

1 MINUTES OF MEETING  
2 HARMONY  
3 COMMUNITY DEVELOPMENT DISTRICT  
4

5 A workshop of the Board of Supervisors of the Harmony Community Development  
6 District was held on Thursday, May 26, 2022 at 4:30 p.m. at the Jones Model Home, 3285  
7 Songbird Circle, St. Cloud Florida 34773.

8  
9 Present and constituting a quorum were

10  
11 Teresa Kramer Chairperson  
12 Daniel Leet Vice Chairperson  
13 Steve Berube Assistant Secretary  
14 Kerul Kassel Assistant Secretary  
15

16  
17 Also present were

18  
19 Angel Montagna District Manager  
20 Brett Perez Field Director  
21 Tim Qualls District Counsel  
22 David Hamstra District Engineer  
23 Scott Feliciano Servello  
24 Pete Betancourt Servello  
25 Vincent Morello Field Supervisor  
26

27 **FIRST ORDER OF BUSINESS**

**Call to Order and Roll Call**

28 Teresa Kramer: Good afternoon everyone. Welcome to the budget workshop. It's budget  
29 and landscaping. We have two major items we'll be dealing with in the  
30 workshop session. I'm going to remind everybody that it is a workshop  
31 therefore no formal action will be taken by the Board. We will be  
32 discussing very nice ideas and getting the answers to our questions and  
33 looking over everything that we have to address because this budget is a  
34 big issue as well, as I think it's been five years since we last did a  
35 landscape proposal, so that's also a big item we have to cover. So, I want  
36 to welcome everybody here. I'll take roll call first. Steve Berube.

37 Steve Berube: Here.

38 Teresa Kramer: Kerul Kassel.

39 Kerul Kassel: Present.

40 Angel Montagna: What is that noise? Is that you?

41 Teresa Kramer: Yeah. I think it's me.

42 Steve Berube: It's you.

43 Teresa Kramer: Okay. Dan Leet.

44 Dan Leet: Here.

45 Teresa Kramer: Teresa Kramer is here. Mike Scarborough is not present at this time.  
46

47 **SECOND ORDER OF BUSINESS** **Audience Comments (Limited to a Maximum**  
48 **of 3 Minutes)**

49 Teresa Kramer: So, the first thing we will do is invite any audience comments, if  
50 anybody has anything that they want to provide us with information,  
51 please step forward and we'd love to take your feedback and comments.  
52 Anyone on Zoom, Dan?

53 Dan Leet: Just our District Council.

54 Teresa Kramer: Okay. Is anyone-

55 Dan Leet: No residents.

56 Teresa Kramer: Oh, he's the only person on-

57 Dan Leet: Yes.

58 Teresa Kramer: Okay. Hi Tim. Welcome to the meeting.

59 Timothy Qualls: Thank you. Hello everyone.

60 Teresa Kramer: So, hearing no public comment at this time we will go ahead and open the  
61 workshop, the official workshop with a discussion first. It has some  
62 budget first on our agenda.

63 Angel Montagna: You can switch it however you'd like. Yeah, you probably want to do  
64 landscape first.

65 **FOURTH ORDER OF BUSINESS** **Landscape RFP Discussion**

66 Teresa Kramer: So, I would like to go ahead and take landscape first for discussion  
67 purposes as the discussion from that will have a big bearing on our budget  
68 discussions. So, I will open the floor. We've got-

69 Angel Montagna: Can I just make an opening blanket statement. So, you did get proposals  
70 in the summary going out for everyone. However, one was deemed  
71 nonresponsive as we sent that out. So, since you only have, is it three  
72 remaining or four? Three. So, you have three remaining. So, typically and  
73 Tim can jump in and correct me if I'm wrong, but so you have a couple of  
74 options during discussion and moving into your regular meeting.

75 The Board can reject all bids and go out again. It's already prepared so it  
76 would be a quick turnaround, if that's something you decided to do, being  
77 that you only got three. There's no guarantee you're going to get more, but  
78 just saying. So, you have that, or you can move forward and choose one  
79 today if that's what you'd like. So, those are really your options to either  
80 reject and go out again or move forward with one that you have. Okay?

81 Kerul Kassel: And there is no likelihood of bid protest, if we did such a thing?

82 Angel Montagna: No, in the RFP package the Board does have a right to reject and go out  
83 again or choose. Do you agree with that statement, Tim?

84 Teresa Kramer: Can't hear you if you're talking, Tim.

85 Angel Montagna: Okay.

86 Timothy Qualls: Yes.

87 Angel Montagna: Oh, okay. Perfect. So, you there's nothing that would preclude you from  
88 doing that and it would not be create a bid protest.

89 Teresa Kramer: As our district manager pointed out we do have three and at this point I  
90 will advise the public of the three that did meet all the qualifications and  
91 come in with appropriate bid packages. We have Servello Landscape  
92 Solutions which has been doing our landscaping for the last five years. We  
93 also have Juniper and Yellowstone. Those are the three bidders. I think we  
94 passed around a sheet with some comparisons as to the bids so that the  
95 folks here with us today, it's also posted on the Harmony CDD website  
96 under this workshop. Again, I'll open the floor to any discussion by Board  
97 members.

98 Kerul Kassel: Aside from making any decision, clearly we've got Servello which is the  
99 most cost effective and we've got Yellowstone and Juniper, which are I  
100 mean, if we went with I think it's Yellowstone, our landscaping costs  
101 would be going up over 100%. And Juniper's I'm sorry, Yellowstone,  
102 sorry juniper's not far behind. That just seems and I know costs have gone  
103 up, that just seems so high and with my concerns about Servello simply  
104 that you guys have been clearly having a hard time keeping up with things  
105 over the last couple years. We want to save money, but we don't want to

106 do it at the expense of the quality of the landscaping care. That's all I have  
107 to say.

108 Steve Berube: I would agree with your comment about having a hard time keeping up.  
109 And it goes back to the last probably six months or so with the monthly  
110 reports where our management company reports that Servello has of late  
111 become responsive to those reports, but prior to that, they were fairly, non-  
112 responsive. My thought in coming here tonight would be when you look at  
113 the four of them, you had a spread. You had one that which was you had  
114 the high guy which was Yellowstone in the middle you had Juniper and  
115 Greenleaf. Sadly, Greenleaf decided not to put in the bid bond. They had a  
116 note in their package about if we get the bid, we'll put in the bid bond so  
117 that became nonresponsive.

118 Angel Montagna: Right, and I don't think we can really discuss Greenleaf here.

119 Kerul Kassel: Yeah, because there are unresponsive. So, we can't really-

120 Teresa Kramer: Right. I wouldn't want get too far into Greenleaf.

121 Steve Berube: Well, I understand that-

122 Kerul Kassel: You might want to close a bid purchase.

123 Steve Berube: Right. But if you look at, we got the packet in front of us, right. So, they  
124 would've been the next one up. So, my thought was to throw out the high  
125 guy and throw out the low guy and you go with the next two for  
126 consideration. One of them is out that leaves you with Juniper which is  
127 way high compared to what we're paying. So, you're in the liking with  
128 what you got for the last five years with various problems and hope that  
129 they become more responsive or you pick the next one up which adds  
130 \$200,000 a year which seems way healthier. And there's a possibility for  
131 \$200,000 a year more you get the same end result, right?

132 Teresa Kramer: No there was another- one of the things that we did was we had, and this is  
133 something that the Board definitely needs to think about or address. One  
134 of the things we did to see how these compared was you have the one  
135 price with them doing all the landscape that has previously been done and  
136 then you have as far as turf maintenance. And then you have the second  
137 with turf maintenance pulled out for the turf that's right in front of homes  
138 on all the boulevards. I understand why the developer set us up to do that  
139 landscaping originally, but looking at budget numbers and looking at these  
140 expensive landscape proposals, it might be time to look at ending that  
141 practice.

142 We'll still have to irrigate because the irrigation system is designed that  
143 way, but the actual- and it'll probably be little to no increase. I know I  
144 spoke to the company that does the landscaping for us, the mowing and  
145 maintaining and they said no, they would have mowed that it's not going  
146 to increase somebody's fee that they're going to pay for their mowing if  
147 they do that small amount in front of their home. In two of these  
148 proposals, it's not a significant changing cost, but in the Juniper  
149 Landscaping proposal, it was significant. It was \$125,000 decrease per  
150 year which could significantly help, which makes it significant or less than  
151 the original. So,-

152 Steve Berube: How much did-

153 Angel Montagna: Let's just hope that wasn't a typo and if it was it's on

154 Steve Berube: They have a bid bond in there so-

155 Angel Montagna: They do.

156 Steve Berube: How much did Servello pull out for

157 Teresa Kramer: Servello pulled out only, what about? \$17,000.

158 Steve Berube: Well-

159 Angel Montagna: So, they pulled out \$17,000 and Yellowstone pulled out, what was it?

160 Steve Berube: \$125,000.

161 Teresa Kramer: They only pulled out about \$20,000, not even \$20,000.

162 Steve Berube: Well Yellowstone yeah... But Juniper, you're right, they pulled out  
163 \$125,000.

164 Teresa Kramer: Right.

165 Kerul Kassel: And just to clarify because I contacted our district manager because I think  
166 it was Yellowstone did not have a bid bond in their package that we saw,  
167 but I was told that you received a bid bond with all their packages.

168 Teresa Kramer: Yes, there was an original bid bond that ended up in... I guess I got the  
169 original and I-

170 Angel Montagna: Yeah, she just had at the look at the draft for all of you, she got the  
171 original and it had all of them in, I don't know why they didn't put a copy  
172 in all of them, but however, they did provide one.

173 Kerul Kassel: provide too.

174 Angel Montagna: Yeah, no, they did provide one.

175 Steve Berube: Okay so if you don't mind, let's continue to focus on this. I hadn't noticed  
176 that. That is a significant jump or a significant decrease. However, when  
177 you look at the irrigation system cost.

178 Teresa Kramer: It's very large I mean still less than Yellowstone, but still considerably  
179 more. I mean it's huge. Now the question is we need to ask them when- are  
180 they going to be here at the regular meeting?

181 Angel Montagna: All vendors were told to that it would behoove them to come to this  
182 meeting. In case the Board had questions.

183 Kerul Kassel: The meeting, but not the work.

184 Angel Montagna: Correct yeah. Pete I'm assuming, I mean, you're our vendor. So, you knew,  
185 but I yeah, did not invite any of them to the workshop.

186 Steve Berube: Oh, I'm sorry. Mr. Perez and I had some conversation about the irrigation  
187 system and how much it might cost to return it to Inframark's control. And  
188 it's hard to get a real number on that because there's a lot of stuff around  
189 but-

190 Teresa Kramer: And our system is so old and its major repairs. I mean, I could understand  
191 the \$120,000 number if that included all of those.

192 Steve Berube: So, it's not?

193 Angel Montagna: No, it's two inches and below. So, anything over two inches, you would  
194 get a proposal or an invoice.

195 Steve Berube: It's the over two-inch stuff that gets costly.

196 Angel Montagna: Correct.

197 Steve Berube: But even at that, if you added the guy who had good money, you'd  
198 probably be talking a matter. Did you and Brett have time to discuss this?

199 Angel Montagna: Yeah. I mean, based off of, he said that some Board members reached out  
200 asking about if we were to put the irrigation in house and you know, we  
201 went over it and you're talking about a dedicated person to be able to keep  
202 up with the irrigation. And you know, that person in today's market at least  
203 would be, I don't know, 20 something dollars an hour, I think. And that's  
204 not even our burden on top of that. That's just what we would have to pay

205 that person per hour. And then you tack on the Inframark burden because  
206 we offer all the benefits and stuff, which is about 33%. And then you go  
207 from there. I asked Brett, which I'm sure you did as well, Would it be a  
208 full-time thing? And he's like well yeah, he goes, it would be a full-time  
209 person because in the new, currently the scope that they have, they do  
210 irrigation checks six times a year or-

211 Kerul Kassel: Once a month.

212 Steve Berube: That's probably one month, the other half.

213 Angel Montagna: So, for the whole property it's every other month essentially the RFP calls  
214 for it to be done the whole property every month, which is more time.  
215 That's what you're looking at from Inframark, I did not get numbers from  
216 Chris, but that's essentially what it breaks down to is whatever the hourly  
217 rate we can get someone which today there you go.

218 Kerul Kassel: So, this 58,240 represents \$20 an hour plus another \$8 for their overhead  
219 benefits, et cetera, 28 times 40 hours a week, times 52 weeks, almost  
220 \$60,000.

221 Teresa Kramer: And you have to remember that the report that had Gerhard had given me  
222 when we turned it over to Servello, was that he was that he had the full  
223 time staff person and half of one of their other staff people. Because for  
224 major repairs, one person Can't do it.

225 Angel Montagna: Right. And currently we do not have a half a person currently that we  
226 could throw over to that because the staff that you have now is fully doing  
227 what they're doing. So, you could add another half in there. And then you  
228 also on top of that, obviously are paying for the materials to do the work.

229 Kerul Kassel: A resident contacted me and said, resident contacted me and said that she  
230 thought that Brett was in favor of bringing irrigation in house. And I do  
231 recall that. So, I reached out to him today and asked him, and he said, not  
232 in favor of irrigation in house.

233 Angel Montagna: Which is what he relayed to me. He just said, Angel, coming from that  
234 side of the business, I just don't see how we, unless you had an irrigation  
235 staff and I don't know what that number is. I'm not an irrigation specialist.  
236 He wasn't in favor of it. Could it be done? Yes. But it would take X, Y,  
237 and Z to be able to do that.

238 Kerul Kassel: Well, here's another thing we get these bids, but they're bids, and we can  
239 negotiate right? We don't have to accept the bid as is. We can go to the  
240 vendor and say our budget allows for this much. Can you bring this cost

241 down and this cost down this percentage, would that work for you? And  
242 see if they go for it.

243 Angel Montagna: Okay. Is that -

244 I don't know about it. So, Tim-

245 Kerul Kassel: Tim, are you there? If you are--

246 Angel Montagna: Typically-

247 Steve Berube: I think you'd have to give each vendor the opportunity to-

248 Angel Montagna: So, what happens is when you go into, you can't negotiate anything at this  
249 point. Right? So, when you go into your meeting and if you were to word,  
250 say to, let's say just Yellowstone, right? And you wanted to negotiate, you  
251 do authorize staff and council to enter negotiations, but it's not necessarily  
252 on the price because your RFP, that is the point that is their best and final  
253 there. Now, if you wanted to adjust the scope or something, after you  
254 award it and go down that road, you can kind of cut services there and see  
255 where you can save. Absolutely. Tim, I don't know if you agree or  
256 disagree with that statement.

257 Pete Betancourt: That's what we do for contractors. The same thing. Yeah. Change the  
258 scope. You can negotiate the cost

259 Angel Montagna: But essentially when we say enter into negotiations, it wouldn't be price  
260 because that is the purpose of your RFP. That is like their best and final  
261 based off of the scope that was provided.

262 Steve Berube: Can we, can we be practical for just a second?

263 Teresa Kramer: Okay. Give, give me one minute. So, we can get this answered. I'm  
264 looking for Tim. I see him in the picture.

265 Dan Leet: Yeah. That looks frozen. He did just reconnect. It looks like, and then I  
266 sent him a message.

267 Teresa Kramer: So, I was going to say, is this the thing that you do, put the frozen on.

268 Dan Leet: That focus on the Tallahassee.

269 Kerul Kassel: Okay. We can have him call in.

270 Dan Leet: We got Tim he's up there.

271 Kerul Kassel: Yeah. But he's frozen wonder

272 Pete Betancourt: He still shows he is muted.

273 Dan Leet: Tim, are you frozen?

274 Pete Betancourt: He's saying it dropped out. So,-

275 Kerul Kassel: So, I'm going to call him.

276 That's the same show, Exact same commercial

277 Pete Betancourt: I Am going to reconnect from here as I think

278 Kerul Kassel: There we go. You are in the meeting. Tim.

279 Teresa Kramer: We have a question for you, Tim. There's been some discussion about if  
280 we award the contract to one of the companies before us now at the  
281 meeting this evening, after the awards been made, are we then allowed to  
282 negotiate costs with them at all? Or are we, is everything the way the bid  
283 came in?

284 Timothy Qualls: Yeah, no. What you do typically is you rank the order. You begin  
285 negotiations with the highest ranked entity. If those don't work, you  
286 reserve the right to then negotiate with the other entities that remain. So,  
287 you may absolutely negotiate price.

288 Teresa Kramer: Okay? Okay, good. Thank you so much for your input.

289 Steve Berube: I've dealt with contractors.

290 I've done that for qualifications based,

291 Angel Montagna: Right.

292 Steve Berube: And then you negotiate the fee after that.

293 Angel Montagna: Yeah.

294 Teresa Kramer: That's what I, we did it for engineers, but that was in RFQ not on RFP.

295 Angel Montagna: Yeah. I'm talking about RFP. That's what you're talking about. I've never, I  
296 mean, I don't know. I would go with your council. If that's what council  
297 says, I would go with him. But I never know whenever we go into  
298 negotiations, the RFP, that is like your best and it's final.

299 Teresa Kramer: That's what I thought.

300 Angel Montagna: But you can, if you were to award Servello and go, okay, we're here, we're  
301 doing this, but you know what we want to revise the scope. We can  
302 provide an addendum to that and revise the scope, which essentially would  
303 change your pricing. However, your council just told you that you can do  
304 that. I just, I've never done it that way.

305 Steve Berube: I haven't done that one either.

306 Angel Montagna: Yeah.

307 Steve Berube: If it's Qualifications based and then you negotiate a role qualified person  
308 price.

309 Kerul Kassel: He's left.

310 Angel Montagna: Yeah.

311 Kerul Kassel: I don't know why- He's trying to sign back on

312 Angel Montagna: I think he's back on maybe.

313 Dan Leet: Well, yeah. I just reconnected our end here. So, I don't know if he-

314 Kerul Kassel: Is he back on?

315 Dan Leet: It shows he is.

316 Teresa Kramer: His name is, Tim.

317 Steve Berube: Well, what he said was you can rank him and you go with number one.

318 Kerul Kassel: Right.

319 Steve Berube: And negotiated with them is if you can't come to terms, then you go to  
320 number two and negotiate with them. You got to negotiate.

321 Angel Montagna: Yeah. But you can, you do that anyway. Right? So, you decide as a Board,  
322 you decide as a Board who you're going to award. And then you go into  
323 negotiations to come up with the contract that everybody agrees upon.  
324 And then you start services. If for whatever reason you can't get into a  
325 contract with Servello . Well then yeah, you go to your next company.

326 Steve Berube: Let's maybe take a different track here. We're at the point where Servello  
327 is our known provider. We have certain problems with Servello .

328 Interestingly enough, they come in as the low price provider, as we all  
329 know money is tight, right. I would be in favor of going with Servello for  
330 one year term, one year term with the carry. That's that what in Inframark  
331 needs for responsiveness, all the problems that we've seen which  
332 developed that we've seen developed over this time those need to be  
333 addressed in that one-year term to our satisfaction. If it doesn't get done  
334 well next year we're right back at what we are now.

335 Otherwise, we got to spend, no matter how we look at it, we're going to  
336 spend a lot more money with any other vendor, besides Servello even with  
337 some negotiation going on and money, as we all know is the key, right? I,  
338 well, I came here tonight I thought it's automatic. For me Servello was out  
339 because of all the things. And they've had it for five years here we are. But  
340 if you're going get practical, it's all about the money. And they are the  
341 most cost effective. I don't think you can negotiate with any of these  
342 vendors to get down to where Servello is.

343 Teresa Kramer: Yeah. I mean, I know money's important, but I don't know that I agree that  
344 it's all about the money because I, in fact, I wish more people were here  
345 from the community because they have been screaming about our  
346 landscape.

347 Steve Berube: I don't disagree with that, but here's the problem, right? If from past  
348 experience of doing this multiple times, if Servello doesn't get this  
349 contract, the service will go way downhill for the next four or five, six  
350 months, however long, whatever period is like that's the way it works.  
351 Because everybody's got a bad attitude. Then the new guys are going to  
352 come in and they're going to say, oh, what a mess this place is, look at this  
353 and we're going to get all these bills to bring it back up to snuff. It's going  
354 to be a big, bad. And then you're going to have to give the new guys time  
355 to handle all the deficiencies.

356 Kerul Kassel: I mean, we're going to have to do that either now or a year from now. So,  
357 What is the difference?

358 Steve Berube: Well, maybe if you're presuming that Servello is not going to step up and  
359 do what they need to do, I'm kind of willing to give them a shot. Pete's  
360 sitting here listening to this conversation. He's been good. So, me of the  
361 other people- but that's a different story. It comes down to, if you want to  
362 spend a couple 100 grand a year more on landscaping to potentially not  
363 get it any better, that's the real risk.

364 Kerul Kassel: I don't know if any research has been done on other clients, current clients  
365 of Servello and what they're experiencing with Servello to see if it's just  
366 happening here. Or if it's,

367 Angel Montagna: I could provide you insight on that. However, you would need to  
368 obviously take in consideration, and I mean, Pete can tell you this totally  
369 different crews, totally different account managers. So, and that has a lot  
370 to do with it because I can tell you, I mean, there are some other properties  
371 that are struggling, but again, it's a totally different account manager. It's a  
372 totally different crew. So, it wouldn't be fair to you know what I mean

373 Kerul Kassel: But if it's, if part of it is and I don't expect you to say anything about this,  
374 Pete, but part of it is if they're struggling elsewhere too, maybe  
375 headquarters is not putting enough money into manpower in order for  
376 them to make good on their contractual obligations. If that's a pattern then  
377 as, as hard as Pete works and as much heart as he puts into it, he's going to  
378 have a hard time making sure the contract is met through no fault of his  
379 own.

380 Angel Montagna: Agreed.

381 Kerul Kassel: If headquarters is simply not providing enough resources for them to do  
382 the job.

383 Angel Montagna: Agreed.

384 Kerul Kassel: So, that's the question. Yeah. Pete's, Pete's the zip closed...

385 Angel Montagna: To answer your question-

386 Steve Berube: Exactly what we expected..

387 Angel Montagna: Supervisor Kassel is yes Servello is struggling in a few other districts.

388 Kerul Kassel: And so that's worrisome because you know, even though they're the  
389 lowest price, which we love and things have gotten a little better, maybe  
390 they've provided a little more resources now that the RFP is going on to  
391 try to show good faith, right. But how long is that going to last? And if  
392 they're having problems elsewhere, just to show a pattern, then we may  
393 not want to continue playing with.

394 Steve Berube: Here's the other thing that we haven't really thought about, none of these  
395 guys have a whole crew waiting to come here. They're probably going to  
396 try to hire away, some more hose guys that's what's happened every single  
397 time in the past.

398 Angel Montagna: Yeah.

399 Steve Berube: Each succeeding landscape company comes in and talks to all the guys  
400 that are working and ask if they want to come along and most do, because

401 Servello is not going to drive the crew that's here up to the barre  
402 somewhere. And none of these companies have five or six or seven people  
403 on standby. There are no people on standby. So, chances are the Servello  
404 crew that's here is more than likely going become whatever crew,  
405 whatever company you hire is going to become their crew. Good, bad or  
406 otherwise.

407 Kerul Kassel: But you would think that they might hire some additional people to cover.  
408 I see some

409 Dan Leet: They're all having the same. I sit through,

410 Steve Berube: Everybody's got the same problem.

411 David Hamstra: They show up on Monday for staff meetings and half the staff doesn't  
412 show up because they quit, but they don't feel well. And I've heard this all  
413 the different vendors I talked to in the auction that I sit through and it's not  
414 a Servello thing. It's just the industry. Unfortunately

415 Angel Montagna: It is.

416 Kerul Kassel: So, are you saying that if we went with a more expensive vendor, we can't  
417 necessarily expect a better-quality outcome.

418 David Hamstra: I couldn't sit here and tell you're going to get a set of remarkable  
419 improvements. I mean, I think I got Servello on five or six that I sit  
420 through. It's just, everything is a staffing issue, lack of it. Unfortunately,  
421 people like Peter that sit to the other ones, they're responsible to that  
422 meeting, but it's who shows up on a Monday and who's available for work.  
423 And I mean, it goes the restaurants and gas station. That's just, it's cultural.

424 Angel Montagna: Now. I will tell you celebration just went out for bid RFPs. The meeting  
425 on Tuesday is where they awarded the contract. They had IH vendor there  
426 and they all spoke. They were all asked the same questions. And one of  
427 the main questions was, are you having an issue with labor? As we all  
428 know, it is, there is an issue across the world with this right now. And one  
429 vendor was the only response that I liked. And I won't say who that was,  
430 but his, it was truthful. It was, you know what?

431 We are completely staffed up. We are we're ready to go. However, that's  
432 today he goes, I don't know what tomorrow's going to bring. He goes, but  
433 right now we're ready to go. And we're, we're good, but we don't know  
434 what tomorrow's going to bring and the other one's well, what do you  
435 think? Same thing he said the other one, same thing he said. So, but his  
436 he's been one of the only vendors I heard as of lake who they don't want to



471 saying? So, some of those that may not have been able to bid may have,  
472 may be willing to bid if we go afternoon. Right. But do mean a future like  
473 soon, or do you mean a future in a year that I don't know? Did so, so  
474 celebration selected they're new or to re-up with their landscape.

475 Angel Montagna: Yeah. They, they renewed with Juniper.

476 Teresa Kramer: And what did the other districts that

477 Angel Montagna: Its east park? I'm not sure where they landed yet. Theirs hasn't officially -  
478 is still yeah. And officially hasn't gone out. We've done the package.

479 Steve Berube: There's Concord has Juniper.

480 Angel Montagna: Yes. Enterprise as making their selection on next Thursday, June 1st, they  
481 had two, two kids and they're currently with Yellowstone. They have, they  
482 are terminating with Yellowstone, and they have two qualified bidders.  
483 And that was it. Two.

484 Teresa Kramer: Wow. So, there's no guarantee.

485 Angel Montagna: And that's a \$180,000.00 Contract.

486 Steve Berube: How much?

487 Kerul Kassel: 180ish.

488 Steve Berube: That's pretty small.

489 Kerul Kassel: And they only had two so.

490 Steve Berube: We don't have guarantees.

491 Angel Montagna: It gives you a new perspective.

492 Steve Berube: The, what we do know is that it's all going up. That the question is how  
493 firmly do we control that increase. Right. And if we need to, I'm sure you  
494 realize this. We need to put some sort of a number because when we do  
495 the budget discussion, that's the largest line item in there. Even if we don't  
496 pick somebody, we need to take it down from the big number that's out  
497 there now.

498 Angel Montagna: I put in the highest numbers.

499 Yeah.

500 Steve Berube: Yeah no that's what mean I,

501 Teresa Kramer: I mean, we don't have to take it down tonight. I would rather, if we don't  
502 pick somebody tonight.

503 Angel Montagna: Oh, you definitely leave the high number.

504 Teresa Kramer: I would leave the high number in and do the budget again. Always go  
505 down. Oh yeah. You know, but we can't go up. And if we get stuck, we at  
506 least have it covered because if we can't go up and then, you know, God  
507 loves and we can't get.

508 Steve Berube: So, then we need, to focus on what we're talking about what we're talking  
509 about here. Are we going to go with, are we going to make a selection  
510 from what we have? Or are we going to go forward and rebid?

511 Teresa Kramer: I don't think we can make that decision right now. We'll have to wait until  
512 the meeting.

513 Kerul Kassel: Can't do it now. Cause we're in a workshop. So, what we can do right now  
514 is throw out options so that when it comes to the meeting, we can express  
515 what our feeling is and make a decision as to what we want to do. And  
516 probably we're going to have several, I guess, is we're going to have  
517 several motions and several seconds and several votes.

518 Teresa Kramer: And back and forth

519 Kerul Kassel: Before, before we make a decision as to what to do what

520 Angel Montagna: Or you could all kind of come to a consensus here. And when you get into  
521 the Board meeting, make a recommendation on what you talked about  
522 here. Even though you're not making A thing.

523 Teresa Kramer: I'm okay. That's fine. I appreciate that. I think we can feel our way around  
524 and get it feel for what, but I'd rather not try to set

525 Kerul Kassel: What, just kind of enumerate what the options so that when get to the  
526 meeting, we have a slate of things we can make decisions on.

527 Teresa Kramer: So, option or one of the options would be just to say, these are too high.  
528 We, we need to see others.

529 Kerul Kassel: Or one option our option is to say-

530 Teresa Kramer: Please guys, go back out, sharpen your pencils and-

531 Steve Berube: Why maybe the wrong term, we don't have enough qualified vendors, bids  
532 to satisfy us to satisfy. We want to go back again. Right? Hopefully we get  
533 more.

534 Kerul Kassel: Our option is to throw out what we've got and to request.

535 Teresa Kramer: Okay so that's one option. The second option would be is Supervisor  
536 Berube suggested, which is well, make a selection of the low bidder and  
537 then, but bracket it for only one-year short term for short term. And that's  
538 Tim, are you with us?

539 Timothy Qualls: Yes. Yes ma'am. Okay. Now when I missed, I missed the earlier  
540 discussion. I was back and forth between the phone. I thought what you  
541 guys asked was if you can, you rank them and if you don't come to terms  
542 with the first one, if you can go to this

543 Kerul Kassel: All right.

544 Angel Montagna: Can I ask a question and just throw out an idea to canine on it? So, let's  
545 say you go with the lowest bidder, and you want to give them a one-year  
546 contract, right? Let's say if I haven't even looked, if it ISCE and say that C  
547 I personally, I would not recommend you do that. What I would re sorry,  
548 say that again. If, if the lowest bidder ISCE and you're wanting to do one  
549 year contract, like Mr. Brewer, we said, I wouldn't recommend going  
550 about it that way. I would recommend, however, just doing an extension  
551 on their-

552 Kerul Kassel: We can't extension we've run out of time.

553 Dan Leet: We already did that.

554 Angel Montagna: Yes, you can.

555 Teresa Kramer: No, we really can't.

556 Dan Leet: We're at five.

557 Teresa Kramer: Our statutory extensions have expired.

558 Angel Montagna: Right. However, and I can double check this, but because you're, you can  
559 keep it at the same price. You can do an extension. You don't change the  
560 scope or the price.

561 Teresa Kramer: Okay. We can't, we went, we went through all this.

562 Angel Montagna: You did extensions.

563 Teresa Kramer: We did extensions. We did an extension.

564 Timothy Qualls: Yeah, that's right. Okay.

565 Kerul Kassel: So, we can't do another extension, right?

566 Timothy Qualls: We cannot do more extensions with Servello. As I recall, we sent a memo  
567 out on this.

568 Steve Berube: Yep. We Got it.

569 Kerul Kassel: You're right. You're right. You're right.

570 Teresa Kramer: We've done our extensions.

571 Angel Montagna: And that's I thought you did one.

572 Steve Berube: Cause we tried to avoid this.

573 Teresa Kramer: So, Tim in our RFP, I think it was for three years with the option for two  
574 additional years. Could we, if we chose someone because like, prices are  
575 crazy right now, if we chose one of these three companies and said, we're  
576 choosing you, but only for one year with an-

577 Timothy Qualls: To me that changes your criteria.

578 Teresa Kramer: Of RFP?

579 Timothy Qualls: Yeah. That to me would be a material change from your criteria. And I  
580 wouldn't advise that, but I'm let me just read you what the statute says. If  
581 you guys can hear me all requests for proposals must include a statement  
582 describing the services, the relevant-

583 Dan Leet: Sorry. That's okay. Go ahead, Tim.

584 Timothy Qualls: The relative importance of price, and if you contemplate renewal, you  
585 need a statement to that effect criteria that will be used for evaluation of  
586 proposals must include price. And if the agency contemplates renewal of  
587 the contract of price for each year, for which the contract may be renewed  
588 consideration of the total cost for each year, the contract, including  
589 renewal years as submitted by the vendor. So, I think it's a material  
590 change, but I've heard and want to brainstorm too with David, but, but that  
591 would change what people's proposals would be to me. If you're only  
592 going for a year, a lot of people will modify their price. A lot of folks will  
593 modify their prices if they think they can get a multiple year deal.

594 Teresa Kramer: Okay. Thank you, Tim.

595 Timothy Qualls: Does that, does that make sense?

596 Kerul Kassel: Do. Want to clarify what you said earlier about selecting the top bid and  
597 then negotiating price. That was okay. Even if we, because they, this is  
598 supposedly their best and high and lowest offer. So, if we selected a top  
599 bidder, could we negotiate price down with that bidder?

600 Timothy Qualls: Oh no, I don't. I don't. If I, if that's what you heard me say, and now that I  
601 understand the question, no what I mean to say is you're not locked in to  
602 pick the lowest price. What you're looking for is the most responsible and  
603 responsive vendor. But I do, I believe that once they include their price  
604 and the proposal, I believe that's the price that y should stick to. And now I  
605 could, again, I'm David does this every single day. I do this a few times a  
606 year. David, is that how you

607 David Hamstra: Understand? Yeah. Hundred percent correct.

608 Angel Montagna: Wifi.

609 Steve Berube: If you pick based on qualifications, qualifications, only if you're UNSU  
610 special negotiating a price of number one, you can pick number two,  
611 right? But if you do an invitation of bid where price is involved, you  
612 cannot negotiate the fee for the cost after you've been selected.

613 Timothy Qualls: I agree with that when you guys sent out, even though you did it by a  
614 different name, you sent out a request for proposals, which includes price.  
615 And that price is part of the proposal. What an invitation to negotiate is  
616 you would go in and Dicker on the price, but I believe you're, you have to  
617 stick with the price that was proposed. And I, and I believe I'm saying the  
618 same thing as you David, right?

619 Steve Berube: Yeah. Correct. You are.

620 Teresa Kramer: So, what's an invitation to negotiate.

621 Timothy Qualls: It's an invitation, it's a solicitation used by an agency intended to  
622 determine the best method for achieving a specific goal or solving a  
623 particular problem and identifies one or more responsive vendors with  
624 which the agency may negotiate in order to receive the best value. The  
625 only time you can use an ITN is when that I guess it would be your chair  
626 or the Board determines the reasons that a request for a proposal or an  
627 invitation to bid is not practical.

628 Teresa Kramer: Yeah. I don't think that would apply. All right. Great. Thank you for  
629 answers.

630 Timothy Qualls: So, yes. You know, I'm and sorry for the connection issues and Dan thank  
631 you for your help.

632 Teresa Kramer: That's okay. So, just stay on the phone now. Yes. Ma'am

633 Timothy Qualls: I'm better looking over the phone anyway.

634 Teresa Kramer: Me too. So, so now we're down an option apparently, right?

635 Steve Berube: Yes, we're down two options.

636 Teresa Kramer: What's the second option?

637 Steve Berube: Can't do year one.

638 Teresa Kramer: Yeah, but that was one

639 David Hamstra: Yeah to re-advertised.

640 Angel Montagna: So, essentially you have two options. Now you award a contract based off  
641 of what you got, where you reject all bids and go out again. Right? Those  
642 are your two options although option one involves three options. Correct?  
643 Right. So, we either three checks it's A, B or C or throw out, which is plan  
644 D right. Do we have any other options? Hmm.

645 David Hamstra: If you re advertise, make sure you pick one or three years, because that's  
646 one year you may get a cheap of price because they're not speculating on  
647 labor costs, years in advance.

648 Kerul Kassel: That's right. So, in other words, you're recommending David that we just  
649 do a maximum three-year RFP.

650 David Hamstra: No, if you are going to re advertise, if you Want to, if you want to try to  
651 get a cheaper year, one cost, you may only advertise for one year of  
652 surface with two year renewables, if you want to. But if you do say three  
653 years, these firms have to speculate or assume what are the labor and  
654 material costs of gas going to be? And they may go high. They got to  
655 protect themselves. And

656 Kerul Kassel: So, oh, so in other words, if we do a one year and then at year, you another  
657 year , nine months, nine months down the line we negotiate, what year two  
658 is,

659 David Hamstra: Well, you allow them two, one-year renewables

660 Kerul Kassel: At the same price?

661 David Hamstra: Well, some contracts free agents, you're going to allow them a cost-of-  
662 living increase. And some you're going to have, them ask all their

663 Teresa Kramer: Yeah. I think last time when it was done, the Board did it with Servello. It  
664 was what a 3% increase a year. Probably not pretty standard.

665 Steve Berube: If you look with Servello proposed this time, year one and year two of  
666 price, identical,

667 Teresa Kramer: They held the price?

668 Steve Berube: They held the price in year two, in year three, one up \$8,000 on 500,000.  
669 So, that's one and half percent give or take. So, from year one to year three  
670 whatsoever, they one and half percent, which that's pretty tight.

671 Angel Montagna: Yeah.

672 Steve Berube: So, they apparently weren't too concerned about the future labor. Now it  
673 goes up from there, after that, it's about one and a half percent each year  
674 after year three. So,

675 Teresa Kramer: Yeah, I was looking at Juniper's did the same thing. They, the first two  
676 years they were identical. And then the next year they went up about  
677 \$20,000.

678 Steve Berube: Okay. So, so we focus on those numbers, but the other focus was the  
679 ROW's did right away stuff. Are we sticking with that?

680 Teresa Kramer: That would be a question I would have. I mean, again, we have orders of  
681 magnitude difference in the savings on that and

682 Steve Berube: Juniper it's huge.

683 Teresa Kramer: Yeah. And it really would cost little to nothing for our homeowners to  
684 assume it. So, what is the downside of dropping our mowing of the land of  
685 the rig in front of homes?

686 Steve Berube: You're probably going to have a little bit of background. So, me people  
687 don't care because they cut it themselves anyway, because they don't like  
688 the way we cut it. But I'm going to tell you, if you look at that, the  
689 Servello excluding home, well, they get really close, but here's the deal  
690 Juniper without ROW is 310, Servello with the ROW is three 11.

691 Teresa Kramer: So, then Juniper and Servello start working really clos

692 Steve Berube: Except you're not getting the ROW with Juniper when you are getting it  
693 with Servello, suddenly Servello looks really good if you-

694 Teresa Kramer: Well,

695 Steve Berube: Dollar wise it looks really fit

696 Teresa Kramer: Actually. Now all of a sudden Juniper is looking really good because it's  
697 going to cost us next to that for the homeowners to pick it up. And now  
698 Servello and Juniper are neck and neck.

699 Dan Leet: Oh yeah. For that line item

700 Steve Berube: For that line,  
701 For that line item. Yeah. But then if you add, if you had the irrigation in  
702 Ella blows Juniper away by almost 80,000 miles, but it's a slightly  
703 different close on.

704 Dan Leet: Yeah. Close on trees, actually a little higher with debris shrubs, three to  
705 one almost.

706 Steve Berube: I get it. I mean, but you know, your big, your big number is one. You  
707 really got to count the turf maintenance is where the big number is. Right.  
708 And then your irrigation is second. Not so much with Servello, but when  
709 you look at Juniper, their irrigation is just way, way out of.

710 Dan Leet: Yeah. And the shrub is it comes in just under the turf maintenance.

711 Teresa Kramer: Yeah. Yeah. The shrub and ground cover maintenance. But I'm curious  
712 about that number. I mean, did they look at the shrubs in harmony and say,  
713 wow, a lot of them need to be replaced, so we'll have to do did they  
714 include that in here?

715 Steve Berube: Whoops. Well, you got, you also got to think about the mulch and the pine  
716 bar, all four were vastly different numbers on mulch and pine bar. Right.  
717 But they all looked at the same requested proposal one and they all looked  
718 at the same area, but how do they come out this far away?

719 Angel Montagna: It's well, I will say that I don't, maybe I shouldn't say this though. Not  
720 response or bitter. Not so it's not so yeah.

721 Teresa Kramer: I don't want to go there because really when she and receive that package,  
722 so we need to pretend that you never saw that. Excuse me.

723 Angel Montagna: Who's who has to go the gold. Yeah. She needs, if you, they need to pull  
724 the golf cart to the garage and it's right at the sure. And are you going to  
725 don't think it needs to, I don't think, I think you can pull right back there  
726 because I think they're done for the day.

727 Dan Leet: That's how they all work. It's easy.

728 Teresa Kramer: But it is really, I mean, it's always one, but it works right for that medium  
729 higher blood pressure, which is where you're at. You're at blood pressure  
730 is that is concerning and needs to come down and you don't let, because  
731 my mother did, she just got to go and now she's they, her doctor wants her  
732 to start getting

733 Sleep. Yeah. Three times

734 Angel Montagna: I kept thinking of that poor little bird on Shrek when she sings. It's like,

735 Kerul Kassel: It is it's already like when I look at stuff I'm layered

736 Teresa Kramer: Yeah. She had one of a blood vessel or something eyes first. Luckily they  
737 caught it and treated it quickly. So, she didn't lose it. Self-corrected after  
738 while. But blood pressure. Yeah. I know I didn't, but there, there is a  
739 situation .

740 Angel Montagna: So, great to that's I'm so excited,

741 Kerul Kassel: But there water, I'm not sure that looks like actually warm water, better.  
742 The salt on it. Have anything salt, the caffeine, the salt piece salad. She's  
743 taking a everything in balance. Mom left.

744 Teresa Kramer: All right. We're back in session continuation of the landscape and budget  
745 workshops. So, at this point, I think we've done unless somebody has other  
746 ideas, everything we can do on discussion, but not decision making on  
747 landscape. All right. Unless any other Board member has any question or  
748 discussion. Okay. So, we'll close the landscaping portion. We will return  
749 to that during our regular PM. And now we'll move to a budget discussion.  
750 Okay. I'll turn it over to Angel. She's developed a draft budget for us.

751 **THIRD ORDER OF BUSINESS** **Budget Discussion**

752 Angel Montagna: All right. So, if Dan wants to put that he is ready. It's what we, I sent out  
753 today. Hopefully everybody's looking at that version. Went through a few  
754 things, as we stated earlier, your, that whole landscape portion are high,  
755 all high numbers, right? Again, I will reiterate, if you do not make a  
756 choice today, I would recommend leaving high numbers in, cause you  
757 don't know where you're going to fall and you can always cut it down by  
758 your final budget. So, other than that, we can go line for line. We can go to

759 the major lines and kind of go from there. It's how, whatever you choose  
760 to do.

761 Teresa Kramer: Let's just go line by line if that's okay with the rest of them group. Well,  
762 the only thing I will say about line by line is that we have 27 minutes until  
763 our meeting add. Exactly. Thank you for that adjustment. We'll go to the  
764 ones only that have been changed or that we need to discuss. Right. So, I  
765 will start with the Board of supervisors

766 Kerul Kassel: Since that is our, we're not really discussing revenues because you don't  
767 really control over revenues.

768 Angel Montagna: Right? All that's been adjusted accordingly. Yeah.

769 Kerul Kassel: So, we had a budget of \$14,000. We have a budget of \$17,000, our  
770 projected three core I don't know what our, whether our projected is. I  
771 mean, you know, 11,800 was what we had actual in fiscal year 20, 21.  
772 We're not getting raises.

773 Angel Montagna: So, what this is it's a thousand dollars a meeting, right? So, if you look,  
774 you can't see, them like, if you look at my notes, but you have them, it's  
775 five Supervisors, \$200 each, 12 meetings, five workshops.

776 Kerul Kassel: I don't accept any money. So, I don't see why that should be in here.

777 Angel Montagna: That is why it's in there for you. All's discussion. And I just found out  
778 recently, you don't take your

779 Steve Berube: I would take it down 14,000. Where was this year?

780 Angel Montagna: All right. If that's, is that a consensus with everyone?

781 Teresa Kramer: We can do this. I mean, we're saving a lot in it this year, because of non-  
782 attendance correct.

783 Kerul Kassel: I would say 12,000 ,say 5,000.

784 Angel Montagna: If you do have extra workshops, just keep in mind. It's \$175 an hour. So, I  
785 don't know which works out to be cheaper for you. If you do decide you  
786 want

787 Kerul Kassel: It's \$200 a meeting groups.

788 Angel Montagna: For you all, but per your contract, anything over X amount of meetings,  
789 it's \$175 an hour.

790 Steve Berube: For them,

791 Angel Montagna: For us.

792 Steve Berube: And, but that doesn't come out of payroll.

793 Kerul Kassel: Yeah, it doesn't come out. No.

794 Angel Montagna: Right.

795 Steve Berube: Well, 12,000, 14,000, we did 11, eight last year. I wouldn't expect we'd  
796 have any more workshops than we did. I'm okay. With going to 12,000,  
797 we're going to cut it somewhere.

798 Angel Montagna: You had three this year.

799 Teresa Kramer: Yeah. I was going to say the workshops are very valuable to truly get  
800 things out. The only thing I understand that you don't take a payment, but  
801 if God forbid something were to happen to you and you were replaced by  
802 somebody who did my concern only concern would be, I'd rather budget  
803 on the slightly higher side. It's, it's not that much than to get caught with  
804 their nickers around.

805 Kerul Kassel: But we regularly exceed budget items anyway. So, and it's only going to  
806 be \$2,000 and I just based on the upper, among the residents, I'm just  
807 looking to see where we can just shave a little up here a little up there,  
808 Dan.

809 David Hamstra: Yeah. I, and again, remember between now and our formal budget  
810 adoption, we can move. Right. We can pull down,

811 Teresa Kramer: We can drop, but we can't go.

812 David Hamstra: Right. I, my perspective is considering that and considering some of the  
813 larger numbers that maybe we just stick it for now and keep moving down  
814 the list, stick one for now, stick with the number that we have on there for  
815 now understanding that we can pull it back down and, as we go through  
816 the budgeting process that we need to, but this is our time to, you know,

817 Angel Montagna: Well, we can lower it to 14 for sure.

818 David Hamstra: Okay.

819 Steve Berube: 14 is, should be plenty of ahead at 14.

820 Teresa Kramer: Yeah. Okay. 14. So, we'll put it at 14

821 Steve Berube: And that changes the payroll down to, well, the F I C

822 Teresa Kramer: No, it'll do it automatically. So, I don't think we,

823 Angel Montagna: So, you want to put 14 backwards,

824 Steve Berube: 14 000.

825 Kerul Kassel: Lots of things here. The next several lines are not really-

826 Teresa Kramer: Right.

827 Steve Berube: I tried to repay fixed

828 Teresa Kramer: That is engineering and legal services. Both of those are currently shown  
829 at 60,000. Our legal services is flat fee 48,000,

830 Kerul Kassel: But That doesn't include-

831 Teresa Kramer: Not include any courtroom work or extra work that would be needed. So,  
832 and engineering at 60,000 less than this last year, but more than previous  
833 years. However, we've seen that our district does need engineering,

834 Steve Berube: But \$60,000,

835 Kerul Kassel: I have a question of our engineer regarding this, because one of the things  
836 we have on our, I don't want to say docket, but you know, that we're  
837 envisioning is that we're going to have to do a significant repair on the  
838 drainage in the states, rather than going through a very lengthy  
839 engineering process can be request of a bid or several bids. And have you  
840 inspected the work of the

841 David Hamstra: Well, the estates will not be construction plans like we've done for the  
842 other projects. You're considering later in your discussion, it'll be excerpts  
843 from the CCT, the inspection report, we'll create a one sheet special to  
844 give the three or four vendors to give you a price of the pipe and joint  
845 repairs. So, it won't, it won't involve permitting extensive construction  
846 plans. It'll just literally be a two or three page for the figure that says, all  
847 right, vendors here, some quote to do these repairs.

848 Kerul Kassel: So, it won't be expensive engineering wise,

849 David Hamstra: Not like garden or milling resurfacing or the RV storage, all the other stuff  
850 we've done the past year. So,.

851 Kerul Kassel: And what else, what other projects do you see coming up might impact  
852 what we spend on engineering?

853 David Hamstra: Well, depending if you guys decide to shelf the three biggies that we've  
854 done for last year or move forward with them, garden road is pretty much  
855 done. Milling re surface is on the street for bids. So, those plans are done  
856 and the RV storage, other than three or four comments in the county is  
857 practically done

858 Teresa Kramer: Well. Now David help me with that because the RV storage, they gave us  
859 an exception to go ahead and put the fence up without all of the site plan  
860 work that needs to be done. And the engineer layout of the parking area. Is  
861 that not correct?

862 David Hamstra: I believe you're correct.

863 Teresa Kramer: So, we would still have to, we're continuing on with that project. We'll  
864 have to go through more engineering on it, to do the actual parking layout,  
865 make sure it meets the standards required for turning radius correct. And  
866 parking space. Correct. So, that would be a cost

867 David Hamstra: If you decide to forward. Yes.

868 Teresa Kramer: If we move forward and so any other engineering, I know we were  
869 keeping, you were keeping an eye on the storm water pond at Waterside

870 David Hamstra: Between yeah. I haven't heard any complaints from that. The last year of  
871 the year that I started, I know was, I think considered low, we are entering  
872 our rainy season. We'll see how it behaves this summer. And we can  
873 reassess that.

874 Teresa Kramer: Okay. With the study that we had to do for the legislature, what is the next  
875 phase of it? After you turn in the June 30th,

876 David Hamstra: Five years from now, they will have everybody put the same fire drill.

877 Teresa Kramer: Okay. So, that's

878 David Hamstra: No projects are generated from that. It's an accounting procedure for  
879 Tallahassee to determine the shortfall of a million dollars for cities and  
880 downs.

881 Teresa Kramer: All right. Anything else you can see coming down the pike box?

882 David Hamstra: I can say, I think we're good, but we can have a nice little storm this  
883 summer and you know, things are off the charts.

884 Dan Leet: There wasn't any engineering work left for a Billy's Trail.

885 David Hamstra: There's like two culverts and some gradings there might be like a one  
886 sheet special for that. It doesn't require south Florida permitting or county  
887 permitting. So..

888 Dan Leet: Okay.

889 Kerul Kassel: So, the only other thing here where there's any fat is, there's really nothing  
890 under administrative aside from what we've just discussed really so we  
891 have to move on to field management and that's-

892 Steve Berube: Wait a minute, you're not going to cut into engineering?

893 Teresa Kramer: Why would we

894 Kerul Kassel: Maybe not at this point.

895 Teresa Kramer: Yeah. I would look at it as we get down the road to the final budget.

896 Kerul Kassel: We have some decisions to make to-

897 Teresa Kramer: And also look possibly at legal services at that claim team.

898 Steve Berube: So, all right. So,

899 Teresa Kramer: Be good kids. They might get legal trouble

900 Steve Berube: Collection costs is going to adjust as we adjust the budget practical  
901 assessments. Yeah. Okay. It's well, I'm just reading it down the column.

902 Teresa Kramer: Yeah. And they took out printing and buying. So, I think, I think Carol  
903 was correct, but that's and field services.

904 Kerul Kassel: It's the same hasn't gone up.

905 Angel Montagna: Did They increase there?

906 Kerul Kassel: It's the same as the same budget member as.

907 Angel Montagna: I didn't increase management or field being that I've only been here  
908 coming up even on a year, field is June it's coming up on a year or so I  
909 just, I didn't, I didn't touch those.

910 Steve Berube: Can we back up a second back to administrator, we plugged in \$3,000 for  
911 meeting expenses, but I think you made the decision to stay here. Or did  
912 you not?

913 Teresa Kramer: When I did a full review of all the different expenses floating around  
914 there, sometimes there are some extraneous if we need an extra item.

915 Steve Berube: Oh okay. A plugin line.

916 Teresa Kramer: So, this is just meeting expenses. So, if we do end up having to go  
917 somewhere else, because they want to sell this house, we'll have it in the  
918 budget and then we can use it for other things. If they do us, down in field  
919 I'll just quickly give you, I think we need to leave this in the budget  
920 because we don't have anything for certain, but because we needed access  
921 to some controller boxes, I did have reason to speak to the Harmony Co  
922 folks that bought the property up there. They would be, they will be  
923 talking to their group about the possibility of doing a swap property for  
924 building this of field services up there in the town center. So, that we'd be  
925 out.

926 Angel Montagna: The town center?

927 Teresa Kramer: It's off the side, you know, near the-

928 Kerul Kassel: You're talking about off Sebastian bridge. Right, the corner of Sebastian,  
929 the Southeast, Southeast corner of Sebastian bridge,

930 Teresa Kramer: Right. Where it's tucked in near the lift station and everything and they  
931 could provide them with proper potable water and sewer and all the  
932 amenities.

933 Kerul Kassel: And what about facilities?

934 Teresa Kramer: What facilities?

935 Kerul Kassel: So, currently they have trailer storage trailers. So, what would happen with  
936 them?

937 Teresa Kramer: They would design and build storage bays onto the structure, but again,  
938 that's, that's just nebulous out there. Right. So, nothing, you know it's just  
939 she and I talking but no decisions made. So, we need to keep those fees,  
940 and you did check to make sure to your knowledge, they're not going up.

941 Angel Montagna: Correct, that is accurate.

942 Teresa Kramer: The next thing is landscaping services. And I again, we can't do anything,  
943 right. Can't do anything right now with that. So, just leave that alone.  
944 Utilities, we they are just turning over the enclave street lighting to us. So,  
945 we're going to have that street lighting electricity. The street lighting  
946 general is like the heater for the swimming pool, the lights in the  
947 bathhouses.

948 Kerul Kassel: The electricity for the lights for the streetlights.

949 Steve Berube: The electricity on the lights,

950 Teresa Kramer: The electricity general is just our general electricity, not streetlight.  
951 Electricity street lighting is the electricity to run the streetlights.

952 Kerul Kassel: But what about the maintenance date it's part of-

953 Steve Berube: The electricity-

954 Teresa Kramer: That's part of the street lighting. They lump all that street lighting stuff  
955 together. And then we have the utilities, water, and sewer,

956 Kerul Kassel: But we're going to have the enclaves turned over to us. So, we're going to  
957 have more irrigation, more water.

958 Teresa Kramer: No, we'll have a small amount. The nice thing is that the enclaves, they are  
959 not turning the storm water pond over to the surrounding area of the storm  
960 water pond to us, the water surface and the flow. We have the easement to  
961 maintain that for the storm water system. But unlike the lakes here where  
962 there's a large buffer around the storm water pond, we just have an  
963 easement to gain access. We negotiated the spirit carefully so that we have  
964 the right to bring our equipment in and do whatever's necessary to  
965 maintain the storm water flow in the storage capacity within the pond. But  
966 we are not responsible for mowing around the pond or doing

967 Kerul Kassel: What about irrigation.

968 Teresa Kramer: We don't have to irrigate that. We have a small strip to the front about,

969 Kerul Kassel: What about any CDD areas within the areas...

970 Teresa Kramer: The only CDD area we have is the strip right along five, that firm along  
971 five others virtually nothing. Yes. So, hopefully that will stay down.

972 Kerul Kassel: But so, the water and sewer we've increased it by 20%. Is that right?

973 Steve Berube: 10%.

974 Teresa Kramer: 10% We did each of them. Now we've already been told by OUC, they're  
975 doing a 10% on their fuel rate, which isn't the full 10% across the Board.  
976 But again, a lot of our street maintenance and street lighting contracts are  
977 coming to the end of their life, correct? They're not sure what that's going  
978 to be.

979 Kerul Kassel: So, everything is just 10% more.

980 Teresa Kramer: A buffer, right operations and maintenance. We're dropping the telephone  
981 out utility is remaining the same at this time, we have the ponds slash  
982 buck, like the added buck light to that so that we go up by the amount of  
983 the chemical treatment of buck to keep the invasive water species out. And  
984 the other costs associated with at least one Hydro treatment in one of our  
985 ponds for the year and that the only extra thing was an additional 5,000  
986 that was put in there in case we wanted to pond plant doing pond  
987 plantings. So, we were given some really bare ponds that had never been  
988 planted. I know Greg used to come in and do a great planting job, but  
989 those, it would not hurt us to upgrade. Those pools went up a bit because  
990 the pool supplies growing up, alleyways stayed the same. The one big  
991 thing here, point out anything that you may have changed that I haven't  
992 seen...

993 Kerul Kassel: Storage lot went down significant independently for the cost. \$5,000  
994 includes to 20,000 for this year, right? Boats went up by 4,000, but we  
995 have, we have aging fleet. Yes. I know people. I know people. I'm just  
996 going to say this for residents who may listen later or whatever. So, we  
997 had \$25,000 shown there. We spent 23,000 almost in 2021. And there isn't  
998 a fact there because it's all, it's like the basketball courts and the dog parks  
999 and all the little, all the parks and the pavilions and just-

1000 Teresa Kramer: Pressure washing their roast, which will come-

1001 Kerul Kassel: Up the bathrooms. And it's, there's a lot of infrastructure there to maintain-

1002 Angel Montagna: Your other big one is the invasives and follow up and-

1003 Kerul Kassel: The follow up is the golden blair Right?

1004 Angel Montagna: If well, so it's 50% of the contract you already approved.

1005 Kerul Kassel: It's 97,

1006 Angel Montagna: Correct? Blair and Bowman.

1007 Kerul Kassel: Is it Blair?

1008 Angel Montagna: Bear monitoring is in there. And then there's also some there, when your  
1009 staff starts Chemical pre- doing their thing.

1010 Teresa Kramer: And you know, we need to watch this closely because we are having a  
1011 brown grass invasion of our actual landscape areas. So, we need to keep  
1012 an eye on that.

1013 Kerul Kassel: I'm not recommending we lower that.

1014 Teresa Kramer: And then light poles. So, many of our light poles, some of the exterior  
1015 structures are starting to crack and think you said-

1016 Kerul Kassel: So, the question is do we let them get close to cracking and then require  
1017 them to-

1018 Angel Montagna: Well, I've asked OUC for something in writing to clarify, because if you  
1019 look at the thing and you do get a maintenance charge, you would think  
1020 that is included. It's not, or at least I shouldn't say that it has not been  
1021 included in other districts. We've actually had to pay to repair them. They  
1022 will come out and redo the light, which now I think they're switching  
1023 some to LED and stuff, but that's what their maintenance is.

1024 Kerul Kassel: And they can't require them To switch to LED?

1025 Angel Montagna: I think right now, they're not even asking as one burns out, they're just  
1026 coming and putting LED that's-

1027 Kerul Kassel: That's why it's a concern of residents? Can we require them to use, more  
1028 energy efficient bulbs?

1029 Steve Berube: We're not paying for the electricity anyway.

1030 Angel Montagna: Yeah. So, they're coming out the-

1031 Steve Berube: Street lighting.

1032 Angel Montagna: Well, they're yeah. And they are converting the bulbs over as part of their  
1033 energy efficiency. Correct.

1034 Teresa Kramer: Programing. It's not costing us other than what we normally.

1035 Steve Berube: Well, the question comes down with the lightbulbs do we, or do we not  
1036 own that?

1037 Angel Montagna: Well, and that's what I'm trying to get cause if you read some of those  
1038 contracts, it tells you this and this, and you pay this and you're at the end

1039 of your lease, but it really never delineates that you, the district owns them  
1040 or OUC still owns them. So, I'm trying to get something in writing. And  
1041 what I've gotten in other districts is no, you don't own them. You're just  
1042 not paying a lease on them anymore,

1043 Teresa Kramer: Which we haven't been for a while.

1044 Angel Montagna: Correct.

1045 Teresa Kramer: But one of the bigger questions comes in is that contract has a limit on  
1046 what they can increase our maintenance costs and without no longer being  
1047 effect and...

1048 Angel Montagna: Halfway ends with your lease.

1049 Teresa Kramer: If, if they start jerking that up, then we're going to have to rally the  
1050 residents to go...

1051 Steve Berube: Well, the question is we leave that 10,000 in with the, are we're going to  
1052 assume doing work on other people's property is my main question.

1053 Angel Montagna: So, it's kind of like working with the county, right where the county owns  
1054 it and you want them to come mow your driveway, but it never gets done.  
1055 So, you decide I'm going to do it because it's set, but by your final budget,  
1056 I'm hoping to have something in writing from them on those two major  
1057 points. So, at least we'd have something to hold them to. I don't know that  
1058 I'll get,

1059 Teresa Kramer: And understand that, although there's not anything that says, there's still  
1060 one audience

1061 of the contract period. They can just turn them over to us. You know, they can say they're in at  
1062 the end of what we consider are useful. So, good luck on that's right? In  
1063 which case we really have an issue. And so, it would be better to at least  
1064 have something in there. So, security that's mainly our.

1065 Angel Montagna: That's your bright house. There was also \$3,000 contingency for  
1066 equipment TVs, cameras, your access cards, all of that comes out of that  
1067 line item.

1068 Teresa Kramer: And we need to have a role making workshop after we finish all the  
1069 budget and stuff to really come up with how we're going to deal with the  
1070 access price, since the cost of them has gone up more rather considerably.  
1071 And how we plan that. Fuel went up as everybody knows when they pull  
1072 up to the gas station. So, we bump that up. Hopefully it will be offset to a

1073 certain extent by our replacing some of our fuel operated by electric  
1074 operated vehicles. But I don't know how much that would be.

1075 Steve Berube: Depends how many electrics you buy?

1076 Teresa Kramer: Yeah. We're going to try and buy all of them, but one appears that our  
1077 need the market. We'll talk about that later in the meeting capital outland  
1078 vehicles again, we've got 30,000 for this year. We're going to buy the one  
1079 UMass and apparently the heavy duty-

1080 Steve Berube: So, that number is about right. For those two, actually, you have a little  
1081 bit of extra here.

1082 Angel Montagna: Two grand right-

1083 Steve Berube: If the market holds the weight.

1084 Teresa Kramer: But for next year, we went ahead and carried forward another 3000,  
1085 because again, we have two vehicles, one was stolen, one was crashed,  
1086 and one was crashed. Right.

1087 Angel Montagna: And now insurance was going to pay out full On them.

1088 Teresa Kramer: They will pay some on them and we be able to recoup some of that. But  
1089 so, if you, I'll leave it up to you guys, if you want to adjust that a bit and  
1090 the last big item there is the reserve contribution. And we talked about  
1091 that.

1092 Steve Berube: Could we back up a minute to the vehicle? Sure. We're not going to get  
1093 either of those vehicles in this year's budget.

1094 Teresa Kramer: No, that's what I'm saying. So, next year that's why there's 30.

1095 David Hamstra: You brought it forward. Yeah.

1096 Teresa Kramer: Okay. Yeah. So, that's why we did that.

1097 Steve Berube: I thought you were thinking we were going to be able to spend 30,000 this  
1098 year and move another 30 for more next year. Okay got it.

1099 Teresa Kramer: And then the reserve we took directly out of the reserve study, right, you  
1100 got check.

1101 Kerul Kassel: Yes. Can I say something about that?

1102 Angel Montagna: Yes.

1103 Kerul Kassel: So, I was taking a look at that today and all I have is the January reserve  
1104 study. January reserve study has prices for things that are way a third or  
1105 less, lower than what the bids are coming in and their recommendation for  
1106 annual assessments, annual budget line items that we should include in our  
1107 budget. None of them were over \$300,000. They were all above like every  
1108 year it increases little, and I think it started like 316, but that number, so  
1109 we have 300 now, but that number is based on reserve numbers for big  
1110 ticket items that are way low.

1111 Now we do have, I was looking at what we have in our unassigned funds  
1112 compared to what they have. And it does seem maybe we have more  
1113 funding than that, but I mean, they have like \$130,000 or something for  
1114 like alleyway repair. And I just don't remember today it was 660,000?

1115 Angel Montagna: So, what happened, it's been adjusted and so the 300 is yes, there's a  
1116 different number all the time and it fluctuates. A reserve study is used as a  
1117 guide so if you look at all of that as a whole, 300 was kind of the average  
1118 of what you're never going to be fully funded. It's just, I mean, I've never  
1119 seen a district that's fully funded yet. However, 300 was kind of the  
1120 median number taken based across your whole reserve study. Again, that  
1121 number that's something that you all can adjust, but doing that number  
1122 every annually would put you in good shape as far as the  
1123 recommendations of the reserve study.

1124 Teresa Kramer: Now, what I'd rather do is use their lower, use the lower number on the  
1125 lower things for this year, since everybody's in a crunch.

1126 Kerul Kassel: What do you mean by that?

1127 Teresa Kramer: A lot of families are really struggling-

1128 Kerul Kassel: No, I mean the lower, you said the number

1129 Teresa Kramer: The 300,000 is actually on the low end as you just described, because the  
1130 costs that we're looking at and seeing are way, higher than what we  
1131 anticipate are what we're seeing our bids come back as now. But I'd, rather  
1132 air on the side to keep this low at this point. Now if our landscaping  
1133 changes and we can shift some of the money down there, that would be  
1134 good. But I think to put it to where it really should be right now would  
1135 cause extreme pain throughout. Definitely. So, okay. We are at the point  
1136 where we're ready to start our regular meeting. Any other quick comments  
1137 before I call a regular meeting?

1138 Angel Montagna: They can come in there. There's a bunch of people waiting. Oh yeah.

1139 Dan Leet: And any anyone that's on the Zoom meeting

1140 Angel Montagna: Saw that we had a meeting going on, so they didn't want to come in. Now  
1141 they're coming in.

1142 Dan Leet: And anybody that's on the Zoom meeting. I need to stop this one and  
1143 restart. So, you'll need to dial back in again, apologize for that.