

The Crossings at Fleming Island CDD  
Board of Supervisors Meeting Minutes  
Thursday, January 28, 2016  
1880 Eagle Harbor Parkway  
Fleming Island, Florida

(Please note: This is not verbatim, a CD recording of the board meeting is available on file for review).

**Board Members Present**

David Herold, Chairman  
John Tabor, Vice Chairman  
Robb Rush, Supervisor  
Mary Michaels, Supervisor  
Suzanne Janolino, Supervisor

**Staff Present**

Sam Garrison, District Counsel, Kopelousos, Bradley & Garrison  
Dave deNagy, District Manager, Government Management Services, LLC  
Steve Andersen, Operations Manager, Governmental Management Services, LLC  
Keith Hadden, District Engineer, Hadden Engineering  
Kristina Whittman, Hampton Golf  
Jim Proctor, Tree Amigos

**I - Call to Order**

Chairman Herold called the meeting to order at 6:00 p.m.

**II - Pledge of Allegiance**

**III - Roll Call**

District Manager deNagy called the roll.

**IV - Public Comment**

**V. Consideration of Resolution 2016-01 Amending the FY16 Golf Budget and Authorization for Staff to File Amended Budget with Trustee**

Vice Chairman Tabor moved to approve Resolution 2016-01 amending the fiscal year 2016 golf budget. Supervisor Michaels seconded the motion. Motion passed 5 - 0

**VI - Management Team Reports**

**A. District Counsel**

Mr. Garrison updated the board on the early progress of future financings that will be brought before the board for consideration at a future date.

**B. District Manager – Open Items**

A copy of the report was included as part of the agenda package.

**C. District Operations Manager - Report**

A copy of the report was included as part of the agenda package.

**D. Tree Amigos**

A copy of the report was included as part of the agenda package.

**E. Hampton Golf**

Ms. Whittman reported on the grand opening events and business aspects of Talons.

**VII - Financial Reports for December 31, 2015**

**A. Approval of Series 2014 A-3 Requisition Nos. 86-95**

Vice Chairman Tabor moved to approve the Series 2014 A-3 requisitions nos. 86-95. Chairman Herold seconded the motion. Motion passed 5 - 0

**B. Approval of Check Registers**

Supervisor Rush moved to approve the December 2015 check register. Supervisor Janolino seconded the motion. Motion passed 5 - 0

**VIII Authorizing Chairman/Designee to Cancel the February 11, 2016 Meeting if No New Business Arises within 72 Hours of the Meeting**

Vice Chairman Tabor moved to authorize the chairman or his designee to cancel the February 11, 2015 meeting if no business arises within 72 hours of the meeting. Supervisor Rush seconded the motion. Motion passed 5 - 0

**IX - Supervisor's Requests and Audience Comments**

Supervisor Janolino asked how do you balance out where we need to be as a CDD in the restaurant as far as taking in a profit, knowing where our break even is and making sure we have some amount that we determine to be a point where we can scale back on prices? The revenue we generate shouldn't be the same as a Longhorn Steakhouse.

Chairman Herold stated we need to make sure that our price point is correct. I don't see that we will ever be at a break even point. The goal would be to make a profit. I don't see that we would ever be at a point and roll back prices.

Mr. Garrison stated keep in mind while we are a CDD not a municipality, it is a public amenity financed by bonds and we have an obligation as the owner of the course and under our bond agreement to make sure we are operating the amenity in a way that uses it for its highest and best use and maximizes the value to the bondholders; that is part of our charge. We have to report every year, how all the steps were taken here and included as part of that process. We want to get to where we are no longer in default. This is part of the reason why the trustee authorized us to utilize the influx of capital we had to get where we are is because they made a cost/benefit determination that doing that would increase the likelihood of returning value on their investment with the bonds.

Chairman Herold asked is the phone line working yet?

Mr. Andersen stated it will be fixed February 6<sup>th</sup>.

Mr. Dill stated the bar prices in the restaurant are a great value but they eliminated the happy hour all day everyday for one beer that they had in the old club. The golfers took advantage of that now it is so bad some golfers bring their own beer. The price went from \$1.50 to \$3.00 and that is a big increase.

Mr. Andersen stated we have the least expensive beer prices on a golf course of any of the surrounding golf courses and we have extended the happy hour from 4:00 to 6:00 p.m. it is 4:00 p.m. to 7:00 p.m. when you get \$1.00 off so it is only \$2.00. Hurricanes offers Landshark and some other beer for \$1.50 all day. We tried to find a compromise for the beer prices because they were \$3.50 and we dropped it to \$3.00 including tax. We have tried to be very competitive.

**X - Minutes Approval**

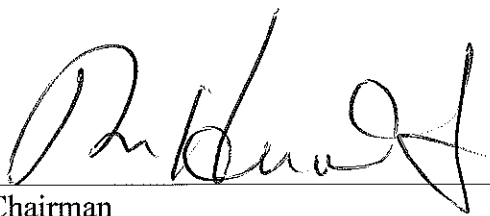
**A. Approval of Minutes of the December 17, 2015 Meeting**

Supervisor Rush moved to approve the minutes of the December 17, 2015 meeting. Supervisor Michaels seconded the motion. Motion passed 5 - 0

**XI – Adjournment**

Hearing no objections the Chairman adjourned the meeting at 7:06 p.m.

  
Secretary/Assistant Secretary

  
Chairman