe our name doesn't say we owned it, but we actually made every decision in that restaurant for four years.

Mr. Howison: Now, we're over time but I know that Mike and Steve both have one more question, so I'd ask you to keep your answers brief please.

Mr. Costello: Catering. Do you have any opinions on catering or do you have any experience in catering?

Ms. Heaton: On my brochure that I passed out to all of you, I did cater lunches and we actually delivered the lunches to surrounding businesses or banks. A lot of the banks used our services. We also hosted for pharmaceutical reps. In the evening, they would invite doctors to come in and we would serve them dinner and they would make presentation on their products within the shop. We prepared meals for them.

Mr. Realmuto: I have just one multi-part question and it's aimed toward helping us understand and develop some confidence in your financial plan for success. We can all have the best intentions, but when push comes to shove, you're not going to be able to maintain a restaurant that's losing money indefinitely as we're all too painfully aware. My

question for you is, what is your financial plan for success? Have you run the numbers? With some details, for example, how many guests a day do you anticipate needing to be a viable operation and your expected percentage labor and food costs, that thing?

Ms. Heaton: Well, because we have not been told that we were selected, we didn't hire any professional help. We did this on our own, but I was figuring there are 2,000 residents, approximately 2,000 residents in Lake Ashton and if we are able to capture even just 1% of that at figuring \$20 a meal, just to round it off, make it simple, taking out 30% for overhead and labor and food that we should be able to net out about a little over 100 at the end of the year.

Mr. Howison: Thank you very much. I appreciate it. We're going to ask you to step out, if you would, and Christine, can you bring in, I think we had, next on the agenda was Marina. Thank you very much.

Ms. Wells: Just as a reminder, I'm not sure if you want to make this item part of the discussion or not, but I know Jan had mentioned that the rental rate was something that would eventually need to be decided. If you want to discuss comfort level with rental rates or not. Totally up to you. Just something that I had on my list. Someone had already talked about the length of the lease.

Mr. Howison: No, thank you.

II. Luigi Signore (Marina Ristorante, LLC)

Mr. Howison: Welcome, Luigi. We'd like you to present whatever you'd wish to a maximum of 10 minutes, and then we'll open it up for the Board to ask questions of you. At your leisure. Please use the microphone so people online can hear you.

Ms. Landgrebe: Luigi, as you get started and I apologize. Luigi or Geno? I'm a little confused with what I was hearing.

Mr. Signore: It's either one. It's Luigi, but I go by Geno. Either one works.

Ms. Landgrebe: Thank you.

Mr. Signore: I've been in the restaurant business for many years, so it's been a long time I've been doing this. Right now, I have a restaurant up in Cape Canaveral and I have been there for close to 10 years now. It's a small Italian restaurant. This came up so we're trying to see if we can make some work here. I had an idea to put a buffet type

of menu on with an addition of a regular menu. They have different kinds of food and Shaffer dishes, which they will be on moving trays. They put them on trays that it can be moved from one place to another, to be used as efficiently as it can, anywhere on the premises. If you need them, when you need them, where you need them, how you need them, what kind of food you need it and different types of food. The buffet, that could be different salads, rice, pasta, fish, chicken, all kinds of deserts, coffee and things like that. They could be under buffet. In addition, the new laugh, a menu that you can use it for lunch and dinner. The buffet can be used for breakfast, lunch, and dinner. You could keep that with different food out. You finish the breakfast, you change it for lunch. The lunch it could be either lunch and dinner or you can have different foods also for the dinner. The dinner part of it, it could be with the menu and the buffet at the same time. Reason why to use the buffet is because lot of times when we use different food and you have a menu, many times people don't know what's on the menu. They can read what it is, but they don't know exactly what it is. The buffet, it's a visual menu that you can say, I like this, I like that. Easy to see and pick and choose whatever you want on it. That will work that way. To use the bar, we use different menu for the bar, like a finger food type of food, fried chicken wings so calamari, or mozzarella sticks, or Popper's or stuff like that for the bar. You use a different menu for the bar. For the traditional menu, it can use a menu that's a standard menu or we can have even a weekly menu for the restaurant. Use for different types of food like fish, chickens, meat buffets. That could be done at the restaurant for dinner time. A little bit more better quality of food. The buffet will be good in order to use it for, say, for weddings because there'll be moving parts to different areas of the premises wherever you use it, wherever you need it. If you have an event going on for like fifty people, you could use it for that particular area. Also could be used anywhere else and still keeping part of it. That will work that way.

Mr. Howison: Okay.

Mr. Signore: If you have any questions, you can ask me?

Mr. Howison: Sure. I think we'll go the other way this time. I'll open it up. First of all, thank you for your proposal and congratulations. I know your restaurant is named in the top 10 in the Cape Canaveral area, so congratulations. It appears to me that operating two restaurants located so far apart could raise a number of challenges for you. Can you

explain what challenges you envision and how you plan to address them? Secondly, do you plan to move any staff from your current location, to the Lake Ashton?

Mr. Signore: If this is chosen, then I would have to close my location. The location Cape Canaveral would be closed and I'd be here. The stuff that is there probably will be moving over here and would be operated in one location only.

Mr. Howison: Okay. Thank you. Your menu is heavily skewed toward Italian dishes. Are you willing to make changes to the menu and pricing to appeal to a broader audience?

Mr. Signore: Definitely.

Mr. Howison: I did see the breakfast menu and then that lunch menu.

Ms. Landgrebe: Thank you, Geno. Your expectation would be, if given this, and you understand this would be a lease so that this would be your restaurant?

Mr. Signore: Right.

Ms. Landgrebe: Great. I'm just trying to think, you said you'd be closing your successful restaurant in Cape Canaveral and moving everyone?

Mr. Signore: Yeah. Because it would be practically impossible to work at two different places and I would not have the staff to work at all places.

Ms. Landgrebe: What length of time would you be looking for in leasing the restaurant?

Mr. Signore: Probably two months.

Ms. Landgrebe: To start, you mean? Two months to start, but how long of a lease would you be looking for?

Mr. Signore: Well, that's up to you. Would it be five years maybe. If you only offer two years, three years, I'm not sure. Five years would be good, I think.

Ms. Landgrebe: Your current restaurant, you currently have a liquor license?

Mr. Signore: I have a liquor license, but it's only wine and beer, though. It's a small restaurant, so you cannot have a full license.

Mr. Howison: As an add-on to that, would you intend to apply for a full-service liquor license, full bar license should you be awarded the lease here?

Mr. Signore: Yes.

Mr. Realmuto: I'd like to ask a number of questions to get a better sense of your financial picture. I guess my first one would be is the restaurant you currently operate profitable?

Mr. Signore: Yes, it is.

Mr. Realmuto: I'm wondering how many guests a day on average?

Mr. Signore: The restaurant only sits around 30 people. We do around 40 or 50 people a day.

Mr. Realmuto: You're successful with the 40-50 people a day?

Mr. Signore: Definitely, yeah. Well, that particular restaurant the prices are a little bit pricey. But I'm not planning to do the same thing over here. It's not the question. We contain our prices to fit the area.

Ms. Landgrebe: It's hard to hear you.

Mr. Signore: To fit so that people can have good food with a good price.

Mr. Realmuto: For the record, I believe our previous restaurant has never gone much below 100. It was averaged, I'd say in the high 100s a day. Do you feel that you would be able to provide the staffing to accommodate what I believe averaged to 175 and maybe even peaked some days to 200 or more people a day.

Mr. Signore: Yeah, absolutely. If we go with the buffet, you can serve 400, 500 people from about a half hour to 45 minutes. That's why the buffet makes a lot of sense. Because you don't have to have that much staffing, especially in front, then you can serve a lot of different people.

Mr. Realmuto: Would you utilize the buffet exclusively during certain times or would the buffet supplement your regular menu?

Mr. Signore: With the regular menu, yeah.

Mr. Realmuto: Can you give us a feel for what your percentage costs are on labor and food, what you're experiencing currently and what you have to do?

Mr. Signore: It's usually around 30%.

Mr. Realmuto: 30% food without labor?

Mr. Signore: No. For labor and food.

Mr. Realmuto: Really? That's a big improvement from what we've seen. Thank you.

Mr. Costello: Catering. You do realize that people are going to be able to bring caterers in from the outside, so you're going to have to compete for it.

Mr. Signore: Sure.

Mr. Costello: Do you have experience there?

Mr. Signore: In catering?

Mr. Costello: Yes.

Mr. Signore: We do cater right now, totally at the restaurant we're doing. The catering is a good supplement to the regular restaurant. It's much easier to do catering than to do the restaurants. Catering it's almost the most that you got to do in order to supplement whatever you don't do in a restaurant. Because catering, it's easy. You do it on your own time and you know exactly what portions, what food you have to use, whether a restaurant is always, am I going to be busy or am I not going to get busy. You do not know exactly how to measure yourself. But catering is a done deal.

Mr. Costello: Some of the things that you listed for outside activities, bringing people into the restaurant were like wine tasting, I think.

Mr. Signore: Yeah, that's one of them.

Mr. Costello: Did you do that in the other restaurant?

Mr. Signore: At the other restaurant, occasionally, we'll do a wine tasting. Sometimes we will use a Sunday that we're closed to do the wine tasting or during the lunch time when we were closed, but it happens once in a while, but it could be done or in the winter season could be a nice thing. Then it can also organize a lot of different other activities. If somebody's interested in cooking lessons.

Mr. Costello: Canaveral has got to be like any other part of Florida where it's quite seasonal.

Mr. Signore: It is seasonal.

Mr. Costello: During the slower times, how do you bring people into the restaurant? I take it that the wine tasting or cooking classes do.

Mr. Signore: Well, we utilize those slow times to wind down a little bit, but also to do all those kinds of activities. You do the wine tasting, you bring in people by making an event every once in a while, bringing some singers or somebody that plays piano, things like that, that you make an evening out of something. Most of the times, it works. Not all

the time, but most of the times it works pretty well. You can have an entertainer coming in to bring people in and you announce on social media that this person is coming in.

Mr. Costello: Thank you.

Ms. VanSickle: Geno, you've got a successful restaurant in Cape Canaveral and you're interested in coming to Lake Ashton. Can you tell me why Lake Ashton?

Mr. Signore: Well, because for one thing, this is a lot bigger. You could do a lot more with a restaurant here than I could do with a 30-seat restaurant, so that would be very limited. If you want to bring, say a singer or over here you could bring 200 people, 300 people over there, you got to limit yourself. With the same amount that you have to spend over here to hire a musician or hire an entertainer and you could bring 200 people inside the premises, it's not the same as bringing 30 people. That's one of the reasons, with a bigger place, you could do a lot more than just running a small restaurant.

Ms. VanSickle: Thank you. So like a promotion, right?

Mr. Signore: Right. Exactly.

Ms. VanSickle: Next question was you mentioned a lot of things you mentioned a buffet, you mentioned a menu, you mentioned refrigerator with cold sandwiches. Could you explain what your daily operation, would you have the buffet every day? Would you have cold sandwiches every day? The menu every day? How would you accomplish that?

Mr. Signore: Well, because the buffet could be pre-prepared and you can have people working from 4:00 in the morning to prepare that for the buffet, then the regular menu, you will have the staffing, that it's there and they could do that because once the buffet is prepared, there is not much else that they have to do in the kitchen than concentrate on doing a regular menu.

Ms. VanSickle: Thank you.

Mr. Howison: Any other questions from anyone on the Board?

Mr. Realmuto: One quick question that's come up in the community and not just for your own proposal, but some of the others is residents are concerned with restaurants that might have a limited menu, and because of your current restaurant, the name there, they are assuming essentially that what you're reopening here is an Italian restaurant. Yet the menus you've provided us both for breakfast and the various deli sandwich another

sandwiches and soup choices seemed to be a lot broader than that. Do you want to take the opportunity to address those concerns?

Mr. Signore: Well, what I'm proposing is also it's not all Italian. Cuban food, Caribbean food, different kinds of Mexican food. We could especially on the buffet expand the menu in different ways. As I said also, on the buffet you can have salads. Rice is done in a different, paella, you can have a different all kinds of rice and chickens and meats done in a way that it's not always done.

Mr. Realmuto: I understand there are many things you can do. I just wanted to be clear on the menus that you sent to Christine that she forwarded to all of us. Is that what you propose opening with or just what you see is a list of possibilities?

Mr. Signore: Those are a list of possibilities, but I can elaborate on that. Make different ones, make those ones and different ones with addition to those.

Mr. Realmuto: Thank you, sir.

Mr. Howison: Your proposal didn't comment on the challenges you might foresee in a 55 and older community. Do you see any challenges and if you do, how would you address those?

Mr. Signore: You mean by the clients itself?

Mr. Howison: Yeah. Currently, we're 55 and older community and a number of folks have dietary restrictions. It's just a little different.

Mr. Signore: I see what you mean. For dietary differences, we can also have a dietitian that can have someone adding a different thing. Say that a client has a problem with salt, as they have certain food, certain needs, just say boiled vegetables, no salt, that could be done also. We know that we're dealing with people that are older with all kinds of different health issues. Certain people that cannot have gluten or they can't eat salt or a lot of salts or a lot of different products, that could be addressed. We can make a list of people that they have those issues, and what kind of problems they have. The food, it could be cooked, say personalized for that particular person.

Ms. Landgrebe: Along those lines with food, we do have a number of people who do not eat pork, whether it's for allergies or just other reasons.

Mr. Howison: Religious also.

Ms. Landgrebe: You'd be able to separate those?

Mr. Signore: Absolutely. Yeah.

Ms. Landgrebe: You've mentioned also alternatives to various cultural foods. Your current restaurant is Italian. Do you have experienced in those other foods or?

Mr. Signore: Yeah, I do and I also have people that they actually make Caribbean, make Mexican, and different other foods.

Ms. Landgrebe: You're pretty confident that your staff would be willing to move the 2 hours over here?

Mr. Signore: Yeah. I'm thinking that if I do, I probably would have to rent.

Ms. VanSickle: A van.

Mr. Signore: Not a van, but an apartment or a house because probably even myself, I cannot do. I live in Orlando, but I probably even in every day to do that it's a challenge. I would have to stay at least 3-4 days a week otherwise I would just be driving.

Ms. Landgrebe: Would your plan be that you would be here all the time?

Mr. Signore: Yes.

Ms. Landgrebe: You're looking based on your proposal, seven days a week, three meals.

Mr. Signore: Three meals a day seven days a week.

Ms. Landgrebe: Thank you.

Mr. Howison: Any other questions? Geno, thank you very much. We appreciate it. What will ask you to do now if you would, leave again, and then we'll talk to the next proposer.

Mr. Signore: Do I wait?

Mr. Howison: You're welcome to wait, or you can leave either way. It's entirely up to you.

Mr. Signore: Thank you very much.

III. Nik Minadakis (Charm City)

Mr. Howison: Hello Nik, thank you and congratulations on that success at Charm City.

Mr. Minadakis: Thank you.

Mr. Howison: A lot of folks here like your restaurant. What we're going to ask you to do is to present to us limited to 10 minutes and then we'll throw some questions at you and we will try and have you finished within a half an hour. No more.

Mr. Minadakis: Sounds good. I'm Nick Minadakis the owner of Charm City. Born and raised in the restaurant business. A lot of people say born and raised in the restaurant business. They don't really mean it the way we do. We still live on top of the restaurant. I was born on top of the restaurant. That was what I did. It was there on my spare time. Even as a four-year-old kid, I was in the kitchen playing with the cooks, just hanging out with them like they're my best friends. Learned from the best in the business in my personal opinion, my dad. I really enjoy the restaurant business, I really do and my kids even enjoy it as well. That being said, everybody loves my menu at Charm City, everybody loves to style a restaurant that Charm City is because service, excuse my French has gone down the hole. It's a lot easier. No, not Charm City, restaurants in general. But it is easier for me instead of babysitting 18 servers to babysit four or five and get better service out of the four or five than the 18. That being said, I would love to incorporate that style in here as well with a simple menu like the one we have now with real Maryland crab cakes, fresh grouper sandwiches, and all my barbecue that we do as well. I already have a smoker on a trailer that we're planning on bringing out here if we do get the opportunity. We're going to do on site smoking and just everything as fresh as possible. I am planning on doing multiple different nights, like a pasta night, a taco night, a steak night. I am planning on doing all of that as well. Then you had mentioned before what challenges in at 55 and over community. I think the biggest thing to do is not treat it like a 55 and older community. You guys don't want to be treated like you are senior citizens and nobody really wants that. You guys still want to have fun, you still want to enjoy yourselves. I know you're working on a fixed income, so we'll incorporate loyalty points and different discounts and whatnot. But the biggest thing for me is not to treat it like you guys are already 1 ft in the grave. Like we want to have fun, let's have fun. You guys any questions I'm open.

Mr. Howison: Brenda, start us off.

Ms. VanSickle: You have a successful restaurant in Bartow, why are you interested in opening a restaurant in Lake Ashton, and who would be onsite?

Mr. Minadakis: I will be on-site and I'm interested because it's just a dream that I want to do. I don't want to open one more restaurant, I do want to open two or three more restaurants and I want to leave my legacy to my kids. My dad did the same for me. My dad came from nothing. He worked his butt off and he made what he had. It used to be an old Bingo hall in Maryland and it was a 50-seat restaurant and now it's an 850-seat restaurant and that's what he left us. I want to be able to leave my kids something I want them to be proud of who I am and be like, Hey, that's my dad. My dad did that. It's not about the money. When you come in and you loved everything about it, awesome. You walk in, you leave with a smile on your face. You can walk in and you're hungry as all hell, but when you leave, you're smiling and you're happy. And that's what we want. I want my kids, we do a lot of donating, we do a lot of community service and my kids are right there with me and they're doing it, they're doing everything with me. I believe that I'm doing it for my kids.

Ms. VanSickle: The restaurant is strictly seafood and barbecue and I've got to say my husband thoroughly enjoyed your grouper and your barbecue was excellent.

Mr. Minadakis: Thank you.

Ms. VanSickle: But you are going to have other foods there also because I don't think just that would appeal to a lot of people. Might get them once but not repeat it.

Mr. Minadakis: You can't, you have to change it up, especially if we're doing seven days a week and you want people to come at multiple times, you can't expect me to eat a pulled pork sandwich four days a week. That's why I said I'm going to do taco night, I'm going to incorporate different flatbreads instead of pizza we will do different flatbreads, different pasta dishes that I'm planning on doing as well. My culinary background, I can do everything and I believe it's amazing. I've never had bad reviews on my food and my service is right there too. I think it's going to be fun. I'm not going to say it's a challenge, it's just going to be fun.

Ms. VanSickle: We would have your commitment to Lake Ashton.

Mr. Minadakis: Absolutely.

Mr. Costello: I've been to your restaurant in Bartow.

Mr. Minadakis: Thank you.

Mr. Costello: This is going to be a totally different scenario as far as serving people and all of that.

Mr. Minadakis: Absolutely.

Mr. Costello: Do you have a pool of people to hire?

Mr. Minadakis: I don't have a pool of people that are ready to work and open up tomorrow. But I do have my foundation that is ready to, if need be, they can be here tomorrow to start prepping and start training, so I don't have to do everything hands-on. I will be overseeing everything and I will be here. But it's a lot easier for me to put my chef, put them in here, my front of house manager to put her in here and say, this is what we're doing, this is how we do it. We have a guide for cooks, we have a guide for front of house, and everybody that gets trained will have to pass a test per se before they're actually allowed to start taking orders or running food or whatever it is. But you're not just going to get thrown in and here you go, take it, have fun. I understand the challenges that you're talking about, but once again, it's going to be fun and we have a system in place there where we'd been out for two years and the system that I do have in place, I was able to leave and go to Greece for three weeks this summer. The restaurant works, the system works, and I don't want to change it I will just make it bigger.

Mr. Costello: Well, the only thing there is that your people, the operation that you have in Bartow is quite a simple operation as far as you walk up, you order food.

Mr. Minadakis: Absolutely.

Mr. Costello: You go and get your drink, you sit down, and they bring you the food. You're going to be operating. You're going to have to operate with some kind of a POS system or something of that.

Mr. Minadakis: There's a mobile POS system. They look like a phone. If you want to order another beer, the runner can do it right from your phone. I am planning one if we do get the opportunity here, to not get your own drinks. I'll have people running your drinks and getting your refills so you don't have to worry about that part as well and then if you want to order, I'm going to bring ice cream in, so we'll have plenty of ice creams and as a dessert option, I don't know what they were doing before, but everybody loves ice cream.

Mr. Costello: How much do you feel you're going to vary your menu? Ice cream in front food for people that are like 78 years old. This is not the recommended dietary thing.

Mr. Minadakis: But once again it's the 55 and over challenges. You're told not to drink, but everybody here drinks too.

Mr. Costello: How do you know that? How do you know that everybody in here drinks?

Mr. Minadakis: I'm here. That's why I'm here.

Mr. Costello: There's no liquor license here right now. Anybody have a drink up there? I figured I'd get people raising their hands.

Mr. Minadakis: There you go. I'm not telling you to eat ice cream every day and I'm not telling you to have a fried grouper or sandwich every day. Obviously, maybe have six beers a day. Probably be all right. Just balance. Just the different stuff that we're trying to do.

Mr. Costello: So you would vary the menu somewhat from what we're looking at now.

Mr. Minadakis: We'll do low-sodium options.

Mr. Costello: Sodium options. I'm thinking that the fried food is like, mostly people in here. In the barbecue, I enjoyed your food very much. I thought it was very good.

Mr. Minadakis: Thank you.

Mr. Costello: But by the same token, you're going to want people to be coming here quite often.

Mr. Minadakis: Absolutely.

Mr. Costello: People are not going to be eating barbecue and fried foods all the time, so you're going to have to vary your menu in some way.

Mr. Minadakis: Absolutely. I will have different pasta dishes. I'll add steaks and I'm changing it up. We will add different options.

Mr. Costello: Thank you.

Mr. Minadakis: Yes, sir. Thank you.

Mr. Realmuto: I don't want to beat a dead horse, but in speaking to our many residents here, quite frankly, their biggest concern and many of them enjoy, including myself enjoy the seafood at your current restaurant and at the food truck. I know you've been here many times, but the concern that's been expressed to me many times for many different residents is that they're looking for a place that would enable them to eat here

more often than once a week. They're concerned that at least with what they've seen so far, for the menus, they wouldn't be able to do that and as a supervisor with responsibility for the financials, I know that can be a challenge when you don't get our residents coming in more frequently than once a month. We also have people who don't eat seafood. I understand you're planning to mix it up, but guess how would you address that to those residents with those concerns? What would be on your daily menu that they can count on being able to choose from?

Mr. Minadakis: The restaurant that we have in Maryland started off as 170 different items on the menu and the whole reason for me coming down here and simplifying it was for this dollar restaurant. I already have a second menu planned out. There are different pasta dishes, they're different fish options. There are different chicken dishes. It's not going to be just the two different items. There's going to be cold sandwiches as well. I'm planning on doing a shrimp salad. I'll do an avocado tuna salad. There's a lot of different stuff that I am planning on doing, so it's not just the 16 items that are on my menu now.

Ms. Landgrebe: What price point would you be looking at staying with it?

Mr. Minadakis: It really just depends on the items. My most expensive item right now is the crab cake, and that's \$23, but that's coming down within the next week or two, and everything else is \$10 for a pulled pork sandwich and it'll probably be between 10-20 bucks.

Mr. Realmuto: I'm just going to follow up a little bit on the financials. I've asked the others as well, what information can you give us about your financial plan here to help us develop some confidence that you'll be successful and be able to stay here for a long period of time and I'm interested in details like the number of guests per day on average that you would expect and what your labor and food costs is in terms of percentages.

Mr. Minadakis: Labor costs really is a lot lower than your typical restaurant because it's not going to be 18. I'm not babysitting 18 different waitresses and 35 different cooks in 17 dishwashers, it's just not happening. So my labor costs right now are very low. I'm running Charm City with \$5,000 a week and that's with all my chefs, that's with everything involved and I'm not on the line. I might have to hop on if need be if they get that busy. But for the most part, I'm able to pass that saving on to the menu and keep the items priced a lot lower. I'm not expecting everybody to walk through these doors seven days a

week and eat something, but there will be different options and I'm planning on doing a free delivery service to all the residents in here, so if you don't feel like getting dressed, you don't feel like getting up, we'll bring it to you. Easy. We can do booze to go too.

Mr. Realmuto: That may be popular here. Thank you.

Ms. Landgrebe: Nick, what I hear you saying is the menu we have in hand would not necessarily be the menu.

Mr. Minadakis: Yeah. That's just the base of it.

Ms. Landgrebe: Because we do have a lot of residents who are on low sodium and also don't eat pork. That's just not a lot of options. Will you be able to provide Christine with your newer version of the menu? I would hope that because of your last name that you might also include some Greek food.

Mr. Minadakis: There you go. We can do that.

Ms. Landgrebe: We would like some alternatives and international things. Now, what about catering? Is that of interest or not?

Mr. Minadakis: Absolutely. We do a lot of catering now. We have two food trucks, so we do a ton of catering.

Ms. Landgrebe: Non-food trucks like a wedding.

Mr. Minadakis: Yeah. We do that too. We just did a wedding last weekend. I do weddings all the time. It's easy for me.

Ms. Landgrebe: Then residents have been very clear that they want a less formal restaurant with lots of various activities going on. Your menu indicates lunch and dinner. Do you have other plans for that?

Mr. Minadakis: I do brunch options on the weekend. I think it's like six or seven different brunch options that are there. We do mimosas at the restaurant as well. Being next to the pool, I think that's going to be awesome. Where we can incorporate different party stuff, different games, and stuff that we can play. I am going to add a couple of more TVs to the restaurant. A lot of people are college football fans, are NFL fans, are baseball fans, and not necessarily make it a sports bar, but make it less formal where you can come in and you can holler and cheer for your team if need be. Once again, I want to take it back to like, let's have fun, let's not treat this like a retirement home, and let's just have fun.

Ms. Landgrebe: We appreciate that. Other activities. I do have a question on your business style. I understand the makeup. Your thought here, if I'm hearing what you're saying is, you would have the individuals where we would check in to on the handhelds and order our food that way.

Mr. Minadakis: We could do that, or we can do like the restaurant is in Bartow where you walk in, you order, and then somebody brings your food.

Ms. Landgrebe: But it's not set up for it.

Mr. Minadakis: It's easier to switch it, and it's easy to add waiters or waitresses where if you did want to add an appetizer after you sat down or if you wanted to change something or order a drink or order a dessert, they'd be able to do it right from the table.

Ms. Landgrebe: Because I was going to say a number of our residents may not be computer savvy with handhelds.

Mr. Minadakis: You won't be doing it. My people will be doing it. You don't have to worry about anything, just eat. That's all I want you to do.

Ms. Landgrebe: Great. Thank you.

Mr. Howison: Just to be clear on one thing, we've referenced alcohol quite a few times here. It currently, Charm City doesn't have a full bar, just beer and wine. Your expectation here would be to what?

Mr. Minadakis: Full bar, signature cocktails and I do want to incorporate loyalty. I just started at Charm City. We're going to do loyalty points where you rack up certain amount of points, you get a free dinner. I do it all the time anyways.

Mr. Howison: I can tell you that people here like free.

Mr. Minadakis: Everybody loves free, everybody does.

Mr. Howison: I have nothing else.

Mr. Minadakis: Any questions out there?

Ms. Landgrebe: What kind of lease term would you be looking?

Mr. Minadakis: It's up to you guys you said you wanted a new permanent home so I don't want a five-year lease and as far as money-wise, make it friendly. So if we do die down in the summertime and you're losing 60% of your residents, at least make it so we can still keep my employees and my responsibility as an employer to them, keep their families fed.

Ms. Landgrebe: You would be also advertising outside the community?

Mr. Minadakis: Absolutely. I already have. I've already expressed my interests in here and a lot of my customers drive from Lake Wales or from in here and so far, they've all been excited.

Mr. Howison: Along those lines, do you see a potential for reduction in business at Charm City based on opening the restaurant here?

Mr. Minadakis: No. I think we're only going to get busier at Charm City. Because a lot of people if they are from Lake Wales or if they are from Winter Haven and they're doing something in Lakeland or if they go to the courthouse, guess what? I had their food at Lake Ashton let me try it out in Bartow too because I know it is good.

Mr. Howison: Thank you. Appreciate it. Do we want to I think we probably want to get through the rest of the agenda or do we want to go ahead and open up for public comment now?

Mr. Realmuto: I think we agreed that we would.

Ms. Burns: Just to clarify its public comments to the Board they're not asking questions to the-

Mr. Howison: Correct. That would just be a can of worms. So we will open it.

Mr. Realmuto: Do you want to invite them back in so they can hear?

Mr. Howison: Yes, they are welcome to come back in.

Mr. Realmuto: I don't see why we wouldn't. My point is although that residents are not asking questions directly of them, we could choose to follow up on some of those after the residents were finished.

Mr. Howison: I don't want to make this a whole day affair.

Ms. Burns: Did we decide on a time? It was a minute. I think you had said before.

Mr. Howison: Let's give them two. But we're going to cut them off at two. So if anyone has any comments, we would welcome them to come up and we'll give you two minutes.

Unidentified Resident: My comment would be none of the participants really addressed staffing and we all know how important staffing is. I just think we need something a little more concrete than "Yes, I'll do it." Some have no chef, some have no staffing plans. One, I don't like to use names. I don't want to use a name. But there's one

restaurant who spoke and there was no addressing of can he bring his staff here or he's keeping his other restaurant open? Where is he getting a staff? Where is he training? I mean, this has been a problem from day one, from 2006, is staffing and chefs. I think we need to really get that squared away. Thank you.

Ms. Burns: Just a reminder to everybody. Please state your name for the record when you come up.

Resident (Jay Brantley): My name is Jay Brantley and I was recently diagnosed with Parkinson's so that led me to the driving that I can do and to get to a breakfast restaurant now I have to drive all the way to Haines City or other areas that I'm uncomfortable to drive to only one of the participants this morning mentioned breakfast and I would like to have breakfast be on the agenda as well.

Resident (Carol Corley): Hi, my name is Carol Corley. I live in lot 810 on the west. Just one concern. We have a Somewhere restaurant probably within five miles up here and one of the groups ran Somewhere. I would like to know how different their proposal for Lake Ashton would be than the one currently at somewhere because we don't need two restaurants that very much the same that close together. The other concern would be the one Charm City which sounds really awesome but a lot of people don't eat crab and they'd have to make a major change in their menu to make it acceptable to a lot of people. I mean crab is one of those things that people are allergic to and the restaurant seem to be rather specific. I know they said they would think of doing others. So those are my concerns. Thank you.

Resident (Diane Gray): Hi, my name is Diane Gray. My concern is Lake Ashton allowing whoever we select to advertise or put signage in the front of Lake Ashton to let people know that they are welcome to come in here to utilize the restaurant. We want the restaurant to be successful and to have no signage to let them know that they are welcome in here. Are we going to allow that?

Mr. Howison: Thank you and I love your shirt.

Resident (Steve Adams): Good morning. My name is Steve Adams. I live on Ashton Club Drive. I just have a question for the Board. Have the proposal people had a chance to tour the kitchen at all? Seeing I've cooked back there and it is a very limited size kitchen.

Mr. Howison: I can answer that. Yes, they were all given the opportunity and Christine did all three tours. Any other comments for the Board? Thank you.

Ms. Landgrebe: I'm not sure how to read that folks.

Mr. Realmuto: The question is, where do we go from here? I think it's the larger question.

Mr. Howison: Next question is, are we prepared to make a selection today? Remember we can we can extend this meeting.

Ms. Burns: Sure. We can continue the meeting if you wanted more time to make a decision. Our next meeting is only three weeks away, for the December meeting. If the Board feels they want additional information, we could request that, give people time to go to their existing restaurants, and that's always an option as well.

Mr. Howison: I leave it to the pleasure of the Board. My recommendation would be to move it out and if we do need or want more information, supervisors can contact Christine. Christine will compile our requests and get the requests out to the respondents. Does that make sense or not?

Ms. Landgrebe: I agree with you. I think there are some follow-up questions. I'd like to see references followed up on.

Mr. Realmuto: I believe Christine did follow up on that.

Ms. Landgrebe: We have not received all the responses. I'd like to see updated menus for those who would like to provide that. I'm sure we have other questions.

Mr. Realmuto: I agree that we certainly don't want to rush this, there is only three weeks between this meeting and the next one. However, that still begs the question of what do we do between now and that. Speaking for myself, I feel right now we're privy to a little bit more information than the residents have seen since they all forwarded us in some form, sample or proposed menus. I think that's really crucial for residents understanding what the choices are before us as a community. I realize we all have the opportunity to forward questions to Christine that she can forward to them. Those tend to dribble in piecemeal, we may or may not get answers. What I'm looking for the minimum is to have each of the proposers come forward with what they propose, as we can call them sample or perhaps opening menus, we're not holding them to it. But what they would intend to open with here, complete with prices. I'd like to make that information available

to residents. I know some supervisors that they don't want to do a short poll, certainly today that wouldn't be appropriate, but frankly, I at least I personally want to get more feedback from residents. We're only five people here. Even if we ate here every day of the week, we alone are not going to make the restaurants successful. It's all the residents of Lake Ashton, as well as who they are able to attract from the outside, that are going to help make the restaurant successful. I really do feel we need to get some feedback. Once we have information, so they're making an informed choice, I actually would favor at least polling them, so we understand there's a consensus in the community.

Mr. Howison: I would agree. My problem with a straw poll today is that I don't think we have all the information that you're going to need, and we certainly don't have the entire community here.

Ms. Burns: I would suggest if we're looking for a proposed menu from each of the three proposers, that they provide that to Christine by Friday, the 9th of December, which would be a time for it to be included in the agenda that's posted online and every resident who is interested in that would have access to be able to view that a week prior to the Board meeting. Which would give the Board members a chance to have discussions with residents.

Ms. VanSickle: It might also be helpful if that was published in an email blast, since some people do not go in and look for that agenda. And if it were in the email blast as restaurant menus, so it's at the top of the list and not the bottom.

Ms. Burns: We'll put it in the agenda then Christine can also send out a blast with the three menus with a link to just the three menus, so it's not buried in the agenda with everything else.

Mr. Howison: I believe I have one last comment and then we'll move along with the agenda.

Resident (Julie, 4167 Aberdeen): One last question. I'm Julie from 4167 Aberdeen, we've been here just a short period of time. My question is, this back-and-forth we're doing is there a timeline that we're looking at that the decision would be made and a restaurant would be open?

Mr. Howison: I think the timeline now, it looks like it would be at our next meeting in December, a decision made. It will take a little bit of time to negotiate a lease, and

whoever is selected will require a little bit of time to startup. It's going to be a little while, but we want to do this right rather than fast.

Resident (Julie, 4167 Aberdeen): I understand, I was just wondering with the snowbirds coming back, and we're going to be getting busy, you don't want to push it off too long. Thank you very much.

Mr. Howison: Thank you.

Mr. Realmuto: Before we leave the restaurant agenda item, there has been one of the things that come to my attention, and that is that there were apparently other potential proposers interesting in submitting proposals. I realize they missed the deadline, I just think we need to bring it to the Board to discuss whether or not we're interested in entertaining those, or telling them simply sorry, the deadline has passed, we should make that decision as a Board.

Mr. Howison: Any discussion from the Board?

Ms. Landgrebe: Well, maybe a couple of questions, what was the reason that they missed these deadlines? Do you know?

Mr. Realmuto: I don't have any information, I was just informed from one of the members of the restaurant committee. I don't know who they are or why they missed the deadlines. I don't know if Christine can address any of that or if she's aware.

Speaker 25: I do know that I was approached at Monday coffee last week by an individual, and he wondered whether we would entertain another proposal, but it was on behalf of a friend of his, and he didn't know whether she would be interested in proposing. It's just off the cuff.

Ms. Wells: I was just informed by a member of the restaurant focus group that there were two people that they were aware of that may be interested in putting in a proposal, and I guess they just did not know about the RFP process. Did I get that right?

Mr. Howison: I really struggle with extending it.

Mr. Realmuto: Does anyone think we should extend it since we heard for not extending it? Does anybody think we should? I think that's okay. There we go.

Mr. Costello: Quite honestly, I think that if you were really that interested in it, the proposal would have been in by the deadline.

Mr. Howison: Listen, we advertised with the Lake Wales, various chambers of commerce's. I don't know who also. One last comment?

Resident (Brenda Jackson, 4167 Muirfield Loop): I am part of the restaurant focus group. I think what we have to take in mind here is what our reach was. We were I don't want to say limited but we have to ask ourselves, did we properly and appropriately reach out wide enough? Two that are coming in did not know of it and I think it's because our reach wasn't wide enough for them to know about it, and it wasn't until verbal communication with them that they were even aware that this was happening and then expressed their interest. It's just something to consider.

Mr. Howison: I just think that we really took pains to get the word out. We joined Lakeland Chamber of Commerce, Winter Haven, Lake Wales, it went to the Central Florida Restaurant Association, the Florida Restaurant Association, to all of the major restaurant food distributors. I think it's dangerous to extend it at this point personally.

Resident (Gary Sphere, 4468 Waterford Drive): First, I want to thank the Board for allowing the participation of the residents here to come in and ask questions and have a good dialogue. I know you're still looking for more information from these three restaurants as far as menus and whatever. But maybe if it's appropriate and if the Board is okay with this just to get a raise of hands from a straw poll to sit there and say, what did you like or maybe what you didn't like and maybe that's good feedback for those restaurants to come back with. If they could come back with a menu to understand exactly what the residents are looking for. I opened up to the Board. I don't know if the residents here would be interested in doing that as well. Thank you.

Mr. Realmuto: Let me just say I'm generally in favor. I definitely want resident feedback. However, I don't believe the residents have all the information that we even had coming into this meeting and even less than we're trying to get you. We're going to ask for those sample or proposed opening menus. I think it's at that point that the feedback would be much more valuable so it's informed feedback.

Ms. Landgrebe: I have a question then. If Christine is going to ask the three proposed vendors to provide additional information by December 9th and where our next meeting is the 19th, will it make sense to have a brief session? Are we going to just dedicate the December meeting to not just the restaurant but primarily to the restaurant?

I don't even know what it would be called. A workshop or an open meeting? What for residents? There's a lot of the residents here for whatever reasons chose not to give input which I don't quite understand.

Ms. Burns: Well, I think the intent is that we'll distribute the menus and those interested will have the opportunity to get up in a public comment prior to the meeting starting like they always do to provide any input that they have. I don't think we need a separate session for them to do so because they'll have the opportunity to do that in December, and I don't think unless supervisors have additional items to add at this point that we really have anything planned for the December meeting besides the restaurant.

Ms. Landgrebe: I was just looking for some clarity. Then it's real important, folks, if you have a comment or thought to provide it publicly at the December meeting.

Mr. Realmuto: Perhaps there's another alternative as well. As gratified as I am by the turnout here and the numbers of people, it's still only a very small percentage of our residents. Although I don't think we need to have another meeting in the three weeks between this and our next meeting, I'd like to go a step further than simply providing the information that we get in the agenda packet and having residents comment at the meeting. I would like the Board basically to ask staff to send out a very simple survey. One question basically to rank the restaurants in their order of preference, and send it out with the information of those proposed menus. I'm not saying it's binding on us, but at least we will have the information to see if a clear choice of the community emerges or it's close. I think the Board would have to direct staff to do that, because I've tried to initiate these outreach things in the past and I've gotten pushback that the Board didn't direct that or decide it. I think we need to make that decision.

Mr. Howison: I think that's fine. I do think that perhaps more than just the menus. Over the next week will ask the staff to come back and give us a sense of what you recommend going out to the residents. It would be the recommended menus but there should be probably wrapped in some other information, maybe a brief synopsis.

Mr. Realmuto: But at a minimum it would include the menus and a synopsis. What we'd be asking residents is to rank the restaurants in their order of preference or something along those lines.

Mr. Howison: They could maybe do it in a SurveyMonkey or something like that. I don't know.

Ms. Burns: That would be after the menus come in on December 9th, so the week leading up to.

Mr. Howison: They wouldn't have a lot of time.

Ms. Burns: You'd have 48 hours or so to be able to respond.

SEVENTH ORDER OF BUSINESS

New Business

A. Discussion Regarding Current Landscaping Services Contract *(requested by Supervisor VanSickle)*

Mr. Howison: Moving on to new business Item 7, letter A is discussion regarding current landscaping services contract requested by Supervisor VanSickle.

Ms. VanSickle: Yes. I brought this up because I've noticed

Ms. Burns: Brenda, I don't want to cut you off but Kristen just said there's somebody with their hand raised on the Zoom link. I think we had a public comment maybe on the restaurant, does the Board mind if we go jump to that really quick? Jude, you are unmuted on your end and you just need to unmute yourself and you are free to talk. You're welcome to e-mail in your comment to Kristen or myself and we can make sure the Board gets that prior to the meeting.

Mr. Howison: Go ahead Brenda.

Ms. VanSickle: Okay, thank you. I spoke at the last CDD meeting because I had noticed our landscaping was starting to look shabby. In fact, a friend at the pool made the comment that he moved in five years ago and it was such a pretty place but they noticed things were going downhill and being neglected. At that meeting, I looked out the window and those beautiful topiaries had gone completely natural. I'm not sure how long it had been since they've been cut, but I let Matt know before the meeting started and he had sent an email, I don't know if it was that email or they just finally got around to it and they started trimming them. But it was done in such a way if you go down there and look at them, there's a lot of dead areas in those bushes. These things are supposed to be taken care of on a regular basis. This started me thinking that I need to go back and look at their scope of services and see what is supposed to be done. We pay a lot of money for landscaping and we're not getting what we're paying for. The first thing I did, I read it. It

says we're supposed to get certain reports, so I asked for those. I didn't get those. I'm suspecting I didn't get this because they don't exist, that's another problem. I would first ask you to look at the contract under 1.13, quality control, near the bottom. It says if requested by the owner, the contractor will make weekly walk-through reviews of the entire site related to visual observation of the contractor's performance. The contractor will make repairs and adjustments as directed by the owner. The contractor shall provide the owner with a weekly updated maintenance log addressing all activities occurring that week. I would like to see those. I would only like to see those because there's a problem, if everything was all right, I'd have no interest in seeing those. Did everybody find that?

Mr. Realmuto: Page number?

Ms. VanSickle: There's not a page number but it's at 1.13 quality control. It's in the landscaping contract. It's part of the page number. Exhibit A, scope of services. My first concern is we're not getting those reports and if we were getting those reports, probably it would be taken care of, but I'm thinking things have gotten lax. They've been here a long time, we had this issue once before, and we had a different operations manager at the time. They came out just one day a week and he was coming out less and less, and I sent him an email saying things are slipping. He said, "I was just out there and it all looks fine," so I started sending him pictures. They had a double crew out for a week. Within a week this place looked really nice, I didn't see that effect this time. If you'll turn your page to 3.14, weed and disease control. It talks about the applications. Two applications, full coverage of weed disease fungus control shall be provided in the month of March, November of each year for all St. Augustine areas. Any re-application is required and the owner's opinion shall be provided at the contractor's own expense. Weeding shall be performed to a level that is acceptable to the owner. Additional requirements for weed control are defined in paragraph 3.22. Turf areas should be continuously monitored for infestations of disease, fungus and weeds and treated immediately for proper control. Contractor shall provide a monthly monitoring report of these activities to the owner. Haven't been able to see those either. If you walk out in our beautiful green grass, that's what it should be, but there are areas that are totally infested with weeds, flowering weeds, and obviously this has been neglected for a long time. This did not just happen. I only walked the area around the clubhouse. I did not walk the Boulevard or any of the

other areas. In fact, there's one, by the bottle brush tree out here, and this was months ago. Somebody obviously was hitting circle around the tree with weed killer and took out a triangle of grass, it turned orange to brown. Now, there's a lovely crop of weeds in there and nothing has been addressed on that. If you go down to 3.21, it talks about detailing of planted areas, and then underneath it says contractor shall provide to the owner a sectional detailing map for review and approval within 30 days after contractor's notice to proceed. Then it says shrubs shall be hand clipped to remove only the top growth and then talks about until they're at least three feet high. My concern is how these hedges, the topiaries were whacked out last time. I think it was done quickly, it hadn't been done in a long time and I'm wondering if damage has been done to them. It says shrub shall be pruned to the owner's specific instructions. On the next page 3.22, it discusses spraying and walkways. The frequency says weeding shall be formed in conjunction with the detailing of planted areas at a minimum frequency of once every three weeks. Weeds should not be two feet high. I walked into the previous meeting and out here by one of these handicap signs, there was a two-foot weed, I mean, it's rock area and the weed's two feet high. Then we go to mulching. I walked for a long time, there was no mulch and it was looking pretty ratty. They did finally put some mulch down. It's supposed to be from one-and-a-half inches to two inches. I was out there yesterday with my tape measure. This needs to be checked. There are areas that looked like it was very skimpily done and this was just recently done, and they didn't bother to pull the weeds before they did it, so they're not very proudly standing up through it. It doesn't look very nice. If you turn to 3.13, annual flower beds will be serviced 52 times a year to remove flowers that are fading or dead like dead heading. I seriously doubt this is being done. Then we talked about 3.41, pruning of dead branches. There's just a lot in here that's not being done and I would like to see some oversight and I think Dana should be doing the oversight. I know Matt is a wonderful operations manager, but he can't spend all of his time going after contractors that are not doing their job. Now, I have pictures but because it's late, I would ask maybe if you're interested Kristen, I can send them to you. I'm still going through a slideshow right now. Some of them may be minor, some of them are more major, but once I started looking, everything caught my eye. I think so often we don't look, it's like the issues at the pool. I would just like Supervisors to be aware of this. I would definitely like Yellowstone

to be made aware of our dissatisfaction and improvement needs to be done and I'd like to set timeline that we would like to see that happen.

Mr. Howison: I agree. We look at these contracts and we're supposed to read everything and we do, but when you really get down into the minutia, it's clear that some of these things haven't been being done. I do know that Matt and Christine met with Dana and I see them coming up now, so give them an opportunity to talk to us. What we'd like to hear I believe is a plan for addressing the concerns and if you dispute any of these things, please let us know too.

Mr. Bryant: I understand Brenda's concerns. In a recent meeting it was brought to my attention that the Board and Lake Ashton felt as though the detail was not there and that product was slipping. They thought or it was brought to my attention that possibly Lake Ashton was no longer a priority for Yellowstone. I can assure you that it's furthest thing from the truth. I apologize if we haven't been up to par and if things have gotten away, so moving forward I'm going to step away, I'm going to step aside. I'm going to hand the property over to Jose Romero, he's a former superintendent at Legoland and handles our operation in Celebration. I will work together with him while we have these existing projects that need to be finished, but he will have more time to give you the attention that the property needs. In regards to contract considerations, this would be this week. Some of you might know Pete used to be a business development, he's now our branch manager, he can handle any of your contract concerns.

Pete Wittman: Thank you very much for having us. Some of you may have met me in the past, but my name like Dana said is Pete Wittman. I'm the branch manager of Yellowstone out of our Kissimmee branch, which takes care of this property. I've been with Yellowstone for six years now, been in the industry close to 20. I stepped into this role in June, but I have been very familiar with this property since I've been through here several times over the years. My job is to support our team. When I hear things that are not going right or people are seeing some neglect, I want to make sure we get those things corrected. I want to make sure we're meeting our contract obligations. What we do in landscaping, yes, it can be over complicated, but the way I see it is meet your contract obligations, take care of your customer, provide excellent customer service, and take care of your employees and operate safely. It's very simple and I like to meet those things. I

take what you guys say very seriously. Dana actually came to me with a recommendation of, "Hey you know what, I have a lot on my plate but there are some concerns here. Maybe it's time to bring in another manager and they can work hand-in-hand together until you all feel comfortable." Dana has done his job transition this the right way. Jose has all the skills necessary to take care of you and he has my full support. I think some of the things that have happened in the past in regards to monthly reports, weekly logs, I think some things just get grandfathered in, and maybe our account managers just pop into the office and see someone and lets them know what's going on but if the Board would really like to see a weekly, this is what we took care of on the property a couple of bullet points. A lot of the things we do is the same every single week, but there may be some special projects that we want to update you on or say here's our plan for next week. So you're aware there are some weeds along the boulevards but we're addressing those next week with our spray team. Just so everyone is in the loop, we're totally capable of doing that and getting you a monthly report. I haven't seen the sectional detail plan, but I know we have one so let's make sure that is in effect and is being used. So then you guys know, this area looks neglected. That's next weeks, that is Section 4. I double-check the map you are correct. I think some of those things, everyone has different opinions and landscaping is somewhat subjective, but we want to make sure we're meeting our contract obligations. We want residents saying Yellowstone is definitely a team for us. We've been in here for a long time. I don't want that to change. I do appreciate you letting us speak here and take what you say very seriously.

Ms. VanSickle: I appreciate that. I would've never asked for those reports if I thought the work was being done.

Jose Romero: Good morning, just want to introduce myself. My name is Jose Romero. I live around the area and I think I would be a good manager. If you have any issues, I will be here.

Ms. Landgrebe: Thank you. I have a couple of questions. Dana, while I understand you're stepping down, I feel a loss there so good luck. I'm sure you'll bring your expertise to somewhere else for the moment.

Mr. Bryant: I'm not going anywhere. I'm not leaving Yellowstone. I still live five miles away. My plate has gotten really full. I heard Christine, I heard Matt, I'm hearing what

Brenda is saying. Jose has been chomping at the bit to get more work. The area is all yours.

Ms. Landgrebe: Thank you. I understand that because sometimes we become so familiar that we walk past things and don't even see them anymore. For me, I can't tell a weed from a flower.

Mr. Bryant: Conversations that we had last week, two weeks ago, whatever it was, it might be time for a new set of eyes.

Ms. Landgrebe: Thank you. Jose and Pete here are my questions for you. You've been, Pete on the job, you said since June. Well, somewhere out there you may be aware of Lake Ashton not knowing where processes are or this District operation's plan or whatever is a little concerning to me. What is going to change on your role for Lake Ashton? Then I'll get to Jose.

Pete Wittman: I'm the type of manager that if I'm not hearing anything, I do like to let my employees fly. I am not a micromanager. But when I hear of these things, I do like to address them and make sure we have good plans moving forward. I think it's been a long, hard summer. I think some of this catches up. If you ask any landscape company, after the summer there are some things that might go by the wayside and you add a hurricane, a tropical storm/hurricane into the mix. It does set us back in regards to some of our operations. I'm aware of it now. All I can do is moving forward be here to assist them. With this transition, obviously, Dana's here to help, but it's going to require me to have more eyes on the property just to make sure that this is going in the right direction.

Ms. Landgrebe: We appreciate that. Jose, I believe they said you oversee Legoland and Celebration. So where is Lake Ashton fitting in and how? Because obviously that's our primary concern.

Jose Romero: Well, that's where I used to work before I came to Yellowstone. I worked there for five years.

Ms. Landgrebe: I thought you meant now.

Jose Romero: I still have properties in Celebration, but since this one is closer to a house, I will always be here either in the morning or afternoon as needed. I'll keep an eye on it. Like I mentioned before, it is another priority. Whatever I've got to do so we can be here.

Pete Wittman: I'll just add to that a little bit. We do look at our managers workloads and we're saying, "Hey, Jose is here for any growth that we have if we take on any new properties because he has a lighter workload than Dana per say." But we've been looking for that opportunity Dana recommended it. I think it's perfect. He has the bandwidth to be able to take on this property.

Mr. Realmuto: I just wanted to welcome Jose to the account and thank Dana for his years of service. The community certainly has benefited from your expertise in the past as well. I have a question. Certainly the maintenance issues that Brenda raised need to be addressed. I assume that will get your attention, but I have some questions about some of the projects currently in progress that we approved months ago and I know some of them were recently started. I'm just wondering on how up to speed you are on all of the projects either in progress or that have yet to be completed that the Board has authorized. Are you aware of those, and what are you doing to ensure those are completed in a timely manner?

Jose Romero: I actually haven't really spoken to Dana to get all that information, so I'm not aware right now. We're going to be working together so we get that stuff done.

Mr. Realmuto: Then I'd certainly give you the opportunity to get with Dana, but I'd be looking forward to a report on both how the maintenance issues that Brenda has raised have been addressed and also the new projects in progress and their current statuses. If you could come to the next Board meeting, we'd certainly appreciate that. The two I'm thinking of are the Ashton Boulevard renovation and the removal of the oak tree in the park. We never approved that? I thought we did. That would explain that one.

Mr. Howison: The stones are gone and I believe the blueberries are coming in this week or next, I forget.

Pete Wittman: We feel really strong about Dana finishing the projects that he was on. He is the one most knowledgeable about them, he knows exactly what's going on. Obvious we want Jose looped into them, but Dana is going to finish those out.

Ms. Landgrebe: Can we talk about the Boulevard project? I think we approved removing the green and red hedges, or we did just the green? But it looks nice. I'm not a member of the garden club for a reason.

Mr. Howison: Anything else? Dana, thank you. Appreciate your hard work here. Pete and Jose, welcome. We look forward to working with you.

Ms. Landgrebe: Yes. We look forward to input from you guys too.

Mr. Howison: Staff, there's some direction on this, we'll expect follow-up from you guys on these things. Obviously, when we sit down to talk each week, I want to know what's going on.

Ms. Landgrebe: I know how we have the engineers give a report and come and speak, maybe landscaping needs to physically give their update, I don't know.

Ms. VanSickle: I would like to see that because I want to know how and when they're going to address weed control. Where the dollar weed is totally taken off, I'm not sure how that's going to be taken care of unless you're going to resod. It's totally invasive there.

Ms. Landgrebe: I know Dana has physically been at every meeting, but we don't always have him come up and speak.

Mr. Bryant: Dollar weed is a moisture content problem. Two things happened, one, the fert chem team has been here this morning. This was your scheduled day for November fertilization and weed control so that is being treated. The controller out front was shut off last week in order to minimize the moisture and the rain content. Dollar weed disappears, dollar weed is not something that takes over.

Ms. VanSickle: You looked out there?

Mr. Bryant: I have. Now, in regard to the two areas that you're referencing right behind us, in front of the blueberries, I've actually given them a proposal to remove. Those two areas have been bad since I've been here. They're on the side of a hill backed up by the parking lot. We've removed half of it and put rock in. I've given them a proposal to remove the rest of it, just finish it with rock.

Ms. VanSickle: Explain to me exactly what area you're talking about. You said by the blueberries?

Mr. Bryant: Right behind.

Ms. VanSickle: The bottle brush. Oh, this wall?

Mr. Bryant: Yeah.

Ms. VanSickle: No, I'm talking about next to the tennis court. Next to the tennis court, it's weeds everywhere. Then in front of the tennis courts, it's like those bushes haven't been fertilized in a very long time. Because they look really pitiful and there are some missing and it just looks really sad down there and the weeds have just taken over.

Mr. Bryant: All to be addressed. Literally, the fert chem team is here today, but we will all be keeping a closer eye on it and we will address it. If it needs a second application, we'll give it a second application.

Ms. VanSickle: Thank you.

Mr. Bryant: No problem.

Mr. Howison: At least for the next several months, we would ask somebody from Yellowstone to attend our meetings and just give us an update. Then assuming things improve after that, Matt can give us that update.

Mr. Fisher: Absolutely

Mr. Howison: Thank you.

Mr. Realmuto: Lloyd, before we leave this agenda item, I was going to suggest that perhaps you have an opportunity here. First of all, there are several levels of oversight for landscaping, obviously, Yellowstone has addressed how they're going to address our concerns. Staff is responsible for overseeing Yellowstone, but we also traditionally had a Supervisor responsible for that area. I know as Chair you probably have a lot of new responsibilities; this may be an opportunity to pass that responsibility along to someone else that's very interested.

Mr. Howison: I think maybe what I'd like to do is hold that for the December meeting. I know we're not allowed to talk to one another, but I didn't really expect this today.

Ms. VanSickle: May I make a comment?

Mr. Howison: Sure.

Ms. VanSickle: The Board for the last four years has done things very differently where you each have been assigned a certain duty to do. We pay a management company for that. Why are you doing their job? They're perfectly capable.

Mr. Howison: That's where I am with this as well.

Mr. Costello: That all came in with the restaurant. Everybody was complaining that all five of the Supervisors were on their back and blah, blah, blah and this that, and the other thing. That was when I as the Chairman had said, we've got to break it down in order to stop it where Supervisors continuously walked in. It was considered harassment, a lot of cases I think it was just people being inquisitive as to what was going on and that is where that started.

Mr. Howison: I understand that. I look at the restaurant a little differently than I look at the rest of these things because in the new world, as we move forward, we're going to lease that restaurant space. As Steve so ably stated this morning, once we lease that space, it's the community's direction to us to stay out of that business.

Mr. Costello: It was under a lease at that time.

Mr. Howison: Our direction as a Board to Christine should be, we're getting off track here but if somebody comes to you with a complaint about the restaurant, send them to the restaurant. We don't pay our management company to manage the restaurant, we pay them to help us manage the lease. In the case of these other items, I tend to agree that we should as a Board be aware, but we also should lean hard on GMS to carry out their responsibilities. When it comes to policy or major decisions, we would expect the staff to bring that to the Board. But I feel like we have the skills and now that we have Alex onboard, it's going to free up Matt a little more and Matt is going to become more of a manager. We'll see how that goes. But I tend to agree, Brenda, that it's not that we shouldn't be interested. I still have an intense interest in roads and ponds.

Ms. VanSickle: As a supervisor, I want to be aware of everything going on in here. Not just landscaping, all of it because I think we all need to be aware because we need to be able to be responsive to the residents and we all need to come prepared to the meeting knowing what's going on. We should not be relying on just one person because that one person may have a totally different outlook and may not have seen something that somebody else would. I think we work better as a group; the group is stronger.

Mr. Howison: I agree.

Ms. Landgrebe: I agree. I do want to mention though that it would appear as we push back to the staff to do what they're hired to do that we may be understaffed.

Ms. VanSickle: I agree totally.

Mr. Howison: We'll cross that bridge.

Ms. VanSickle: Soon.

Ms. Landgrebe: I think we do need to recognize that, especially as additional roles, responsibilities, stronger expectations become more aware.

Ms. VanSickle: Could we put that on the December agenda? I think that's very important.

Ms. Burns: Discussion regarding staffing?

Ms. VanSickle: Yes.

Ms. Burns: Okay.

B. Consideration of Fiscal Year 2022 Audit Services Engagement Letter from Berger, Toombs, Elam, Gaines & Frank

Mr. Howison: Next on the agenda is consideration of Fiscal Year 2022 audit services engagement letter from Berger, Toombs, Elam, Gaines & Frank.

Ms. Burns: This is just a renewal of the existing contract. The amount is consistent with the amount that was in the initial contract that was approved and it's not to exceed \$3,750.

Mr. Realmuto: Unless there's any discussion or questions on this, I would move to approve it.

Ms. Landgrebe: Only because I'm new still, you guys are happy with this company and what they've done in the past? I'm just checking.

Ms. Burns: Yes.

On MOTION by Mr. Realmuto, seconded by Ms. VanSickle, with all in favor, the Fiscal Year 2022 Audit Services Engagement Letter from Berger, Toombs, Elam, Gaines & Frank, was approved.

EIGHTH ORDER OF BUSINESS

Monthly Reports

A. Attorney

Mr. Howison: Moving on to the monthly reports. First is Kristen.

Ms. Trucco: I'm short and sweet today, Jan has no legal updates, nothing has come across her desk since the last meeting that requires attention. She'll be at next

month's meeting, but I'm sitting in today and I'll relay all of the information. I've been taking notes and you'll see her next month. That's it.

B. Engineer

Mr. Howison: Next is the engineer report, Alan.

Ms. Burns: He left.

C. Lake Ashton Community Director

Mr. Howison: Community director's report, Christine.

Ms. Wells: The Community Directory Report was in the agenda packet, so hopefully everyone had a chance to read through it. I'll just touch on a couple of things and you guys can let me know if you have questions on anything that I don't touch on. I just wanted to let you guys know we are still working through the cost-saving analysis, we are waiting on some feedback from TECO. We've received a credit for public services and the amount of \$1,242. We are working on the meter size by Aberdeen, still working on that, I have made more contact with the correct person. We have purchased some smart TVs, so we're working on our internet services bill now, how to get that reduced. One of the ways is to get rid of some of the cable boxes that were paying 10 dollars a month and converting over to a smart TV. We have received those; they are in the process of installing them. We do have some interest from residents wanting to help with pin settings services and help with minor repairs, and we had previously gotten with the attorney, they have a waiver of liability. We have two currently looking to add a third and then moving to more of a preventative maintenance agreement with the current bowling services that we have. They did send us an updated, not really an agreement because he doesn't need anything signed. It's just we can convert over to doing it this way and it would save us a little bit of money each month and get more services.

Ms. Burns: I do have one thing if you don't mind to just to jump in and add for the Board's consideration, the insurance carrier that we use did reach out this month to say that they have a policy that would cover volunteers for Districts who utilize those if the District is interested in us getting a proposal to bring back. That would cover if you had people in here setting up for events or people who work the desk in the event that there's any incident, they could be added to the policy.

Mr. Realmuto: Are we talking about liability coverage or some other insurance?

Ms. Burns: Liability. If you're interested, I can get a proposal to bring back if you're more interested in adding that coverage. Most Districts don't utilize volunteers to the extent that Lake Ashton does so it doesn't necessarily apply. This is really the only one where you have regular volunteers who work the desk or might set up for events. This wouldn't be for clubs, groups, or organizations, but if you have people working the desk.

Mr. Realmuto: Jill, I just want to understand exactly who and what the policy would cover. Are we talking about the volunteer's liability or the District's liability?

Ms. Burns: District's liability for utilizing volunteers. Let's say you have a volunteer who's working the desk or setting up for an event who is injured.

Ms. Trucco: Or causes an injury, they would be your agent, that would be the District's agents. Probably worth looking into what the premium would cost on that.

Ms. VanSickle: We do use a lot of volunteers for setup, entertainment series, various dinners, dances, et cetera. At least the potential to look at it would hopefully not be volunteer names specific.

Ms. Burns: No, correct it would utilize volunteers.

Ms. VanSickle: Period. No matter what the number?

Ms. Burns: That's what we'll get from them if there's a cap on the number. Generally if have up to 50 volunteers, it will be if you have this amount if you have more it would be this, I don't know. We haven't gotten the information yet; they just reach out to let us know that that was an available policy that Districts could take out now.

Ms. Landgrebe: Just for clarity, because we do have some volunteers that maybe they help out once. Then we have others that help out weekly, monthly, every event.

Ms. Burns: I would need to get additional information from them. I don't know the answer today, but if the Board is interested in getting that we can get that information.

Mr. Realmuto: I think it would behoove us to do that and not only that, but to understand what we need to do to make sure the coverage isn't forced. Similar to the way we named all the supervisors to an officer positions such as Assistant Secretary, do we need to have a named list of volunteers for them to be covered before the incident occurs? That kind of detail.

Ms. Landgrebe: My other question then would be Supervisors also often volunteered.

Ms. Burns: You guys are covered under the directors and officers, as Board members you are already covered. The Board and staff are already on there.

Ms. VanSickle: Will that cover an injury if someone is back there pin setting?

Ms. Burns: If they're a volunteer pin setting that's what we could check, but yes, I think that's the idea. If Mats doing it, he's covered because he is a vendor of the District. If you're utilizing volunteers, I think that's the idea that they would be covered.

Ms. Wells: Then also you guys are all aware of the single vehicle accident that we had on Thompson Nursery Road back on September 29th. I'm not sure if the repairs are complete, I know that they were starting on it before I went on vacation. We have received a check from insurance, so as soon as the repairs are done there, then that would be closed. We are still working on the insurance with the insurance adjuster on the hurricane Ian repairs that were needed so that's ongoing. Finally, there was a storm pipe failure and if you're coming in on the Thompson Nursery Road entrance on the right-hand side before you enter the community, there's a storm-water pipe failure there, but it is the responsibility of Polk County roads and drainage. I reached out to them, Alan is aware of this as well, we reached out to them and they are starting to facilitate repairs on that. I think currently they've just put a caution barricade type thing there. He said that he would keep me posted on repairs done there. In case you see that, that's what that is. The project tracking list. We are moving forward on some of those that have held stagnant for a minute, the Olson Road fence repairs.

Ms. Landgrebe: Did you reprint those because mine was cut off?

Ms. Wells: Yes, you should have it up there. Sheila dropped it off. The Olson Road fence repairs should be taken care of this week. He said it should be scheduled for Thursday or Friday. He obviously got way behind with hurricane damage. There was an additional \$500 in repairs needed after hurricane Ian and hurricane Nicole so we are going to submit that portion as part of the insurance claim and he's going to go ahead and take care of that while he's here. The equipment cleaning was completed last week on Wednesday so we just need to go in and compare and make sure everything was cleaned that we paid for. The invoice was sent to Metz. We may have an opportunity just to take

off the final invoice with that one is how they recommended it in the email that I received this morning. The floor cleaning, we wanted to wait until equipment cleaning is done, so that will be scheduled to take care of this week. At the end of this week, the restaurant will be ready to go. That is all I had unless anyone had any other questions on my report or the project tracking list.

Mr. Realmuto: Not really a question Kristen, but to keep the Board informed, you and I have been working on closing out that final invoice from our previous restaurant operator. I know there's still a couple of details left to be done on that, but I think we should be on track to bringing it to the Board for approval at the next meeting. You should expect that. If you have any questions, I'd suggest you talk to Kristen. She's more up to date than I am since they get forwarded the information, but I'm trying to manage it on a daily basis, but you should find out whatever you want from her.

D. Operations Manager

Mr. Howison: Operations manager, Matt.

Mr. Fisher: Good afternoon. Included in the agenda packet was the operations manager's report. I met with Archie with Applied Aquatic and I'm happy to report that there are no major algae blooms at this time. I did get asked for an update on our grass carp for the pond along hole 10. He is pretty certain we will be getting that in December. The farmer has the fish and they're just getting to the right size, where they can be installed in the pond. So hopefully I have a firm date at the December meeting. We'll have those installed. Landscaping updates, Yellowstone finally got to removing those fallen down trees from the conservation area onto a couple of properties. Spoke to the residents, and they're satisfied. So we got to close that project out and the report listed the locations of those trees that had fallen down. Yellowstone is moving to Holly bushes now, and I believe the 30th of November, if this still stands to be true, the Japanese blueberry will be installed. One facility maintenance update that I found out earlier is the pump to the fountain at the entrance. There is an update. I have to call the vendor back to see what the update is on a warranty claim for that. That's the fountain at the entrance of the clubhouse or excuse me, the entrance to the Gatehouse. So it's been dried and empty

for a month now and I get questions. Hopefully this is going to be solved soon. Any questions?

Ms. Landgrebe: Back door?

Mr. Fisher: Back door. So the vendor was in. If you guys don't know what back door means, it's the east entrance to the clubhouse. A vendor was here last week and he needed a programming cable, unable to locate the programming cable to get the new stainless buttons installed. So we're ordering a cable. Meantime, I took the closer off and installed a normal closer. So that's where we're at with that. I just messaged him during the Board meeting to see when he'll be out to get this project wrapped up, they haven't been paid. The communication has been better last couple of weeks whereas weren't receiving any contact back.

Mr. Realmuto: The stainless-steel buttons address the opener, the buttons that open it. As you know, during my office hours last week the door was opening and closing randomly. Have you been able to address that?

Mr. Fisher: That's why I took off the door closer and put a normal door closer on. Because the door was just opening and closing by itself. Just one thing after another with that thing. Right now it's operable.

Mr. Realmuto: So it's operable, but we don't have the electronic.

Mr. Fisher: I took those buttons off. We're getting a programming cable. So once that programming cable is in hand. He can program the stainless buttons. But you need a cable to program.

Mr. Realmuto: Will that address the random opening though. Is there a plan for that?

Mr. Fisher: Yes. The door closer fell out of programming he said. So he finally came out and said that fell out of programming.

Ms. Landgrebe: Shouldn't that part have that been the vendors issue to replace not ours?

Mr. Fisher: Yes. He's ordering it.

Ms. Landgrebe: I just want to make sure we're not paying additionally for that.

Mr. Howison: Any other questions?

Mr. Realmuto: The Boulevard refurbishment, I know that's underway and the trees have been removed, the magnolia trees, and they cut the stumps more or less level but refresh my memory. I thought it was in the proposal that they would apply some kind of chemical or treatment that would decompose them and I didn't see evidence of that being done. Is that still the plan?

Mr. Fisher: I'll have to follow-up with Dana and Jose. I did walk the Boulevard and saw the stumps. Maybe they could be taken down a little bit more because there's some still high up there.

Mr. Bryant: The contractor actually volunteered to go ahead and grind them.

Mr. Realmuto: Thank you.

Mr. Bryant: This is my normal tree contractor and he removed all the magnolias, and he's removing all of the hollies. He said he's just going to go ahead and grind the stumps.

Ms. Landgrebe: Great.

Mr. Realmuto: Fantastic. Thank you.

Ms. Landgrebe: Thanks Dana. Matt, something to consider now that Brenda has brought a number of things in regards to landscaping, and a new manager is here. It may be time for you to look and see how you're handling of landscaping changes and what needs to be altered.

Mr. Fisher: Yes, ma'am.

Mr. Howison: Any other comments, questions for Matt? I don't hear anything else.

Mr. Fisher: Thank you very much.

E. District Manager's Report

Mr. Howison: Moving along to the next item on the agenda is the District manager's report.

Ms. Burns: The only thing I had was just to confirm the December meeting is December 19th. It is the first day of Hanukkah and falls during Christmas, we're going to have at least three of you here? Just wanted to make sure everyone's not heading out of town. I just wanted to make sure that we would have a quorum for that for that meeting. Other than that, I didn't have anything to report.

NINTH 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

Mr. Howison: Moving along we have the financial reports. Are there any questions, comments, discussion regarding the balance sheet or reserve fund statements?

Ms. Landgrebe: Just for clarity. We closed out the previous year, but we really haven't finally closed that, because we're still paying some things. Is that correct?

Ms. Burns: Any invoices that came in after you saw the financials for September would be coded to that fiscal year. So usually by now they've all trickled in.

Ms. Landgrebe: Well, we're still dealing with the previous restaurant, so that will fall under 2022.

Mr. Realmuto: That's an accounting question and I share that same question for Jillian. What I want to understand is, will the previous fiscal year numbers that have been previously reported in these financial reports change or will it be accounted for in one of the later months?

Ms. Burns: It is an accounting question. Before committing to an answer, I would want to verify with Sharon for auditing purposes. But if it's an invoice that was amended and, the date on it was September 1st, it would be billed to the last fiscal year. If they submit a new invoice for the restaurant and it's dated in November, I think it would be incurred in this year.

Ms. Landgrebe: But shouldn't it go back to 2022 since it refers to that? That's what I'm trying to understand.

Mr. Realmuto: I'm not sure how practical that is, which is why I'm asking the question. I know sometimes some of our vendors are 3-6 months late getting us invoices. At some point, I suspect Sharon wants to close the books.

Ms. Burns: I think she waits to try to close it until we have everything and we can close out that year. So I believe it will be in the prior fiscal year assuming we get that closed.

Mr. Bryant: So if you can go back and ask that question, and there's one invoice in particular which we have received what we expect the final amount to be lower.

Ms. Landgrebe: Is that the only outstanding invoice?

Mr. Realmuto: It's hard to know what never ceases to amaze me how late we get invoices on things. There are always things trickling in so I suspect it's not.

Ms. Landgrebe: Is that the typical of vendors?

Ms. Burns: It is on repairs and things like that it is. For counsel, management, landscaping, those are fairly regular and you're going to get those with usually within 30 days of the month closing out. So not usually with contract amounts, but sometimes if you hire a small vendor to do a job here it may take a couple of months to get it. Sometimes they're the quickest ones because they are small vendor. But it is typical that invoices trickle in for repairs and things like that.

Mr. Realmuto: It varies. Some of our more regular vendors like we've got bowling invoices 3-6 months late, for example. Some of Yellowstone's have come in fairly late in the past. They're on track now.

Mr. Howison: Any other discussion of those issues? If not, are there any issues with the check run summary? If not, I'll entertain a motion.

Mr. Realmuto: I will admit to not having looked at the checkout summary this month and being preoccupied with the restaurant. Is it essential that we approve that here or wait for the next meeting?

Ms. Burns: We can table that and put that on the next agenda. So that would include everything from today through the next meeting as well as these. Do you want to do that?

Mr. Realmuto: Yes. Let's do that.

Ms. Burns: No problem.

TENTH ORDER OF BUSINESS

Public Comments

Mr. Howison: Next item is public comments. Are there any public comments? I don't see any.

Ms. Burns: Just one quick thing, just to defer to the Zoom line in case we have any public comments on the Zoom line. You can use the raise hand feature to be called on now.

Resident (Dottie Huven): I just have one more question. When you're making these additional comments to the vendors, could you please ask Charm City how they intend to set up the restaurant? If they're going to have people walking in to order, how is that going to work when you have 20 people coming in for lunch? Are they planning to do anything for breakfast? Again, the gentleman had spoken about breakfast. We all appreciate a good breakfast periodically. We like a good sandwich at lunch, and a reasonable dinner in the evening, so please ask these vendors on their menu what they are going to provide us. Thank you.

Mr. Howison: Thank you.

ELEVENTH ORDER OF BUSINESS

Supervisor Requests / Supervisor Open Discussion

Mr. Howison: Next item on the agenda is Supervisor request and open discussion.

Ms. Landgrebe: Do we want to direct Jill or Christine to give us a synopsis of what potential staff additions we might need or costs of that?

Ms. VanSickle: I would like to see what Christine sees is her needs. Christine and I have talked about our pool contractor is hit or miss sometimes and possibly adding another person. We currently don't have a janitorial contract, so that falls on staff. That's a lot that falls on staff and when they're stretched too thin, stuff happens. We might need to be looking at some, but I would like to get Christine's input on what she feels her needs were and help us to handle them.

Mr. Howison: I agree and that's an agenda item for next meeting.

Ms. Burns: It is.

Mr. Realmuto: I think whatever information we can get before the next meeting is good. But I'm just wondering if there's an urgency to this, or essentially would we implement this this fiscal year?

Mr. Howison: I think there's some financial considerations, so we're going to want to see about balancing it. But as you pointed out, if we were to do something with a pool contract and bring it in house. We're going to need to do some analysis and frankly, I would think it's a couple of months of looking at this and working on things.

Mr. Realmuto: It's a mid-term thing not something we're looking to make a decision on in December. I'm just looking at our December agenda.

Mr. Howison: No, I don't think so.

Ms. VanSickle: Just keep in mind. We currently don't have a janitorial contract. That was stopped during COVID and the staff has just been picking it up and they take a lot of stuff on in-house, and they can only take on so much and do it well.

Mr. Howison: I agree. I agree.

Ms. Landgrebe: Things are slipping.

Ms. VanSickle: Yes, things are slipping.

Mr. Howison: Any other items?

Ms. Landgrebe: I hear what you're saying about analysis I just don't want it to become paralyzing. So maybe there's in-house analysis Christine that you can do to help minimize that.

Mr. Howison: Yeah. Speaking of time, these meetings get awfully long and I would like us to be mindful and consider how we might shorten these meetings and still be effective. Obviously, a big part of that means coming prepared. But I'd certainly love for Christine to entertain other ideas from you guys as to what we can do to keep these meetings to less than three hours. Any other Supervisor comments or discussion?

TWELFTH ORDER OF BUSINESS

Adjournment

On MOTION by Ms. VanSickle, seconded by Mr. Realmuto, with all in favor, the meeting was adjourned.


Secretary / Assistant Secretary


Chairman / Vice Chairman