



Rizzetta & Company

Venetian Community Development District

Board of Supervisors' Meeting July 28, 2025

**District Office:
9530 Marketplace Road, Suite 206
Fort Myers, Florida 33912
(239) 936-0913**

www.venetiancdd.org

VENETIAN COMMUNITY DEVELOPMENT DISTRICT

Venetian River Club, 502 Veneto Boulevard, North Venice, Florida 34275

www.venetiancdd.org

Board of Supervisors	Jill Pozarek	Chairman
	Cheryl Harmon Terrana	Vice Chairman
	Ken Smaha	Assistant Secretary
	Cyndi Sniezek	Assistant Secretary
	Rich Goodman	Assistant Secretary
District Manager	Belinda Blandon	Rizzetta & Company, Inc.
District Counsel	Andy Cohen	Persson, Cohen, Mooney, Fernandez & Jackson, P.A.
District Engineer	Rick Schappacher	Schappacher Engineering

All cellular phones must be placed on mute while in the meeting room.

The Audience Comment portion of the agenda is where individuals may make comments on matters that concern the District. Individuals are limited to a total of three (3) minutes to make comments during this time.

Pursuant to provisions of the Americans with Disabilities Act, any person requiring special accommodations to participate in this meeting/hearing/workshop is asked to advise the District Office at least forty-eight (48) hours before the meeting/hearing/workshop by contacting the District Manager at (239) 936-0913. If you are hearing or speech impaired, please contact the Florida Relay Service by dialing 7-1-1, or 1-800-955-8771 (TTY) 1-800-955-8770 (Voice), who can aid you in contacting the District Office.

A person who decides to appeal any decision made at the meeting/hearing/workshop with respect to any matter considered at the meeting/hearing/workshop is advised that person will need a record of the proceedings and that accordingly, the person may need to ensure that a verbatim record of the proceedings is made including the testimony and evidence upon which the appeal is to be based.

VENETIAN COMMUNITY DEVELOPMENT DISTRICT

District Office · Ft. Myers, Florida · (239) 936-0913

Mailing Address · 3434 Colwell Avenue, Suite 200, Tampa, Florida 33614

www.venetiancdd.org

July 22, 2025

Board of Supervisors Venetian Community Development District

REVISED AGENDA

Dear Board Members:

The regular meeting of the Board of Supervisors of Venetian Community Development District will be held on **Monday, July 28, 2025, at 9:30 a.m.** at the Venetian River Club located at 502 Veneto Boulevard, North Venice, Florida 34275. The following is the revised agenda for this meeting:

1. **CALL TO ORDER/ROLL CALL**
2. **PLEDGE OF ALLEGIANCE**
3. **PUBLIC COMMENT**
4. **HURRICANE RESPONSE TEAM UPDATE**
5. **STAFF REPORTS**
 - A. Landscaping Inspection Services
 1. Field Service Report Tab 1
 - B. District Engineer
 - C. District Counsel
 - D. River Club
 - E. Field Manager
 - F. District Manager
6. **BUSINESS ITEMS**
 - A. Consideration of Proposals for Aquatic Maintenance Tab 2
 1. Crosscreek Environmental Inc
 2. Premier Lakes
 3. Solitude Lake Management
 4. Superior Waterway Services Inc.
 - B. Consideration of Proposals for Preserve Maintenance..... Tab 3
 1. Crosscreek Environmental Inc
 2. Premier Lakes
 3. Solitude Lake Management
 4. Superior Waterway Services Inc.
 - C. Consideration of Proposals for Aerator Maintenance Tab 4
 1. Crosscreek Environmental Inc
 2. Premier Lakes
 3. Solitude Lake Management
 4. Superior Waterway Services Inc.
 - D. Discussion and Review of Evaluation Criteria and Scoring of Amenity Management Company Presentations/Proposals..... Tab 5
 - E. Consideration of Proposal for River Club Management..... Tab 6
 1. Bobby Jones Links
 2. Hampton Golf

- F. Consideration of Tennis Court Maintenance Proposal Tab 7
- G. Consideration of Artistry Painting Proposal Tab 8**
- H. Discussion and Review Regarding Pool Gate Times
- I. Discussion and Review of Concept Plans for La Sala
- 7. BUSINESS ADMINISTRATION**
- A. Ratification of the Operations and Maintenance Expenditures
For the Month of June 2025 Tab 9
- 8. CONSENT ITEMS**
- A. Acceptance of Advisory Committee Meeting Minutes..... Tab 10
 - 1. Racquet Sports Advisory Committee Meeting
Minutes of June 9, 2025
Social and Dining Advisory Committee Meeting
Minutes of May 14, 2025.
- 9. ADVISORY COMMITTEE LIAISON REPORTS**
- 10. SUPERVISOR REQUESTS AND COMMENTS**
- 11. ADJOURNMENT**

We look forward to seeing you at the meeting. In the meantime, if you have any questions, please do not hesitate to contact me at (239) 936-0913.

Very truly yours,
Belinda Blandon
Belinda Blandon
District Manager

cc: Andrew Cohen: Persson, Cohen, Mooney, Fernandez & Jackson, P.A.

VENETIAN

LANDSCAPE INSPECTION REPORT



July 1, 2025
Rizzetta & Company
John Fowler – Landscape Specialist



Rizzetta & Company
Professionals in Community Management

Summary, Laurel Rd.

General Updates, Recent & Upcoming Maintenance Events

- ☐ Turf filling in on Veneto Blvd.
- ☐ Rainy season has begun.

The following are action items for LMP to complete. Please refer to the item # in your response listing action already taken or anticipated time of completion. **Red text** indicates deficient from previous report. **Bold Red text** indicates deficient for more than a month. **Green text** indicates a proposal has been requested. **Blue** indicates irrigation. **Bold & Underlined** is info or a question for the BOS. **Orange** is items for Staff to address.

1. **Treat weeds taking over Medici berm on Laurel Rd. ROW. (Pic. 1)**



- 2. Noting leaning Magnolia trees on the Medici berm on Laurel Rd. ROW. I believe these will be taken care of with the enhancement project.
- 3. Schedule a pruning event for the Jasmine on Medici berm that is overgrown.
- 4. Treat the joint crack weeds on Ciltadella ROW at Laurel Rd. intersection. (Pic. 4>)
- 5. Noting the turf has filled in with weeds on Ciltadella ROW that need to be treated to find out what viable St. Augustine is present. Area may need new turf.

- 6. Remove sucker growth off the trunks of the Ligustrums on Ciltadella ROW.
- 7. Treat Crinum Lilies declining from insect damage on Ciltadella ROW.
- 8. Schedule a pruning event for shrubs on Laurel Rd. ROW from Ciltadella to Veneto Blvd. This includes the Viburnum, Jasmine, and Firebush.
- 9. Treat weeds in beds and growing up in the shrubs on Laurel Rd. ROW from Ciltadella to Veneto Blvd.
- 10. Diagnose and treat declining turf on Laurel Rd. ROW across from fire station.



Veneto Blvd.

- 11. Remove vines growing on top of the shrubs around the palm trees on Veneto Blvd. between Laurel Rd. and guard house.
- 12. Need to remove a rouge palm growing up in the Ornamental Grasses on Laurel Rd. ROW between Veneto Blvd. and Westend of district. (Pic. 12)

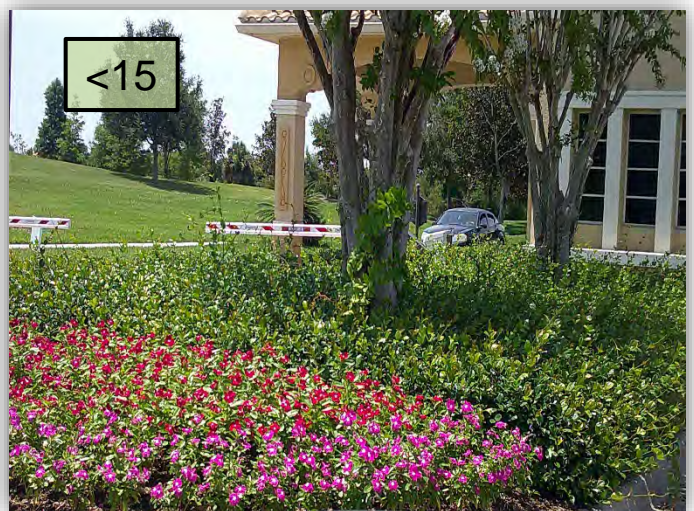


- 13. Remove a Brazilian Pepper on Laurel Rd. ROW between Veneto Blvd. and Westend of property growing up between existing Thryallis.
- 14. Diagnose and treat declining Awabuki on Laurel Rd. ROW between Veneto Blvd. and Westend of the property. Remove any dead or diseased material.
- 15. Schedule a pruning event for the Jasmine in front of the guard house on Veneto Blvd. including removing any growing up the Crepe Myrtles. (Pic. 15>)
- 16. Remove any dead palm frond along Laurel Rd. ROW including a Medjool on the exit side of Veneto Blvd. at Laurel Rd. intersection.
- 17. Copperleaf are showing some improvement but still not thriving at the exit monument of Veneto Blvd. and Laurel Rd. intersection.
- 18. Dead hanging palm frond at Bolanza Ct. roundabout.

- 19. Remove vines growing on top of the shrubs at Treviso Ct. roundabout.
- 20. Ensure weeds are being treated on the backside of the shrubs at the intersections with subdivisions throughout the district. (Pic. 20)



- 21. There are a couple areas of turf that need to fill in on Veneto Blvd. between Treviso Ct. and Padova Way. Looks better than past inspections.
- 22. Treat weeds at the lift station on Padova Way behind the Tiziano monument. Also, in the beds to the first house.
- 23. Remove sucker growth off the trunks of the Ligustrums on Padova Way by the lift station behind the Tiziano monument.



Subdivision Roundabouts

24. Need to weed most of the roundabouts in the subdivisions throughout the district. Below are a couple examples. (Pic. 24)



25. Remove the weed blocking the Tiziano monument sign on Padova Way.
26. Need to ensure mowing behind the houses on Mestre Pl. South. (Pic. 26>)
27. Remove sucker growth off the base of the trunk of the tree next to Palermo monument on Padova Way.
28. Ensure the emergency exit turf is being mowed each service on Padova Way on Westend of the property. It appears this has not been mowed in two weeks.

29. Treat weeds in the tree ring beds on Veneto Blvd. between Treviso Ct. and Martellago Dr.
30. Area of newer turf that was installed that did not establish by Montelluna Dr. intersection on Veneto Blvd.

31. Awabuki have drought stress on Martellago Dr. South and Vento Blvd. intersection. A few do not look like they will recover. Will continue to monitor.

32. Treat weeds under the shrubs along Otello wall and vines growing on shrubs.

33. Trim dead fronds on the new Medjool on Burano Ct.

34. Diagnose and treat a couple declining Awabuki on Veneto Blvd. at the Lerida Ct. intersection. Remove any dead or diseased material.

35. Schedule a pruning event for the Firebush at the lift station on Veneto Blvd.

36. Need to schedule a pruning event for any palms with dead fronds with hurricane season here.

37. Diagnose and treat some turf next to the Cipriani monument at Veneto Blvd. intersection.



River Club

38. Diagnose and treat declining Foxtail Ferns at the Cipriani Way monument at Veneto Blvd. intersection. Remove any dead or diseased material. (Pic. 38)



39. Treat weeds in the tree rings on the large roundabout on Veneto Blvd. shared with Portofino.
40. Remove vines by Cappello monument at Bella Vista Terr. exit to Veneto Blvd. (Pic. 40)



41. Treat broadleaf turf weeds and sedge in the Great Lawn behind the River Club.
42. Noting the River Club is being painted so did not inspect beds in front of the building.
43. Need to improve the turf between the sidewalk and the road at the tennis court parking lot.

44. Ensure joint crack weeds are being treated in the medians of the River Club between the concrete curbing and asphalt. (Pic. 44)



45. Remove a Stangler Fig in the Medjool palm at the Torcello Ct. roundabout.
46. Treat weeds in front of the lift station on Portofino Dr.
47. Schedule a pruning event for the Gold Mound at Valenza Ct. bed. (Pic. 47)



48. Remove a Brazilian Pepper growing up in the shrubs at Portofino Dr. roundabout.
49. Remove a dead hanging frond in recently planted palm at Medici Ct. roundabout.
50. Treat weeds in the beds around the lift station on Pesaro Dr.



Pesaro

51. Treat weeds in bed rings for recently installed Oak trees across the street from the lift station on Pesaro Dr. (Pic. 51)



56. Schedule a pruning event for the Firebush at the monument on Avalini Way at Pesaro Dr. intersection. (Pic. 56)



52. Treat weeds in the bed on the corner intersection of Pesaro Dr. and Ciltadella.

53. Diagnose and treat declining Crinum Lilies that appear to have insect damage on Ciltadella. Remove any dead or damaged leaves. (Pic. 53)



54. Treat weeds in beds on Pesaro Dr. on exit and entrance side of Savona Way and Pesaro Dr. intersection.

55. Prune back any vegetation overgrowing the sidewalk on Avalini Way ROW just South of Pesaro Dr.



Crosscreek Environmental Inc.
111 61st Street East
Palmetto, FL 34221
admin@crosscreekenv.com

Estimate

Date	Estimate #
5/28/2025	13397

Name / Address

VENETIAN CDD
c/o Rizzetta and Company Inc.
9530 Marketplace Rd
Suite 206
Fort Myers, FL 33912

* Estimate Good For 30 Days

Description	Total
<p>POND MAINTENANCE</p> <p>Monthly stormwater pond maintenance of nuisance and exotic vegetation located within perimeter of all ponds onsite. Treatments to occur once a week for a total of fifty two (52) visits per year.</p> <p>Maintenance services to include the following:</p> <ul style="list-style-type: none">* Algae control* Floating vegetation control* Shoreline vegetation control* Submersed vegetation control* Aquatics consulting* Management reporting* Littoral shelf maintenance* Trash Removal (all common trash)* Installation of up to 1,000 free beneficial aquatic plants per year* Lifetime warranty on all erosion control work as long as Crosscreek Environmental is the onsite vendor. <p>Total maintenance cost = \$3,980/Monthly (\$47,760 Annually)</p> <p>If the customer is not satisfied with the aquatic service provided, and the state of the aquatic management area declines due to Crosscreek Environmental Inc. negligence, the customer has full right to cancel the service with no less than 45 days written notice to Crosscreek Environmental Inc.</p>	

Thank you for your business

** All warranties exclude acts of God.

** A 3.5% processing fee will be added to all payments made by credit card.

Phone # (941) 479-7811 **Fax #** (941) 479-7812

www.crosscreekenvironmental.com



Proposal for Lake Management Services Venetian Community Development District (CDD)

We would like to express our gratitude for the opportunity to submit this proposal to the Venetian CDD. After conducting a thorough survey of the lakes within the community, it is clear that significant improvements are needed to restore these bodies of water to optimal management condition. Unfortunately, our assessment indicates that the current vendor has not been allocating the required resources to ensure the lakes are being maintained to an acceptable standard.

Premier Lakes is a newer company, but our team brings decades of combined experience managing lakes for some of Florida's largest communities and CDDs. With an average of over 15 years of experience per team member, we are well-equipped to deliver consistent, high-quality results for all our clients.

Our proposal includes 72 site visits per year. With over 100,000 linear feet of shoreline to manage, we recognize that no vendor can guarantee the resolution of every potential issue with just a set number of visits. However, we are committed to treating all weed species at no additional cost, and should we determine that additional visits are required to achieve the desired results, those will also be provided at no extra charge.

We are confident that our expertise, commitment, and resources will ensure the best possible outcome for the Venetian CDD. We believe the residents will appreciate the improvement in their lake management, and we are happy to provide references to further support our capabilities and track record of success.

Thank you for your consideration. We look forward to the opportunity to partner with you and help restore the lakes to their full potential.

Sincerely,
Bill Kurth
Premier Lakes



Annual Management Program Agreement

Customer Name: Venetian CDD

Property Contact: Belinda Blandon

Agreement Effective Date: August 1st, 2025 - July 31st, 2026

Program Description: Annual Lake Maintenance

Premier Lakes Consultant: Bill Kurth

Consultant Phone Number: 239-707-4899

This Agreement, dated **July 2, 2025**, is made by and between Premier Lakes, Inc., hereinafter known as "Premier Lakes," and **Venetian CDD**, hereinafter known as "Customer."

Both Customer and Premier Lakes agree to the following terms and conditions:

1. **General Conditions:** Premier Lakes will provide the contract services enumerated below to the Customer under the terms and conditions of this Agreement, and the Customer agrees to pay Premier Lakes for those services as listed below under the terms and conditions of this Agreement.
2. **Service Area:** The "Service Area" is described as **Lakes 1-16, 17A, 17B, 18-35, 36A, 36B, 37-41, 43-55, 67, 58**
3. **Contract Services:** Premier Lakes will perform **(72) seventy-two** inspections per year of the Service Area and provide the following service as necessary.
 - a. **Aquatic Weed Control:** Growth of undesired aquatic vegetation will be treated upon identification by applying aquatic herbicides and adjuvants. Most of the time, these treatments will occur immediately upon inspection. However, timing may be adjusted to ensure the best results. All efforts will be made to ensure that unwanted vegetation is controlled before it becomes unsightly.
 - b. **Algae Control:** Algae will be controlled by applying algaecides and adjuvants as needed.
 - c. **Shoreline Weed Control:** Any growth of undesirable vegetation will be controlled and maintained utilizing aquatic herbicides, surfactants, and hand pulling where appropriate up to control elevation year-round. Species including Torpedo Grass, Cattails, Primrose Willow, and other species deemed unwanted by the customer will be controlled. The customer understands that



when spraying in beneficial littoral plants, minor damage to native vegetation may occur.

- d. Water Quality Analysis:** Dissolved oxygen, pH, and temperature will be included as needed. More detailed water quality testing will be an additional charge based on the agreed-upon parameters. Remediation will be priced separately.
 - e. Trash Pickup:** Premier Lakes will provide minor trash and debris pickup when on-site. In some circumstances, for example, in a community where a significant amount of new home construction is ongoing, and the amount of trash and debris is excessive, trash pickup will be an additional service to be added.
 - f. Management Reporting:** Service reports detailing the services rendered will be provided following each inspection
 - g. Aquatic Consultation:** Attendance to monthly board meetings when requested
 - h. Bacteria Application:** This activity will be performed at Premier Lakes' discretion to improve water quality to prevent algae and weed growth. In lake systems where water quality remediation is a primary goal, additional bacteria application will be an additional charge.
 - i. Lake Dye:** as needed
4. **Contract Term & Automatic Renewal:** This Agreement is for an annual management program. This Agreement will automatically renew annually at the end of the Agreement Effective Date for subsequent one (1) year terms, with a four (4%) increase in the Annual Agreement Price each year, rounded to the nearest dollar, under the same terms, specifications, and conditions set forth by this Agreement.
5. **Payment Terms:** No payment shall be due and payable upon executing this Agreement. The balance of the monthly service amount shall be billed in equal **monthly** installments of **\$6,600.00** per **month**, commencing as of the first day of the month following the date of commencement of this Agreement. The customer agrees to pay Premier Lakes within thirty (30) days of the invoice. If the customer fails to pay any invoice within sixty (60) days of the invoice date, then a service charge of 1% per month (12% per annum) will be charged to the customer by Premier Lakes on balances not paid within sixty (60) days.
6. **Forms of Payment:** Premier Lakes accepts payment by check, ACH, debit, and credit card.
7. **Credit & Debit Card Fees:** Premier Lakes will charge customers a 3% processing fee for invoices paid by Credit or Debit card.
8. **Contract Void Ab Initio:** This contract will be void ab initio if Premier Lakes, in its sole discretion, determines that the condition of the Service Area has materially declined

between the date of this Agreement and the commencement date of the Agreement. If Premier Lakes commences services under this Agreement, this paragraph will not apply.

9. **Force Majeure:** Premier Lakes shall not be liable for any delay in performing the Services, nor liable for any failure to provide the Services due to any cause beyond its reasonable control.
10. **Contact Updates:** It is the customer's sole responsibility to notify Premier Lakes of any change in contact information, including, but not limited to, billing address, email addresses, and phone numbers, within thirty (30) days of any such changes.
11. **Termination:** This Agreement may be terminated by either Party with thirty (30) days' written notice, service to continue to the end of the month when the 30th day falls. All notifications must be sent by Certified Mail to Premier Lakes at 1936 Bruce B Downs Blvd, Suite 308, Wesley Chapel, FL 33543. Any party may notify the other Party of any change in name or address to which notices hereunder shall be sent by providing the same with thirty (30) days written notice to the other Party.
12. **Enforcement and Governing Law:** A default by either Party under this agreement shall entitle the other Party to all remedies available at law or in equity, which shall include, but not be limited to, the right to damages and injunctive relief under Florida law.
13. **Safety:** Premier Lakes agrees to use its best efforts and specialized equipment, products, and procedures to provide safe and effective results hereunder, and Premier Lakes will use all due care to protect the property of the Customer. Premier Lakes will not be liable for damage to plants due to disease, pestilence, flood, weather, or any other means unrelated to Premier Lakes' activities. In addition, some collateral damage to beneficial plants might be necessary to treat nuisance plants. Premier Lakes will use its best efforts and professional expertise to limit any damage to beneficial plants, but in no event will Premier Lakes be liable for collateral damage that is less than ten percent (10%) of the beneficial plant population.
14. **Additional Services:** Work requested by the Customer, such as trash clean-up, physical cutting and/or plant removal, and other additional services performed by Premier Lakes staff, will be billed separately under a separate agreement between the customer and Premier Lakes.
15. **Insurance:** Premier Lakes will maintain general liability and other insurances as necessary, given the scope and nature of the services. Premier Lakes will be responsible for those damages, claims, causes of action, injuries, or legal costs to the extent of its own direct negligence or misconduct. No party to this agreement will be liable to the other for incidental, consequential, or purely economic damages.

16. **E-Verify:** Premier Lakes utilizes the federal E-Verify program in contracts with public employers as required by Florida State Law and acknowledges all the provisions of Florida Statute 448.095 are incorporated herein by reference and hereby certifies it will comply with the same.
17. **Limited Offer:** This proposal expires sixty (60) days from the issuance date unless modified in writing by Premier Lakes.

Annual Agreement Amount: \$79,200.00

Monthly Agreement Amount: \$6,600.00

Invoicing Frequency: Monthly

Accepted and Approved:

Venetian Community Development District

Signature:

Printed Name:

Title:

Date:

Customer Address for Notice Purposes:

Premier Lakes, Inc.

Signature: *William R. Kurth*

Name: Bill Kurth

Title: Vice President

Date: July 2, 2025

Please Remit All Payments & Contracts to: 1936 Bruce B Downs Blvd, Suite 308, Wesley Chapel, FL 33544.



**Premier Lakes Inc.
25551 Technology Blvd., Unit 6
Punta Gorda, FL 33950**

844-525-3735

WHO WE ARE:

Locally owned and operated, we are Florida's Premier lake and wetland management firm.

Leveraging decades of industry experience, our highly qualified & licensed professionals formulate individualized management programs to ensure all client expectations are exceeded.

Premier Lakes is committed to **professional** results and **personal** service at every encounter.

Our Prime Commitment

Sustainability remains our guiding principle in everything we do. We're deeply committed to using environmentally friendly methods to ensure the future health of our lakes and ponds.





OUR TEAM:

Alex Kurth, PRESIDENT-TREASURER

Alex Kurth is the President & Founder of Premier Lakes, bringing over a decade of experience in lake, pond & wetland management. He specializes in developing sound internal and external operating procedures while leveraging innovative treatment solutions and proactive management plans to ensure a world-class customer experience.

Alex attended Florida Gulf Coast University (FGCU), earning a Bachelor of Science in Finance. He then continued his education by attending graduate studies at FGCU, earning a Master in Business Administration (MBS) with a concentration in Leadership. In addition to his university education, Alex has focused on obtaining certifications, including internationally recognized Project Management Institute (PMI) Senior Scrum Master certification and Florida Aquatic Applicators licensing.

Alex has lived in Southwest Florida his entire life. Born and raised around water, Alex is passionate about providing his clients with a sustainable and environmentally friendly solution that boosts the well-being of their water bodies. In his spare time, Alex and his wife Amanda enjoy traveling, fishing, diving, and living in the beautiful SWFL area. September 2025 brings the birth of their first child, a son.





Bill Kurth, VICE PRESIDENT-SECRETARY

Bill Kurth has over 40 years of extensive experience in lake, pond, and wetland management. Bill specializes in providing innovative treatment solutions for clients using new products and technologies. Bill has managed waterbodies in his local community associations and clients for 30 years.

Bill attended Florida State University (FSU) & Tallahassee Community College, earning a Business Management degree. He began his industry career as an aquatic applicator with a Florida-based aquatics company, where he quickly became responsible for the technical training of all new employees and was promoted to the position of Branch Manager of the company's Fort Myers branch within four years. Bill then moved to Cape Coral, Florida, in 1987, where his expertise in herbicide technology and ability to sell and manage while performing aquatic applications allowed him to grow his branch by 400% in 8 years. In 1999, Bill moved on to the newly formed Lake Masters Aquatic Weed Control, where he served in many roles, including Branch Manager, Director of Operations, and Vice President of Operations. Under his leadership, Lake Masters became one of Florida's premier lake management companies before merging with SOLitude in 2018.





Bill has been a multi-year member of the Florida Aquatic Plant Management Society (FAPMS) and has served as a member of the North American Lake Management Society. He has presented at FAPMS on Control of Exotic Melaleuca Trees and Recognition and Control of Golden Algae; at the UF/IFAS Aquatic Weed Control Short Course on the control of exotic species in Wetlands; at NALMS on Aquatic Weed Control in Florida; and has spoken at SePRO Annual Business Conferences on the use of Sonar herbicide in irrigation and other lakes, and on the efficacy of Captain XTR algaecide. He served on the original advisory board for SePRO and has won awards for Best Management Practices, Sustainability, and Applicator of the Year in 2007 and was awarded Ultimate Applicator in 2016. Bill was also named Outstanding Business Partner by the Bonita Bay Group and is a certified erosion and illicit discharge inspector.

Bill's love of the outdoors is evident through his many hobbies, which include boating, fishing, diving and travel. He also has a passion for cooking and gardening and was heavily involved with aquarium-keeping for most of his life, including live reef aquariums with living coral. Bill was an active Little League coach for nine years for his boys, William and Alex, when they were growing up. Today, Bill and his wife, Carolyn, reside in Cape Coral, Florida. They are grandparents and love spending time with family as much as possible.





Dustin Hormann, WETLAND MANAGER

Dustin Hormann has extensive experience in exotic vegetation removal/control, wetland mitigation, littoral shelf planting, and incorporating native plantings into golf course landscapes.

Dustin collaborated with Florida FWC, the National Park Service, and the US Fish and Wildlife Service and managed numerous federal projects. In his many years of experience, Dustin has performed initial and ongoing maintenance of invasive exotic species on thousands of acres for private individuals, golf courses, and communities.

Dustin is a current member of the Florida Exotic Pest Plant Council and, in 2008, was elected to a two-year term on the Board of Directors. Dustin has a Bachelor of Science in Natural Resource Management from Grand Valley State University. His career in the industry started by working as a project manager for an ecosystem restoration company, where he gained experience bidding, executing, and managing projects from Louisiana to the Virgin Islands before joining Lake Masters Aquatic Weed Control, which merged with SOLitude in 2018.

In his spare time, with his wife, Barbie, and their fur baby, Wilson enjoys fishing, duck hunting, traveling, and family.



Adrian Sebree, Aeration & Fountain Lead

Adrian – Aeration & Fountain Systems Specialist

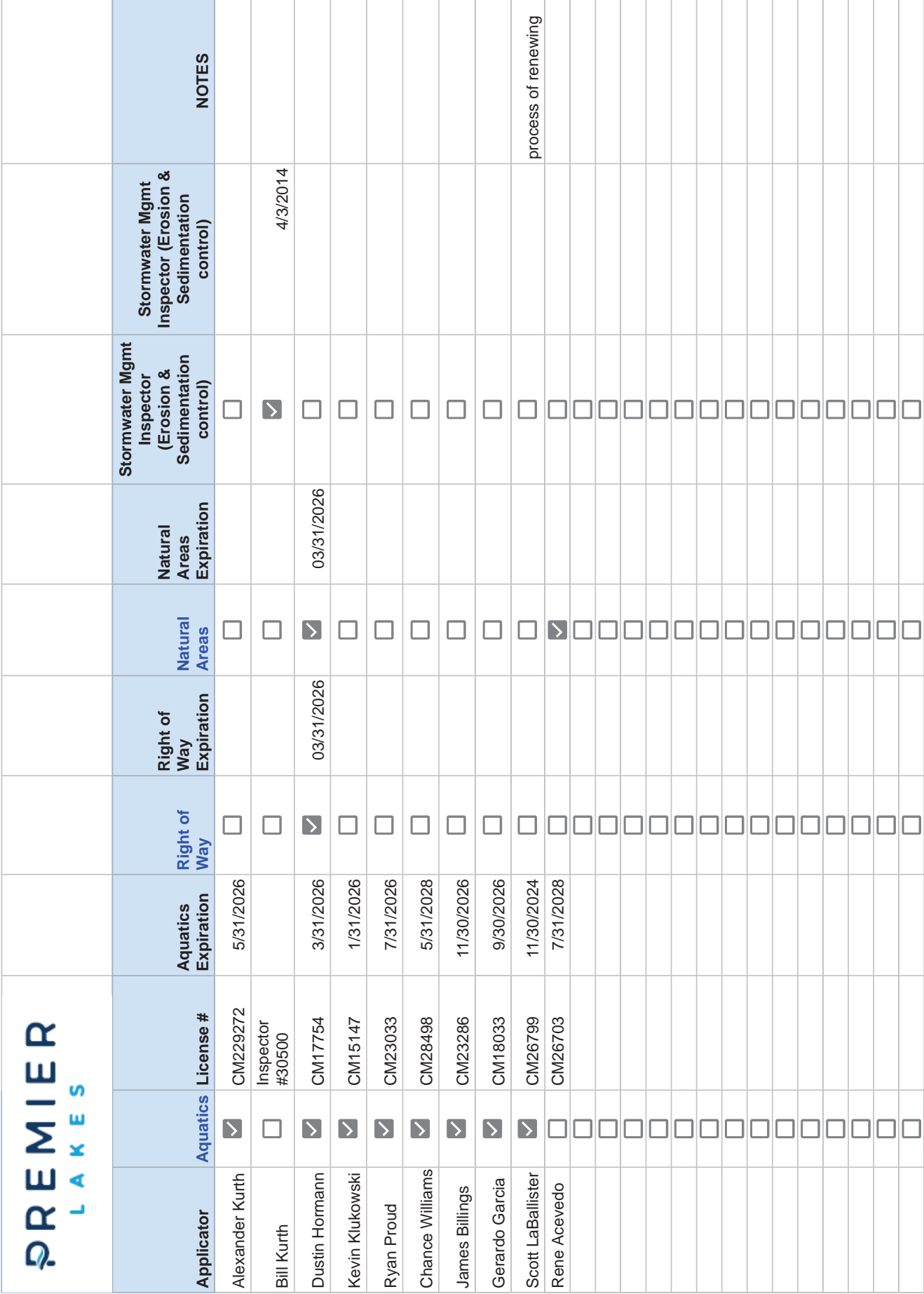
Adrian brings over 15 years of experience in lake and wetland management, with a strong focus on the construction and maintenance of sustainable aquatic ecosystems. He plays a key role in the growth of Premier Lakes, Aeration and Fountain Department, bringing extensive knowledge in designing and managing aeration systems and fountains for a variety of environments.

Driven by a passion for the environment and a deep connection to water, Adrian finds purpose in improving water quality and ecosystem health. His commitment to technical excellence is backed by a range of certifications, including NEC Certified Electrician, Master Diver, Safe Boater Certification, and CPR/First Responder.

When he's not in the field, Adrian enjoys spending time outdoors with his kids, fishing, scuba diving, and exploring Florida's waterways. His leadership and vision are helping shape Premier Lakes continued expansion throughout Florida, delivering expert, customized solutions to communities across the region.

Reference List

- **Grandezza Master** **Peter Dersley** **248-421-6891**
- **Esplanade at Azario** **Lori Clemence** **941-374-8449**
- **LT Ranch CDD** **Richard Freeman** **954-644-9630**
- **Currents CDD** **Richard Freeman** **954-644-9630**
- **Gulf Harbour Master** **Rod Middleton** **239-437-0340**
- **River Ridge CDD** **Shane Willis** **239-259-4299**
- **Fiddlers Creek I CDD** **Cleo Crismond** **239-989-2939**
- **TSR CDD (Starkey Ranch)** **Cleo Crismond** **239-989-2939**
- **The Starky Ranch CDD** **Barry Mazzoni** **813-399-0865**
- **The Brooks CDD** **Cleo Crismond** **239-989-2939**



2024 / 2025 CHARLOTTE COUNTY
LOCAL BUSINESS TAX RECEIPT

MUST BE DISPLAYED IN A CONSPICUOUS PLACE

ACCOUNT 39218
EXPIRES SEPTEMBER 30, 2025
RENEWAL

TYPE OF BUSINESS 812990 All Other Personal Services (PREMIER LAKES PROVIDES LAKE, FOUNTAIN, AERATIK

BUSINESS ADDRESS 25551 TECHNOLOGY BLVD UNIT 6
PUNTA GORDA, FL 33950-4701

BUSINESS NAME PREMIER LAKES, INC.

OWNER ALEX KURTH

AMOUNT 35.00
PENALTY 0.00
TOTAL 35.00

MAILING ADDRESS PO BOX 3483
NORTH FORT MYERS, FL 33918-3483

THIS FORM BECOMES A RECEIPT ONLY WHEN VALIDATED

Paid 07/28/2024 Receipt # INT-00068486 35.00

2024 / 2025 CHARLOTTE COUNTY
LOCAL BUSINESS TAX RECEIPT

MUST BE DISPLAYED IN A CONSPICUOUS PLACE

ACCOUNT 39218
EXPIRES SEPTEMBER 30, 2025
RENEWAL

TYPE OF BUSINESS 812990 All Other Personal Services (PREMIER LAKES PROVIDES LAKE, FOUNTAIN, AERATIK

BUSINESS ADDRESS 25551 TECHNOLOGY BLVD UNIT 6
PUNTA GORDA, FL 33950-4701

BUSINESS NAME PREMIER LAKES, INC.

OWNER ALEX KURTH

AMOUNT 35.00
PENALTY 0.00
TOTAL 35.00

MAILING ADDRESS PO BOX 3483
NORTH FORT MYERS, FL 33918-3483

THIS FORM BECOMES A RECEIPT ONLY WHEN VALIDATED

Paid 07/28/2024 Receipt # INT-00068486 35.00

Dear Business Owner:

Your 2024 - 2025 Charlotte County Local Business Tax Receipt is attached above. Please detach the receipt and display it in a place that is visible to the public and available for inspection.

The Charlotte County Local Business Tax Receipt is in addition to any other license or certificate that may be required by law and does not signify compliance with zoning, health, or regulatory requirements. The Charlotte County Local Business Tax Receipt is non-regulatory and is not an endorsement of work quality.

Your 2024 - 2025 Local Business Tax Receipt is valid from October 01, 2024 through September 30, 2025 . Annual account notices are mailed in June to the address of record at that time. Any Changes to your Local Business Tax Account due to change of Business Name, Ownership, Physical Address or you are Closing your Business please contact our office at 941-743-1350 .

VICKIE L. POTTS
Charlotte County Tax Collector



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/05/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER SCHUMAN FAMILY INSURANCE 1216 SW 4th St, #1 Cape Coral FL 33991		CONTACT NAME: Matt Schuman PHONE (A/C, No, Ext): (239) 242-1234 E-MAIL ADDRESS: matt@sflins.com FAX (A/C, No): (239) 938-0052	
INSURED Premier Lakes Inc. 25551 Technology Blvd., Unit 6 Punta Gorda FL 33950		INSURER(S) AFFORDING COVERAGE INSURER A: GuideOne National Insurance Company INSURER B: Progressive Express Insurance Company INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 10193	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			ENV562011113-01	08/01/2024	08/01/2025	EACH OCCURRENCE \$ 2,000,000
			DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000				
			MED EXP (Any one person) \$ 5,000				
			PERSONAL & ADV INJURY \$ 2,000,000				
						GENERAL AGGREGATE \$ 2,000,000	
						PRODUCTS - COMP/OP AGG \$ 2,000,000	
							\$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			962834073	10/25/2024	10/25/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000
			BODILY INJURY (Per person) \$				
			BODILY INJURY (Per accident) \$				
			PROPERTY DAMAGE (Per accident) \$				
						\$	
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$
							AGGREGATE \$
							\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y / N <input type="checkbox"/> N / A						PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/>
							E.L. EACH ACCIDENT \$
							E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$
A	Contractors Pollution Liability			ENV562011113-01	08/01/2024	08/01/2025	Aggregate Limit 2,000,000 Each Pollution Condiiti Limit 2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

Premier Lakes Inc.
25551 Technology Blvd., Unit 6
Punta Gorda, FL 33950

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

05/16/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER BIBERK P.O. Box 113247 Stamford, CT 06911	CONTACT NAME: PHONE (A/C, No, Ext): 844-472-0967 E-MAIL ADDRESS: customerservice@biBERK.com FAX (A/C, No): 203-654-3613
INSURED Premier Lakes, Inc. 25551 Technology Blvd Unit 6 Punta Gorda, FL 33950	INSURER(S) AFFORDING COVERAGE INSURER A : Berkshire Hathaway Direct Insurance Company INSURER B : INSURER C : INSURER D : INSURER E : INSURER F : NAIC # 10391

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

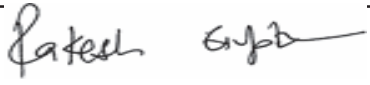
INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:						EACH OCCURRENCE \$ 0 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 0 MED EXP (Any one person) \$ 0 PERSONAL & ADV INJURY \$ 0 GENERAL AGGREGATE \$ 0 PRODUCTS - COMP/OP AGG \$ 0
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> Y	N/A	N9WC549814	12/01/2024	12/01/2025	X PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
	Professional Liability (Errors & Omissions): Claims-Made						Per Occurrence/ Aggregate

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Exclusions: Alexander Kurth; William R Kurth;

CERTIFICATE HOLDER

CANCELLATION

Premier Lakes, Inc. 25551 Technology Blvd Unit 6 Punta Gorda, FL 33950-	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	---

© 1988-2015 ACORD CORPORATION. All rights reserved.



1936 Bruce B Downs Blvd Suite 308
Wesley Chapel FL 33543
(844) 525-3735,
CustomerSupport@PremierLakesFL.com

Work Order

DATE	06/19/2025 -
TECH(S)	Scott [REDACTED]
JOB #	1052449225

CUSTOMER
[REDACTED]

SERVICE LOCATION
[REDACTED]

JOB DETAILS	Annual Lake Maintenance
-------------	-------------------------

JOB CATEGORY	Annual Lake Maintenance
--------------	-------------------------

COMPLETION NOTES	Treated ponds K5,K4,K3,P1,M1,W1,J1,L3,L2,L1,L4,LL1,L5,J2 and FF1 for shoreline weeds. Treated ponds K5,K4,K3,P1,W1,J1,L3,L2,L1 and L4 for algae.
------------------	---

SERVICES AGREEMENT

PROPERTY NAME: **Venetian CDD**

CUSTOMER NAME: **Venetian CDD**

SERVICE DESCRIPTION: Monthly Pond Maintenance

EFFECTIVE DATE: September 1, 2025, through August 31, 2026

SUBMITTED TO: **Belinda Blandon, BBlandon@rizzetta.com, and Keith Livermore, fieldmanager@vcdd.org**

SUBMITTED BY: Liz Rocque, Business Development Consultant

THIS SERVICES AGREEMENT (the "Agreement") is effective as of the date indicated above (the "Effective Date"), by and between SOLitude Lake Management, LLC ("SOLitude" or "Company"), and the customer identified above (the "Customer"), in accordance with the terms and conditions set forth in this Agreement.

1. **SERVICES.** SOLitude will provide services (the "Services") at the Customer's property in accordance with the Scope of Services attached hereto as Schedule A.
2. **MODIFICATIONS.** Any deviation from the requirements and Services outlined in Schedule A involving extra cost of material and labor will result in extra charges. Such additional services will be provided by SOLitude only upon a Change Order mutually approved by the parties in writing (the "Change Order").
3. **PRICING.** The Customer agrees to pay for the Services, as well as any applicable sales or other taxes, in accordance with the Pricing Schedule attached hereto as Schedule B. Prices are subject to annual increases. SOLitude will notify the Customer in writing (which may be by invoice) of such increases.
4. **PAYMENT.** Payment is due within thirty (30) days of the invoice date. Any disputes with an invoice or invoices must be brought to the attention of SOLitude by written notice within one hundred and twenty (120) days from the invoice date, otherwise Company will not be liable for any potential credits or adjustments. The parties agree to use good faith efforts to resolve any disputed invoice amounts within thirty (30) days after written notification of a dispute. Disputed amounts shall not affect payment of all undisputed amounts, and Customer agrees to pay all undisputed amounts owed on any disputed invoice within the applicable due dates. Invoices not paid on or before the invoice due date shall accrue interest charges at a rate of one percent (1%) per month, accruing as of the invoice date, until the time that such amounts are paid in full. Additionally, the Customer is liable for payment of all costs of collection of past due accounts, specifically including, but not limited to, court costs, expenses, and reasonable attorneys' fees. In addition to the compensation paid to SOLitude for performance of the Services, Customer shall reimburse Customer for all of the expenses paid or incurred by SOLitude in connection with the Services, including, but not limited to non-routine expenses, administrative fees, compliance fees, or any other similar expense that are incurred as a result of requirements placed on SOLitude by the Customer that are not covered specifically by the written specifications of this Agreement ("Reimbursable Expenses"). Should the work performed be subject to any local, state, or federal jurisdiction, agency, or other organization of authority for sales or other taxes or fees in addition to those expressly covered by this contract, the customer will be invoiced and responsible for paying said additional taxes in addition to the contract price and other fees.
5. **TERM AND EXPIRATION.** This Agreement shall commence on the Effective Date and shall remain in effect for an initial term of 1 year(s) (the "Initial Term"). Thereafter, this Agreement shall automatically renew under the same terms, conditions and specifications as set forth by this Agreement and for the same period of time as the Initial Term



(each an "Additional Term") (the "Initial Term" and each "Additional Term" thereafter are collectively referred to herein as the "Term") unless either party gives written notice of cancellation thirty (30) days prior to the termination date of the Term then in effect. The parties understand and agree that the prices for each Additional Term shall automatically increase by six percent (6%) of then current annual pricing. SOLitude reserves the right to increase the amount charged for the Services. Such increase shall be communicated by written notice to the Customer, which notice may be by invoice. Customer may reject any such additional increase by notifying SOLitude in writing within fifteen (15) days of receiving such price increase notice.

6. TERMINATION. SOLitude may terminate this Agreement at any time, with or without cause, upon thirty (30) days' written notice to Customer. Subject to Sec. 7, in the event that this Agreement is terminated for any reason prior to the end of the Term, Customer agrees to pay SOLitude, in addition to all other amounts owed, an early termination fee of fifty percent (50%) of the remaining value of the Agreement (the "Early Termination Fee"). The Early Termination Fee is not a penalty, but rather a charge to compensate SOLitude for the Customer's failure to satisfy the Agreement in which the Customer's pricing plan is based.

7. TERMINATION FOR CAUSE. If SOLitude fails to materially perform pursuant to the terms of this Agreement, Customer shall provide written notice to SOLitude specifying the default. If SOLitude does not cure such default within forty-five (45) days of SOLitude's receipt of Customer's written notice, Customer may terminate this Agreement, in whole or in part, for cause. The Company, in case of such default, shall be entitled to receive payment only for work completed prior to said default, so long as the total paid hereunder does not exceed the contract sum. Either party may terminate this Agreement immediately if the other party becomes the subject of a petition in bankruptcy or any other proceeding relating to insolvency, receivership, liquidation or assignment for the benefit of creditors.

8. INSURANCE. SOLitude will maintain general liability and property damage insurance as necessary given the scope and nature of the Services. A certificate of insurance will be issued to Customer, upon request.

9. INDEMNIFICATION; LIMITATION OF LIABILITY. THE CUSTOMER AGREES THAT THE WORK PROVIDED UNDER THIS AGREEMENT IS NOT TO BE CONSTRUED AS INSURANCE, OR AS A COVENANT, GUARANTEE, WARRANTY, OR PROMISE OF ANY KIND THAT THE CUSTOMER IS IN COMPLIANCE WITH ANY LEGAL GUIDELINES OR REQUIREMENTS. COMPANY DISCLAIMS ANY LIABILITY OR RESPONSIBILITY REGARDING THE PRACTICES AND OPERATIONS OF THE CUSTOMER, AND BEARS NO RESPONSIBILITY OR LIABILITY FOR WHETHER THE CUSTOMER CARRIES OUT THE RECOMMENDATIONS MADE BY COMPANY AND IN NO EVENT WILL COMPANY BE LIABLE FOR CONSEQUENTIAL, INDIRECT, OR ECONOMIC DAMAGES. THE CUSTOMER SHALL INDEMNIFY AND HOLD COMPANY HARMLESS FROM AND AGAINST ALL CLAIMS, DEMANDS, LIABILITIES, OBLIGATIONS, AND ATTORNEYS' FEES OR COSTS BROUGHT BY ANY THIRD PARTIES, ARISING OUT OF OR RELATED TO THIS AGREEMENT OR BY FAILURE OF THE CUSTOMER TO ACT IN ACCORDANCE WITH ANY LEGAL REQUIREMENTS IN CONNECTION WITH THE SERVICES DESCRIBED IN SCHEDULE A. COMPANY SHALL NOT BE LIABLE FOR ANY DELAY IN PERFORMING THE SERVICES, NOR LIABLE FOR ANY FAILURE TO PROVIDE THE SERVICES, DUE TO ANY CAUSE BEYOND ITS REASONABLE CONTROL. COMPANY WILL BE RESPONSIBLE FOR ONLY THOSE DAMAGES, CLAIMS, CAUSES OF ACTION, INJURIES, OR LEGAL COSTS CAUSED BY ITS OWN DIRECT NEGLIGENCE OR MISCONDUCT, BUT THEN ONLY TO AN AMOUNT NOT TO EXCEED THE ANNUAL FEES CHARGED UNDER THE AGREEMENT.

10. CONFIDENTIAL INFORMATION. "Confidential Information" means any information disclosed by one party ("Discloser") to the other party ("Recipient"), either directly or indirectly, in writing, orally, or by inspection of tangible objects, other than information that the Recipient can establish (i) was publicly known and made generally available in the public domain prior to the time of disclosure; (ii) becomes publicly known and made generally available after



disclosure other than through Recipient's action or inaction; or (iii) is in Recipient's possession, without confidentiality restrictions, at the time of disclosure by Discloser as shown by Recipient's files and records immediately prior to the time of disclosure. Recipient shall not at any time (a) disclose, sell, license, transfer, or otherwise make available to any person or entity any Confidential Information, or (b) use, reproduce, or otherwise copy any Confidential Information, except as necessary in connection with the purpose for which such Confidential Information is disclosed to Recipient or as required by applicable law. Recipient agrees to take all reasonable measures to protect the secrecy of and avoid disclosure and unauthorized use of the Confidential Information. All Confidential Information shall at all times remain the property of Discloser, and all documents, electronic media, and other tangible items containing or relating to any Confidential Information shall be delivered to Discloser immediately upon the request of Discloser.

Notwithstanding the foregoing, if Recipient is required by law, regulation, subpoena, government order, regulatory agency order, judicial order, or other court order to disclose any Confidential Information, Recipient shall give the Disclosing Party timely and lawful written notice of such a requirement prior to such disclosure, and shall reasonably and lawfully cooperate with the Disclosing Party to seek a protective order, confidential treatment, or other appropriate measures for such Confidential Information.

11. **FORCE MAJEURE.** The Company shall not be liable for any delay in performing the Services, nor liable for any failure to provide the Services, due to any cause beyond its reasonable control.

12. **RIGHT TO SUBCONTRACT.** The Company, in its sole discretion, may subcontract or delegate to an affiliate or third party any of its duties and obligations hereunder.

13. **FUEL/TRANSPORTATION SURCHARGE.** Like many other companies that are impacted by the price of gasoline, a rise in gasoline prices may necessitate a fuel surcharge. As such, the Company reserves the right to add a fuel surcharge to Customer's invoice for any increase in the cost of fuel as measured above the same time period in the prior year (by the National U.S. Average Motor Gasoline-Regular Fuel Price per Gallon Index reported by the U.S. Department of Energy). The surcharge may be adjusted monthly (up or down) with the price of gasoline.

14. **ANTI-CORRUPTION AND BRIBERY.** Each party represents that neither it nor anyone acting on its behalf has offered, given, requested or accepted any undue financial or other advantage of any kind in entering into this Agreement, and that it will comply with all applicable laws and regulations pertaining to corruption, competition and bribery in carrying out the terms and conditions of this Agreement.

15. **E-VERIFY.** SOLitude utilizes the federal E-Verify program in contracts with public employers as required by Florida State law, and acknowledges all the provisions of Florida Statute 448.095 are incorporated herein by reference and hereby certifies it will comply with the same.

16. **GOVERNING LAW.** Except for the Mandatory Arbitration Clause in Section 17 of this Agreement, which is governed by and construed in accordance with the Federal Arbitration Act, this Agreement shall be governed by, and construed in accordance with, the laws of the state in which the Services are performed.

17. **MANDATORY ARBITRATION.** Any claim, dispute or controversy, regarding any contract, tort, statute, or otherwise ("Claim"), arising out of or relating to this Agreement or the relationships among the parties hereto shall be resolved by one arbitrator through binding arbitration administered by the American Arbitration Association ("AAA"),



under the AAA Commercial or Consumer, as applicable, Rules in effect at the time the Claim is filed ("AAA Rules"). Copies of the AAA Rules and forms can be located at www.adr.org, or by calling 1-800-778-7879. The arbitrator's decision shall be final, binding, and non-appealable. Judgment upon the award may be entered and enforced in any court having jurisdiction. This clause is made pursuant to a transaction involving interstate commerce and shall be governed by the Federal Arbitration Act. Neither party shall sue the other party other than as provided herein or for enforcement of this clause or of the arbitrator's award; any such suit may be brought only in Federal District Court for the District in which the services were performed or, if any such court lacks jurisdiction, in any state court that has jurisdiction. The arbitrator, and not any federal, state, or local court, shall have exclusive authority to resolve any dispute relating to the interpretation, applicability, unconscionability, arbitrability, enforceability or formation of this Agreement including any claim that all or any part of the Agreement is void or voidable. Venue for arbitration hereunder shall be within the state where the customer's property, that is the subject of the services provided, is located.

18. **ASSIGNMENT**. The Company may assign this Agreement to a related or affiliated entity upon written notice to the Customer.

19. **NOTICES**. All notices, requests, consents, claims, demands, waivers and other communications hereunder shall be in writing and shall be directed to the individuals and addresses listed in the signature block. Notices sent in accordance with this Section shall be deemed effectively given: (a) when received, if delivered by hand (with written confirmation of receipt); (b) when received, if sent by a nationally recognized overnight courier (receipt requested); or (c) on the third (3rd) business day after the date mailed, by certified or registered mail, return receipt requested, postage prepaid.

20. **DISCLAIMER**. SOLitude is not responsible for the failure of any treatment, equipment installation, or other work that may result from dam or other structural failures, severe weather and storms, flooding, or other acts of God that are outside of the control of SOLitude. Customer understands and acknowledges that there are irrigation restrictions associated with many of the products used to treat lakes and ponds. The Customer is responsible for notifying SOLitude in advance of the contract signing and the start of the Agreement if they utilize any of the water in their lakes or ponds for irrigation purposes. The Customer accepts full responsibility for any issues that may arise from the irrigation of turf, ornamentals, trees, crops, or any other plants as a result of treated water being used by the Customer for irrigation without the consent or knowledge of SOLitude. Although there is rarely direct fish toxicity with the products used for treatment when applied at the labeled rate, or the installation and normal operation of the equipment we install, there is a risk under certain circumstances of significant dissolved oxygen drops. This risk is most severe in times of extremely hot weather and warm water temperatures, as these are the conditions during which dissolved oxygen levels are naturally at their lowest levels. Oftentimes, lakes and ponds will experience natural fish kills under these conditions even if no work is performed. Every effort, to include the method and timing of application, the choice of products and equipment used, and the skill and training of the staff, is made to avoid such problems. However, the Customer understands and accepts that there is always a slight risk of the occurrence of adverse conditions outside the control of SOLitude that will result in the death of some fish and other aquatic life. The Customer also understands and accepts that similar risks would remain even if no work was performed. The Customer agrees to hold SOLitude harmless for any issues with fish or other aquatic life which occur as described above, or are otherwise outside the direct control of SOLitude, unless there is willful negligence on the part of SOLitude.

21. **BINDING**. This Agreement shall inure to the benefit of and be binding upon the legal representatives and successors of the parties.



22. ENTIRE AGREEMENT. This Agreement constitutes the entire agreement between the parties with respect to the subject matter and replaces any prior agreements or understandings, whether in writing or otherwise. This Agreement may not be modified or amended except by written agreement executed by both parties. In the event that any provision of this Agreement is determined to be void, invalid, or unenforceable, the validity and enforceability of the remaining provisions of this Agreement shall not be affected.

23. SEVERABILITY. If any part of this Agreement is held to be invalid or unenforceable for any reason, the remaining Terms and Conditions of this Agreement shall remain in full force and effect.

By signing below, the parties agree to be bound by the terms and conditions of this Agreement and any accompanying schedules as of the Effective Date.

ACCEPTED AND APPROVED:

SOLITUDE LAKE MANAGEMENT, LLC.

Venetian CDD

Signature: _____

Signature: _____

Printed Name: _____

Printed Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Please Remit All Payments to:

**SOLitude Lake Management, LLC
1320 Brookwood Drive Suite H
Little Rock AR 72202**

Customer's Address for Notice Purposes:

Please Mail All Notices and Agreements to:

**SOLitude Lake Management, LLC
1253 Jensen Drive, Suite 103
Virginia Beach, VA 23451**



SCHEDULE A – SCOPE OF SERVICES

A SOLitude Aquatic Specialist will visit the community a minimum of five times a month (60 visits/year), and treat each pond a minimum of once per month, as necessary, for the following:

Aquatic Weed Control:

1. Any growth of invasive/nuisance aquatic weeds and vegetation found in the pond(s) with each inspection shall be treated and controlled through the application of aquatic herbicides and aquatic surfactants as required to control the specific varieties of aquatic weeds and vegetation found at the time of application.
2. Invasive submersed and floating vegetation will be treated and controlled preventively and curatively each spring and early summer through the use of systemic herbicides at the rate appropriate for control of the target species. Application rates will be designed to allow for selective control of unwanted species while allowing for desirable species of submersed and emergent wetland plants to prosper.

Shoreline Weed Control:

1. Shoreline areas will be inspected for any growth of cattails, Torpedograss, or other invasive/nuisance shoreline vegetation found within the pond areas shall be treated and controlled through the application of aquatic herbicides and aquatic surfactants as required for control of the plants present at the time of application.
2. Any growth of unwanted plants or weeds growing in areas where stone has been installed for bank stabilization and erosion control shall be treated and controlled through the application of aquatic herbicides and aquatic surfactants as required to control the unwanted growth present at the time of application.

Algae Control:

1. Any algae found in the pond(s) with each inspection shall be treated and controlled through the application of algaecides, aquatic herbicides, and aquatic surfactants as needed for control of the algae present at the time of service.

Littoral Shelf Control:

1. Littoral areas will be inspected and treated on an as-needed basis to maintain compliance with governing agencies for the management of all nuisance and exotic species.
2. All Species will be killed in place with an approved herbicide.
3. This proposal does not include debris removal or disposal. Removal can be done at an additional agreed-upon cost.

Pond Dye:

1. Pond Dye will be applied to the pond(s) on an as-needed basis at the discretion of the technician. A combination of blue and/or black dye will be used as required to maintain a dark natural watercolor.



Trash Removal:

1. Light debris will be removed from the pond with each service and disposed of off-site. Debris will be picked up within 2 ft. offshore and 1 ft. depth of water. Any construction debris, large item, or debris that is not easily and reasonably removable by one person during the routine visit will be removed with the Customer's approval for an additional fee. Routine trash and debris removal services are for the pond areas only and do not include any trash or debris removal from the surrounding terrestrial (dry land) areas.

Service Reporting:

1. Customer will be provided with a service report detailing all of the work performed as part of this contract after each visit.
2. Solitude offers a **customer portal** that will house all service reports and invoices for future reference. Service requests may also be made through the portal. Customer will choose one user to set up a username and password which can be shared with multiple people who wish to access.

General Qualifications:

1. Company is a licensed pesticide applicator in the state in which service is to be provided.
2. Individual Applicators are Certified Pesticide Applicators in Aquatics, Public Health, Forestry, Right of Way, and Turf/Ornamental as required in the state in which service is to be provided.
3. Company is a SePRO Preferred Applicator and dedicated Steward of Water. Each individual applicator has been trained and educated in the water quality testing and analysis required for prescriptive site-specific water quality management and utilizes an integrated approach that encompasses all aspects of ecologically balanced management. Each applicator has received extensive training in the proper selection, use, and application of all aquatic herbicides, algaecides, adjuvants, and water quality enhancement products necessary to properly treat our Customers' lakes and ponds as part of an overall integrated pest management program.
4. Company guarantees that all products used for treatment are EPA registered and labeled as appropriate and safe for use in lakes, ponds, and other aquatic sites, and are being applied in a manner consistent with their labeling.
5. All pesticide applications made directly to the water or along the shoreline for the control of algae, aquatic weeds, or other aquatic pests as specified in this Agreement will meet or exceed all of the Company's legal regulatory requirements as set forth by the EPA and related state agencies for NPDES and FIFRA. Company will perform treatments that are consistent with NPDES compliance standards as applicable in and determined by the specific state in which treatments are made. All staff will be fully trained to perform all applications in compliance with all federal, state, and local law.
6. Company will furnish the personnel, vehicles, boats, equipment, materials, and other items required to provide the foregoing at its expense. The application method and equipment (boat, ATV, backpack, etc.) used is determined by our technician at the time of the treatment to ensure the most effective method is provided for optimal results.



SCHEDULE B – PRICING SCHEDULE

Total Price: **\$53,412.00**

Invoice Amount: **\$4,451.00**

Invoice Frequency: **Monthly**

Solitude is not charging the District additional fees to get the ponds up to par.



AQUATIC MANAGEMENT AGREEMENT

This agreement, dated June 19th 2025 is made between SUPERIOR WATERWAY SERVICES, INC. (SWS) and CUSTOMER:

Venetian CDD
C/O: Rizzetta & Company
3434 Colwell Ave, Suite 200
Tampa, FL 33614
Attn: Belinda Blandon

Both Customer and SWS agree to the following terms and conditions:

1. SWS will provide aquatic management services on behalf of the customer in accordance with the terms and conditions of this agreement at the following aeration sites:

Fifty-six (56) lakes, approximately 157 acres.

2. Customer agrees to pay SWS the following amount during the term of this agreement for these specific waterway management services (as herein defined):

Algae And Aquatic Plant Control	\$7,850.00/ monthly
Total annual contract	\$94,200.00/ annually

One time startup cost for treating Tape Grass and Water Lillies	\$15,00.00/ One Time
Tape Grass lakes 33, 34,35, 37, 39, 40, and 41	
Water Lillies Lakes 7 and 2	

One time startup cost for treating Littoral Shelf	\$6,400.00/ One Time
In lakes 2, 4, 16, 17A, and 49 approximately 4 acres	

Littoral /Transitional Maintenance	Included
------------------------------------	----------

Monthly Water Testing	Included
-----------------------	----------

Fish & Wildlife Monitoring	Included
----------------------------	----------

Management Reporting	Included
----------------------	----------

Weekly visits for lake management with treatment as necessary. Additionally needed visits at no extra charge for lake management.

3. Schedule of payment: First quarter's payment shall be due and payable upon execution of this agreement; the balance shall be payable in equal quarterly installments. A 1.5% late fee shall apply to any balance past due more than 30 days.
4. The offer contained in this agreement is valid for thirty (30) days only and must be returned to our offices for acceptance within that period.
5. SWS agrees to use only products that have been shown to present a wide margin of safety for Florida fish and wildlife. All herbicides to be utilized must be labeled for the application and approved by Federal and State authorities for that use.
6. This agreement may be terminated by either party with thirty (30) days written notice. Notification must be sent by certified mail, return receipt requested, to SUPERIOR WATERWAY SERVICES, INC., 6701 Garden Rd., Suite 1 Riviera Beach, FL 33404. CUSTOMER agrees to pay for all services rendered by SWS to date of termination of contract. SWS reserves the right, under special circumstances, to initiate surcharges relating to extraordinary price increases of water treatment products.
7. This agreement will automatically renew yearly, on the anniversary date, unless terminated by either party with thirty (30) days written notice.
8. FISH STOCKING: Annual Spring Fish Stocking optional.
9. Addendums: See attached map, survey, and report (where applicable).
 - A. Monthly water testing and monitoring as necessary for the success of the aquatic weed control program is included.
 - B. Additional work as requested by CUSTOMER such as trash clean up, physical cutting and/or plant removal and other manual maintenance may be performed

by our staff. Extra service work requested by CUSTOMER will be invoiced separately at our current hourly equipment and labor rates.

- C. Care for aquatic sanctuary areas and wetland/upland habitat planted with sensitive native flora is included herein. All areas are to be maintained at a level to be in compliance with the appropriate rules and codes set forth by the SJRWMD and any other governing agencies which may have any jurisdiction.
- D. Care proposed in this contract is for maintenance control of aquatic growth and will not eradicate all plants in the water.
- E. Definitions of services referred to in Paragraph 1 are as follows:

Algae and Aquatic Plant Control – The treatment as necessary of all aquatic weed species located in the waterways maintained by the community association. Treatments are to be made with E.P.A. registered aquatic herbicides.

Littoral/Transitional Maintenance – Selective herbicide applications to control invasive and exotic vegetation per MC requirements. Assumes areas are within maintenance status and no one-time treatments are needed.

Monthly Water Testing – Water testing as needed for the success of the lake management program. Parameters include Dissolved Oxygen, Ph, Clarity and Water Temperature.

Fish & Wildlife Monitoring – Surveys performed at time of treatments which explain fish and wildlife species observed while onsite.

Management Reporting – A comprehensive report filled out each visit for the specific activity performed on the property and provided to Customer.

- 10. SWS will provide CUSTOMER with certificates of insurance, which are incorporated herein by reference. During the term of this Agreement and any extension thereof, SWS will maintain no less than the level of insurance provided for in such certificates.

**SUPERIOR WATERWAY
SERVICES, INC.**



11. This agreement constitutes the entire agreement of SWS and the CUSTOMER. No oral or written alterations of the terms contained herein shall be deemed valid unless made in writing and accepted by an authorized agent of both SWS and CUSTOMER.
12. This agreement is not assignable to any third party for any reason, without the prior written consent of CUSTOMER.

SUPERIOR WATERWAY SERVICES, INC.

CUSTOMER

DATE



Lake 2

Notes/Comments

Littoral Shelf over grown with Cattails and
Torpedograss



Lake 17A

Notes/Comments

Littoral Shelf over grown with Torpedograss



Lake 49

Notes/Comments

Littoral Shelf over grown with Torpedograss



Crosscreek Environmental Inc.

111 61st Street East
Palmetto, FL 34221
admin@crosscreekenv.com

Estimate

Date	Estimate #
5/28/2025	13395

Name / Address
VENETIAN CDD c/o Rizzetta and Company Inc. 9530 Marketplace Rd Suite 206 Fort Myers, FL 33912

* Estimate is good for 30 days.

Description	Total
<p>WETLAND MAINTENANCE</p> <p>Quarterly wetland maintenance of nuisance and exotic vegetation located within perimeter of all wetlands onsite. Treatments to occur once every three months for a total of four (4) visits per year.</p> <p>Maintenance services to include the following: * Spray in place of all Cat 1 & 2 invasive vegetation * Management reporting</p> <p>Total maintenance cost = \$10,800 Quarterly (\$43,200 Annually)</p>	



Premier Lakes Proposal for **Wetland and Preserve Management**
Venetian CDD

Premier Lakes is grateful for the opportunity to submit a proposal to manage the Wetlands and Preserves for the Venetian Community Development District (CDD).

Upon our initial inspection, we observed that the control of Category 1 and 2 species has not been effectively managed for some time. While some wetland work has been conducted along the perimeters of certain areas, the interiors of almost all areas show a heavy presence of mature exotic species—particularly Brazilian Pepper— which has been allowed to grow unchecked for a number of years. A significant, six-figure initial cleanup would be required to regain control of the species listed in the bid specifications immediately

Our proposal outlines a strategy where a dedicated wetland crew will visit the site for 9 days every quarter. During each visit, we will collaborate closely with your onsite manager to focus on high-priority areas of concern. Any additional time will be directed towards expanding control efforts in regions with dense growth, while also improving the aesthetic value of the area over time. While this plan will not provide immediate total control, it will steadily achieve the desired results through continued, focused management.

We look forward to partnering with you to bring about meaningful and lasting improvements to the wetlands and preserves for your community.



Annual Management Program Agreement

Customer Name: Venetian CDD

Property Contact: Belinda Blandon

Agreement Effective Date: August 1st 2025 - July 31st 2026

Program Description: Annual Wetland/Preserve maintenance

Premier Lakes Consultant: Bill Kurth

Consultant Phone Number: 239-707-4899

This Agreement, dated **July 2nd, 2025**, is made by and between Premier Lakes, Inc., hereinafter known as "Premier Lakes," and **Venetian CDD**, hereinafter known as "Customer."

Both Customer and Premier Lakes agree to the following terms and conditions:

1. **General Conditions:** Premier Lakes will provide the contract services enumerated below to the Customer under the terms and conditions of this Agreement, and the Customer agrees to pay Premier Lakes for those services as listed below under the terms and conditions of this Agreement.
2. **Service Area:** The "Service Area" is described as **41 Wetlands/Preserves designated on the district map, totalling 181.41 acres**
3. **Contract Services:** Premier Lakes will perform 36 crew treatment days per year, 9 days per quarter, of the Service Area and provide the following services as necessary.
 - **Wetland and Upland Management:** Services include the application of herbicides to control unwanted vegetation. Treatment of all FISC Category 1 & 2 species and native nuisance species. All target species will be killed in place. Due care will be taken to preserve understory native growth. Hand pulling and cutting of material will be performed where appropriate. Initial clean-ups, removals, or disposal will be performed at an additional charge.

Given the current state of the preserves and abundance of large mature exotic/nuisance species, Premier Lakes does not guarantee complete coverage of the areas or compliance with any regulatory agencies in a specified number of visits. The budget of days will be used to gradually reduce the coverage of nuisance and exotic species and enhance the long-term aesthetics of the preserve areas.



4. **Contract Term & Automatic Renewal:** This Agreement is for an annual management program. This Agreement will automatically renew annually at the end of the Agreement Effective Date for subsequent one (1) year terms, with a four (4%) increase in the Annual Agreement Price each year, rounded to the nearest dollar, under the same terms, specifications, and conditions set forth by this Agreement.
5. **Payment Terms:** No payment shall be due and payable upon executing this Agreement. The balance of the monthly service amount shall be billed in equal **monthly** installments of **\$ 4,950.00** per **month**, commencing as of the first day of the month following the date of commencement of this Agreement. The customer agrees to pay Premier Lakes within thirty (30) days of the invoice. If the customer fails to pay any invoice within sixty (60) days of the invoice date, then a service charge of 1% per month (12% per annum) will be charged to the customer by Premier Lakes on balances not paid within sixty (60) days.
6. **Forms of Payment:** Premier Lakes accepts payment by check, ACH, debit, and credit card.
7. **Credit & Debit Card Fees:** Premier Lakes will charge customers a 3% processing fee for invoices paid by Credit or Debit card.
8. **Contract Void Ab Initio:** This contract will be void ab initio if Premier Lakes, in its sole discretion, determines that the condition of the Service Area has materially declined between the date of this Agreement and the commencement date of the Agreement. If Premier Lakes commences services under this Agreement, this paragraph will not apply.
9. **Force Majeure:** Premier Lakes shall not be liable for any delay in performing the Services, nor liable for any failure to provide the Services due to any cause beyond its reasonable control.
10. **Contact Updates:** It is the customer's sole responsibility to notify Premier Lakes of any change in contact information, including, but not limited to, billing address, email addresses, and phone numbers, within thirty (30) days of any such changes.
11. **Termination:** This Agreement may be terminated by either Party with thirty (30) days' written notice, service to continue to the end of the month when the 30th day falls. All notifications must be sent by Certified Mail to Premier Lakes at 1936 Bruce B Downs Blvd, Suite 308, Wesley Chapel, FL 33543. Any party may notify the other Party of any change in name or address to which notices hereunder shall be sent by providing the same with thirty (30) days written notice to the other Party.
12. **Enforcement and Governing Law:** A default by either Party under this agreement shall entitle the other Party to all remedies available at law or in equity, which shall

include, but not be limited to, the right to damages and injunctive relief under Florida law.

13. **Safety:** Premier Lakes agrees to use its best efforts and specialized equipment, products, and procedures to provide safe and effective results hereunder, and Premier Lakes will use all due care to protect the property of the Customer. Premier Lakes will not be liable for damage to plants due to disease, pestilence, flood, weather, or any other means unrelated to Premier Lakes' activities. In addition, some collateral damage to beneficial plants might be necessary to treat nuisance plants. Premier Lakes will use its best efforts and professional expertise to limit any damage to beneficial plants, but in no event will Premier Lakes be liable for collateral damage that is less than ten percent (10%) of the beneficial plant population.
14. **Additional Services:** Work requested by the Customer, such as trash clean-up, physical cutting and/or plant removal, and other additional services performed by Premier Lakes staff, will be billed separately under a separate agreement between the customer and Premier Lakes.
15. **Insurance:** Premier Lakes will maintain general liability and other insurances as necessary, given the scope and nature of the services. Premier Lakes will be responsible for those damages, claims, causes of action, injuries, or legal costs to the extent of its own direct negligence or misconduct. No party to this agreement will be liable to the other for incidental, consequential, or purely economic damages.
16. **E-Verify:** Premier Lakes utilizes the federal E-Verify program in contracts with public employers as required by Florida State Law and acknowledges all the provisions of Florida Statute 448.095 are incorporated herein by reference and hereby certifies it will comply with the same.
17. **Limited Offer:** This proposal expires sixty (60) days from the issuance date unless modified in writing by Premier Lakes.

Annual Agreement Amount: \$59,400.00

Monthly Agreement Amount: \$ 4,950.00

Invoicing Frequency: Monthly

Accepted and Approved:

Venetian Community Development District

Signature:

Printed Name:

Title:

Date:

Customer Address for Notice Purposes:

Premier Lakes, Inc.

Signature: *William R. Kurth*

Name: Bill Kurth

Title: Vice President

Date: July 2, 2025

Please Remit All Payments & Contracts to: 1936 Bruce B Downs Blvd, Suite 308, Wesley Chapel, FL 33544.



**Premier Lakes Inc.
25551 Technology Blvd., Unit 6
Punta Gorda, FL 33950**

844-525-3735

WHO WE ARE:

Locally owned and operated, we are Florida's Premier lake and wetland management firm.

Leveraging decades of industry experience, our highly qualified & licensed professionals formulate individualized management programs to ensure all client expectations are exceeded.

Premier Lakes is committed to **professional** results and **personal** service at every encounter.

Our Prime Commitment

Sustainability remains our guiding principle in everything we do. We're deeply committed to using environmentally friendly methods to ensure the future health of our lakes and ponds.





OUR TEAM:

Alex Kurth, PRESIDENT-TREASURER

Alex Kurth is the President & Founder of Premier Lakes, bringing over a decade of experience in lake, pond & wetland management. He specializes in developing sound internal and external operating procedures while leveraging innovative treatment solutions and proactive management plans to ensure a world-class customer experience.

Alex attended Florida Gulf Coast University (FGCU), earning a Bachelor of Science in Finance. He then continued his education by attending graduate studies at FGCU, earning a Master in Business Administration (MBS) with a concentration in Leadership. In addition to his university education, Alex has focused on obtaining certifications, including internationally recognized Project Management Institute (PMI) Senior Scrum Master certification and Florida Aquatic Applicators licensing.

Alex has lived in Southwest Florida his entire life. Born and raised around water, Alex is passionate about providing his clients with a sustainable and environmentally friendly solution that boosts the well-being of their water bodies. In his spare time, Alex and his wife Amanda enjoy traveling, fishing, diving, and living in the beautiful SWFL area. September 2025 brings the birth of their first child, a son.





Bill Kurth, VICE PRESIDENT-SECRETARY

Bill Kurth has over 40 years of extensive experience in lake, pond, and wetland management. Bill specializes in providing innovative treatment solutions for clients using new products and technologies. Bill has managed waterbodies in his local community associations and clients for 30 years.

Bill attended Florida State University (FSU) & Tallahassee Community College, earning a Business Management degree. He began his industry career as an aquatic applicator with a Florida-based aquatics company, where he quickly became responsible for the technical training of all new employees and was promoted to the position of Branch Manager of the company's Fort Myers branch within four years. Bill then moved to Cape Coral, Florida, in 1987, where his expertise in herbicide technology and ability to sell and manage while performing aquatic applications allowed him to grow his branch by 400% in 8 years. In 1999, Bill moved on to the newly formed Lake Masters Aquatic Weed Control, where he served in many roles, including Branch Manager, Director of Operations, and Vice President of Operations. Under his leadership, Lake Masters became one of Florida's premier lake management companies before merging with SOLitude in 2018.





Bill has been a multi-year member of the Florida Aquatic Plant Management Society (FAPMS) and has served as a member of the North American Lake Management Society. He has presented at FAPMS on Control of Exotic Melaleuca Trees and Recognition and Control of Golden Algae; at the UF/IFAS Aquatic Weed Control Short Course on the control of exotic species in Wetlands; at NALMS on Aquatic Weed Control in Florida; and has spoken at SePRO Annual Business Conferences on the use of Sonar herbicide in irrigation and other lakes, and on the efficacy of Captain XTR algaecide. He served on the original advisory board for SePRO and has won awards for Best Management Practices, Sustainability, and Applicator of the Year in 2007 and was awarded Ultimate Applicator in 2016. Bill was also named Outstanding Business Partner by the Bonita Bay Group and is a certified erosion and illicit discharge inspector.

Bill's love of the outdoors is evident through his many hobbies, which include boating, fishing, diving and travel. He also has a passion for cooking and gardening and was heavily involved with aquarium-keeping for most of his life, including live reef aquariums with living coral. Bill was an active Little League coach for nine years for his boys, William and Alex, when they were growing up. Today, Bill and his wife, Carolyn, reside in Cape Coral, Florida. They are grandparents and love spending time with family as much as possible.





Dustin Hormann, WETLAND MANAGER

Dustin Hormann has extensive experience in exotic vegetation removal/control, wetland mitigation, littoral shelf planting, and incorporating native plantings into golf course landscapes.

Dustin collaborated with Florida FWC, the National Park Service, and the US Fish and Wildlife Service and managed numerous federal projects. In his many years of experience, Dustin has performed initial and ongoing maintenance of invasive exotic species on thousands of acres for private individuals, golf courses, and communities.

Dustin is a current member of the Florida Exotic Pest Plant Council and, in 2008, was elected to a two-year term on the Board of Directors. Dustin has a Bachelor of Science in Natural Resource Management from Grand Valley State University. His career in the industry started by working as a project manager for an ecosystem restoration company, where he gained experience bidding, executing, and managing projects from Louisiana to the Virgin Islands before joining Lake Masters Aquatic Weed Control, which merged with SOLitude in 2018.

In his spare time, with his wife, Barbie, and their fur baby, Wilson enjoys fishing, duck hunting, traveling, and family.



Adrian Sebree, Aeration & Fountain Lead

Adrian – Aeration & Fountain Systems Specialist

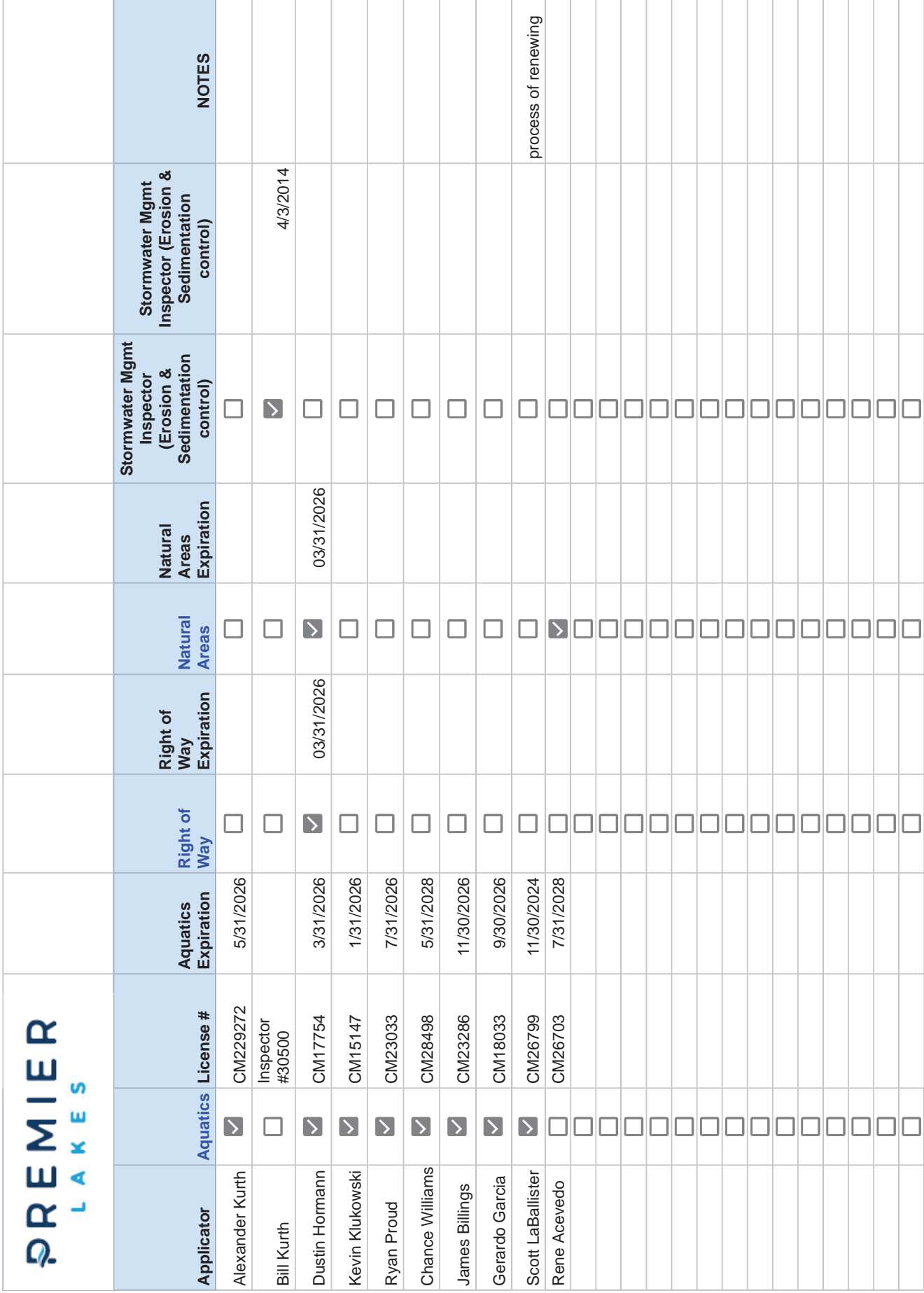
Adrian brings over 15 years of experience in lake and wetland management, with a strong focus on the construction and maintenance of sustainable aquatic ecosystems. He plays a key role in the growth of Premier Lakes, Aeration and Fountain Department, bringing extensive knowledge in designing and managing aeration systems and fountains for a variety of environments.

Driven by a passion for the environment and a deep connection to water, Adrian finds purpose in improving water quality and ecosystem health. His commitment to technical excellence is backed by a range of certifications, including NEC Certified Electrician, Master Diver, Safe Boater Certification, and CPR/First Responder.

When he's not in the field, Adrian enjoys spending time outdoors with his kids, fishing, scuba diving, and exploring Florida's waterways. His leadership and vision are helping shape Premier Lakes continued expansion throughout Florida, delivering expert, customized solutions to communities across the region.

Reference List

- **Grandezza Master** **Peter Dersley** **248-421-6891**
- **Esplanade at Azario** **Lori Clemence** **941-374-8449**
- **LT Ranch CDD** **Richard Freeman** **954-644-9630**
- **Currents CDD** **Richard Freeman** **954-644-9630**
- **Gulf Harbour Master** **Rod Middleton** **239-437-0340**
- **River Ridge CDD** **Shane Willis** **239-259-4299**
- **Fiddlers Creek I CDD** **Cleo Crismond** **239-989-2939**
- **TSR CDD (Starkey Ranch)** **Cleo Crismond** **239-989-2939**
- **The Starky Ranch CDD** **Barry Mazzoni** **813-399-0865**
- **The Brooks CDD** **Cleo Crismond** **239-989-2939**



2024 / 2025 CHARLOTTE COUNTY
LOCAL BUSINESS TAX RECEIPT

MUST BE DISPLAYED IN A CONSPICUOUS PLACE

ACCOUNT 39218
EXPIRES SEPTEMBER 30, 2025
RENEWAL

TYPE OF BUSINESS 812990 All Other Personal Services (PREMIER LAKES PROVIDES LAKE, FOUNTAIN, AERATIK

BUSINESS ADDRESS 25551 TECHNOLOGY BLVD UNIT 6
PUNTA GORDA, FL 33950-4701

BUSINESS NAME PREMIER LAKES, INC.

OWNER ALEX KURTH

AMOUNT 35.00
PENALTY 0.00
TOTAL 35.00

MAILING ADDRESS PO BOX 3483
NORTH FORT MYERS, FL 33918-3483

THIS FORM BECOMES A RECEIPT ONLY WHEN VALIDATED

Paid 07/28/2024 Receipt # INT-00068486 35.00

2024 / 2025 CHARLOTTE COUNTY
LOCAL BUSINESS TAX RECEIPT

MUST BE DISPLAYED IN A CONSPICUOUS PLACE

ACCOUNT 39218
EXPIRES SEPTEMBER 30, 2025
RENEWAL

TYPE OF BUSINESS 812990 All Other Personal Services (PREMIER LAKES PROVIDES LAKE, FOUNTAIN, AERATIK

BUSINESS ADDRESS 25551 TECHNOLOGY BLVD UNIT 6
PUNTA GORDA, FL 33950-4701

BUSINESS NAME PREMIER LAKES, INC.

OWNER ALEX KURTH

AMOUNT 35.00
PENALTY 0.00
TOTAL 35.00

MAILING ADDRESS PO BOX 3483
NORTH FORT MYERS, FL 33918-3483

THIS FORM BECOMES A RECEIPT ONLY WHEN VALIDATED

Paid 07/28/2024 Receipt # INT-00068486 35.00

Dear Business Owner:

Your 2024 - 2025 Charlotte County Local Business Tax Receipt is attached above. Please detach the receipt and display it in a place that is visible to the public and available for inspection.

The Charlotte County Local Business Tax Receipt is in addition to any other license or certificate that may be required by law and does not signify compliance with zoning, health, or regulatory requirements. The Charlotte County Local Business Tax Receipt is non-regulatory and is not an endorsement of work quality.

Your 2024 - 2025 Local Business Tax Receipt is valid from October 01, 2024 through September 30, 2025 . Annual account notices are mailed in June to the address of record at that time. Any Changes to your Local Business Tax Account due to change of Business Name, Ownership, Physical Address or you are Closing your Business please contact our office at 941-743-1350 .

VICKIE L. POTTS
Charlotte County Tax Collector



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/05/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER SCHUMAN FAMILY INSURANCE 1216 SW 4th St, #1 Cape Coral FL 33991		CONTACT NAME: Matt Schuman PHONE (A/C, No, Ext): (239) 242-1234 E-MAIL ADDRESS: matt@sflins.com FAX (A/C, No): (239) 938-0052	
INSURED Premier Lakes Inc. 25551 Technology Blvd., Unit 6 Punta Gorda FL 33950		INSURER(S) AFFORDING COVERAGE INSURER A: GuideOne National Insurance Company INSURER B: Progressive Express Insurance Company INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 10193	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			ENV562011113-01	08/01/2024	08/01/2025	EACH OCCURRENCE \$ 2,000,000
			DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000				
			MED EXP (Any one person) \$ 5,000				
			PERSONAL & ADV INJURY \$ 2,000,000				
						GENERAL AGGREGATE \$ 2,000,000	
						PRODUCTS - COMP/OP AGG \$ 2,000,000	
							\$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			962834073	10/25/2024	10/25/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000
			BODILY INJURY (Per person) \$				
			BODILY INJURY (Per accident) \$				
			PROPERTY DAMAGE (Per accident) \$				
						\$	
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$
							AGGREGATE \$
							\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input type="checkbox"/> N	<input type="checkbox"/> N <input type="checkbox"/> A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER
							E.L. EACH ACCIDENT \$
							E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$
A	Contractors Pollution Liability			ENV562011113-01	08/01/2024	08/01/2025	Aggregate Limit 2,000,000 Each Pollution Condi Limit 2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

Premier Lakes Inc.
25551 Technology Blvd., Unit 6
Punta Gorda, FL 33950

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
05/16/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

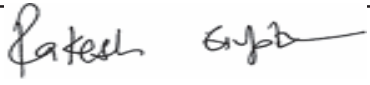
PRODUCER BIBERK P.O. Box 113247 Stamford, CT 06911	CONTACT NAME:	
	PHONE (A/C, No, Ext): 844-472-0967	FAX (A/C, No): 203-654-3613
	E-MAIL ADDRESS: customerservice@biBERK.com	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A: Berkshire Hathaway Direct Insurance Company	
	NAIC # 10391	
INSURED Premier Lakes, Inc. 25551 Technology Blvd Unit 6 Punta Gorda, FL 33950	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	\$ 0
	<input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 0
							MED EXP (Any one person)	\$ 0
							PERSONAL & ADV INJURY	\$ 0
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	\$ 0
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						PRODUCTS - COMP/OP AGG	\$ 0
	OTHER:							\$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	\$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$
	<input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS						BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	\$
								\$
	UMBRELLA LIAB						EACH OCCURRENCE	\$
	<input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE						AGGREGATE	\$
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$							\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			N9WC549814	12/01/2024	12/01/2025	X PER STATUTE <input type="checkbox"/> OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N <input checked="" type="checkbox"/> Y	N/A				E.L. EACH ACCIDENT	\$1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	\$1,000,000
							E.L. DISEASE - POLICY LIMIT	\$1,000,000
	Professional Liability (Errors & Omissions): Claims-Made						Per Occurrence/Aggregate	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Exclusions: Alexander Kurth; William R Kurth;

CERTIFICATE HOLDER	CANCELLATION
Premier Lakes, Inc. 25551 Technology Blvd Unit 6 Punta Gorda, FL 33950-	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

© 1988-2015 ACORD CORPORATION. All rights reserved.



1936 Bruce B Downs Blvd Suite 308
Wesley Chapel FL 33543
(844) 525-3735,
CustomerSupport@PremierLakesFL.com

Work Order

DATE	06/19/2025 -
TECH(S)	Scott [REDACTED]
JOB #	1052449225

CUSTOMER
[REDACTED]

SERVICE LOCATION
[REDACTED]

JOB DETAILS
Annual Lake Maintenance

JOB CATEGORY
Annual Lake Maintenance

COMPLETION NOTES
Treated ponds K5,K4,K3,P1,M1,W1,J1,L3,L2,L1,L4,LL1,L5,J2 and FF1 for shoreline weeds. Treated ponds K5,K4,K3,P1,W1,J1,L3,L2,L1 and L4 for algae.

SERVICES AGREEMENT

PROPERTY NAME: **Venetian CDD**

CUSTOMER NAME: **Venetian CDD**

SERVICE DESCRIPTION: Monthly Wetland Maintenance

EFFECTIVE DATE: September 1, 2025, through August 31, 2026

SUBMITTED TO: **Belinda Blandon, BBlandon@rizzetta.com, and Keith Livermore, fieldmanager@vcdd.org**

SUBMITTED BY: Liz Rocque, Business Development Consultant

THIS SERVICES AGREEMENT (the "Agreement") is effective as of the date indicated above (the "Effective Date"), by and between SOLitude Lake Management, LLC ("SOLitude" or "Company"), and the customer identified above (the "Customer"), in accordance with the terms and conditions set forth in this Agreement.

1. **SERVICES.** SOLitude will provide services (the "Services") at the Customer's property in accordance with the Scope of Services attached hereto as Schedule A.
2. **MODIFICATIONS.** Any deviation from the requirements and Services outlined in Schedule A involving extra cost of material and labor will result in extra charges. Such additional services will be provided by SOLitude only upon a Change Order mutually approved by the parties in writing (the "Change Order").
3. **PRICING.** The Customer agrees to pay for the Services, as well as any applicable sales or other taxes, in accordance with the Pricing Schedule attached hereto as Schedule B. Prices are subject to annual increases. SOLitude will notify the Customer in writing (which may be by invoice) of such increases.
4. **PAYMENT.** Payment is due within thirty (30) days of the invoice date. Any disputes with an invoice or invoices must be brought to the attention of SOLitude by written notice within one hundred and twenty (120) days from the invoice date, otherwise Company will not be liable for any potential credits or adjustments. The parties agree to use good faith efforts to resolve any disputed invoice amounts within thirty (30) days after written notification of a dispute. Disputed amounts shall not affect payment of all undisputed amounts, and Customer agrees to pay all undisputed amounts owed on any disputed invoice within the applicable due dates. Invoices not paid on or before the invoice due date shall accrue interest charges at a rate of one percent (1%) per month, accruing as of the invoice date, until the time that such amounts are paid in full. Additionally, the Customer is liable for payment of all costs of collection of past due accounts, specifically including, but not limited to, court costs, expenses, and reasonable attorneys' fees. In addition to the compensation paid to SOLitude for performance of the Services, Customer shall reimburse Customer for all of the expenses paid or incurred by SOLitude in connection with the Services, including, but not limited to non-routine expenses, administrative fees, compliance fees, or any other similar expense that are incurred as a result of requirements placed on SOLitude by the Customer that are not covered specifically by the written specifications of this Agreement ("Reimbursable Expenses"). Should the work performed be subject to any local, state, or federal jurisdiction, agency, or other organization of authority for sales or other taxes or fees in addition to those expressly covered by this contract, the customer will be invoiced and responsible for paying said additional taxes in addition to the contract price and other fees.
5. **TERM AND EXPIRATION.** This Agreement shall commence on the Effective Date and shall remain in effect for an initial term of 1 year(s) (the "Initial Term"). Thereafter, this Agreement shall automatically renew under the same terms, conditions and specifications as set forth by this Agreement and for the same period of time as the Initial Term



(each an "Additional Term") (the "Initial Term" and each "Additional Term" thereafter are collectively referred to herein as the "Term") unless either party gives written notice of cancellation thirty (30) days prior to the termination date of the Term then in effect. The parties understand and agree that the prices for each Additional Term shall automatically increase by six percent (6%) of then current annual pricing. SOLitude reserves the right to increase the amount charged for the Services. Such increase shall be communicated by written notice to the Customer, which notice may be by invoice. Customer may reject any such additional increase by notifying SOLitude in writing within fifteen (15) days of receiving such price increase notice.

6. TERMINATION. SOLitude may terminate this Agreement at any time, with or without cause, upon thirty (30) days' written notice to Customer. Subject to Sec. 7, in the event that this Agreement is terminated for any reason prior to the end of the Term, Customer agrees to pay SOLitude, in addition to all other amounts owed, an early termination fee of fifty percent (50%) of the remaining value of the Agreement (the "Early Termination Fee"). The Early Termination Fee is not a penalty, but rather a charge to compensate SOLitude for the Customer's failure to satisfy the Agreement in which the Customer's pricing plan is based.

7. TERMINATION FOR CAUSE. If SOLitude fails to materially perform pursuant to the terms of this Agreement, Customer shall provide written notice to SOLitude specifying the default. If SOLitude does not cure such default within forty-five (45) days of SOLitude's receipt of Customer's written notice, Customer may terminate this Agreement, in whole or in part, for cause. The Company, in case of such default, shall be entitled to receive payment only for work completed prior to said default, so long as the total paid hereunder does not exceed the contract sum. Either party may terminate this Agreement immediately if the other party becomes the subject of a petition in bankruptcy or any other proceeding relating to insolvency, receivership, liquidation or assignment for the benefit of creditors.

8. INSURANCE. SOLitude will maintain general liability and property damage insurance as necessary given the scope and nature of the Services. A certificate of insurance will be issued to Customer, upon request.

9. INDEMNIFICATION; LIMITATION OF LIABILITY. THE CUSTOMER AGREES THAT THE WORK PROVIDED UNDER THIS AGREEMENT IS NOT TO BE CONSTRUED AS INSURANCE, OR AS A COVENANT, GUARANTEE, WARRANTY, OR PROMISE OF ANY KIND THAT THE CUSTOMER IS IN COMPLIANCE WITH ANY LEGAL GUIDELINES OR REQUIREMENTS. COMPANY DISCLAIMS ANY LIABILITY OR RESPONSIBILITY REGARDING THE PRACTICES AND OPERATIONS OF THE CUSTOMER, AND BEARS NO RESPONSIBILITY OR LIABILITY FOR WHETHER THE CUSTOMER CARRIES OUT THE RECOMMENDATIONS MADE BY COMPANY AND IN NO EVENT WILL COMPANY BE LIABLE FOR CONSEQUENTIAL, INDIRECT, OR ECONOMIC DAMAGES. THE CUSTOMER SHALL INDEMNIFY AND HOLD COMPANY HARMLESS FROM AND AGAINST ALL CLAIMS, DEMANDS, LIABILITIES, OBLIGATIONS, AND ATTORNEYS' FEES OR COSTS BROUGHT BY ANY THIRD PARTIES, ARISING OUT OF OR RELATED TO THIS AGREEMENT OR BY FAILURE OF THE CUSTOMER TO ACT IN ACCORDANCE WITH ANY LEGAL REQUIREMENTS IN CONNECTION WITH THE SERVICES DESCRIBED IN SCHEDULE A. COMPANY SHALL NOT BE LIABLE FOR ANY DELAY IN PERFORMING THE SERVICES, NOR LIABLE FOR ANY FAILURE TO PROVIDE THE SERVICES, DUE TO ANY CAUSE BEYOND ITS REASONABLE CONTROL. COMPANY WILL BE RESPONSIBLE FOR ONLY THOSE DAMAGES, CLAIMS, CAUSES OF ACTION, INJURIES, OR LEGAL COSTS CAUSED BY ITS OWN DIRECT NEGLIGENCE OR MISCONDUCT, BUT THEN ONLY TO AN AMOUNT NOT TO EXCEED THE ANNUAL FEES CHARGED UNDER THE AGREEMENT.

10. CONFIDENTIAL INFORMATION. "Confidential Information" means any information disclosed by one party ("Discloser") to the other party ("Recipient"), either directly or indirectly, in writing, orally, or by inspection of tangible objects, other than information that the Recipient can establish (i) was publicly known and made generally available in the public domain prior to the time of disclosure; (ii) becomes publicly known and made generally available after



disclosure other than through Recipient's action or inaction; or (iii) is in Recipient's possession, without confidentiality restrictions, at the time of disclosure by Discloser as shown by Recipient's files and records immediately prior to the time of disclosure. Recipient shall not at any time (a) disclose, sell, license, transfer, or otherwise make available to any person or entity any Confidential Information, or (b) use, reproduce, or otherwise copy any Confidential Information, except as necessary in connection with the purpose for which such Confidential Information is disclosed to Recipient or as required by applicable law. Recipient agrees to take all reasonable measures to protect the secrecy of and avoid disclosure and unauthorized use of the Confidential Information. All Confidential Information shall at all times remain the property of Discloser, and all documents, electronic media, and other tangible items containing or relating to any Confidential Information shall be delivered to Discloser immediately upon the request of Discloser.

Notwithstanding the foregoing, if Recipient is required by law, regulation, subpoena, government order, regulatory agency order, judicial order, or other court order to disclose any Confidential Information, Recipient shall give the Disclosing Party timely and lawful written notice of such a requirement prior to such disclosure, and shall reasonably and lawfully cooperate with the Disclosing Party to seek a protective order, confidential treatment, or other appropriate measures for such Confidential Information.

11. **FORCE MAJEURE.** The Company shall not be liable for any delay in performing the Services, nor liable for any failure to provide the Services, due to any cause beyond its reasonable control.

12. **RIGHT TO SUBCONTRACT.** The Company, in its sole discretion, may subcontract or delegate to an affiliate or third party any of its duties and obligations hereunder.

13. **FUEL/TRANSPORTATION SURCHARGE.** Like many other companies that are impacted by the price of gasoline, a rise in gasoline prices may necessitate a fuel surcharge. As such, the Company reserves the right to add a fuel surcharge to Customer's invoice for any increase in the cost of fuel as measured above the same time period in the prior year (by the National U.S. Average Motor Gasoline-Regular Fuel Price per Gallon Index reported by the U.S. Department of Energy). The surcharge may be adjusted monthly (up or down) with the price of gasoline.

14. **ANTI-CORRUPTION AND BRIBERY.** Each party represents that neither it nor anyone acting on its behalf has offered, given, requested or accepted any undue financial or other advantage of any kind in entering into this Agreement, and that it will comply with all applicable laws and regulations pertaining to corruption, competition and bribery in carrying out the terms and conditions of this Agreement.

15. **E-VERIFY.** SOLitude utilizes the federal E-Verify program in contracts with public employers as required by Florida State law, and acknowledges all the provisions of Florida Statute 448.095 are incorporated herein by reference and hereby certifies it will comply with the same.

16. **GOVERNING LAW.** Except for the Mandatory Arbitration Clause in Section 17 of this Agreement, which is governed by and construed in accordance with the Federal Arbitration Act, this Agreement shall be governed by, and construed in accordance with, the laws of the state in which the Services are performed.

17. **MANDATORY ARBITRATION.** Any claim, dispute or controversy, regarding any contract, tort, statute, or otherwise ("Claim"), arising out of or relating to this Agreement or the relationships among the parties hereto shall be resolved by one arbitrator through binding arbitration administered by the American Arbitration Association ("AAA"),



under the AAA Commercial or Consumer, as applicable, Rules in effect at the time the Claim is filed ("AAA Rules"). Copies of the AAA Rules and forms can be located at www.adr.org, or by calling 1-800-778-7879. The arbitrator's decision shall be final, binding, and non-appealable. Judgment upon the award may be entered and enforced in any court having jurisdiction. This clause is made pursuant to a transaction involving interstate commerce and shall be governed by the Federal Arbitration Act. Neither party shall sue the other party other than as provided herein or for enforcement of this clause or of the arbitrator's award; any such suit may be brought only in Federal District Court for the District in which the services were performed or, if any such court lacks jurisdiction, in any state court that has jurisdiction. The arbitrator, and not any federal, state, or local court, shall have exclusive authority to resolve any dispute relating to the interpretation, applicability, unconscionability, arbitrability, enforceability or formation of this Agreement including any claim that all or any part of the Agreement is void or voidable. Venue for arbitration hereunder shall be within the state where the customer's property, that is the subject of the services provided, is located.

18. **ASSIGNMENT**. The Company may assign this Agreement to a related or affiliated entity upon written notice to the Customer.

19. **NOTICES**. All notices, requests, consents, claims, demands, waivers and other communications hereunder shall be in writing and shall be directed to the individuals and addresses listed in the signature block. Notices sent in accordance with this Section shall be deemed effectively given: (a) when received, if delivered by hand (with written confirmation of receipt); (b) when received, if sent by a nationally recognized overnight courier (receipt requested); or (c) on the third (3rd) business day after the date mailed, by certified or registered mail, return receipt requested, postage prepaid.

20. **DISCLAIMER**. SOLitude is not responsible for the failure of any treatment, equipment installation, or other work that may result from dam or other structural failures, severe weather and storms, flooding, or other acts of God that are outside of the control of SOLitude. Customer understands and acknowledges that there are irrigation restrictions associated with many of the products used to treat lakes and ponds. The Customer is responsible for notifying SOLitude in advance of the contract signing and the start of the Agreement if they utilize any of the water in their lakes or ponds for irrigation purposes. The Customer accepts full responsibility for any issues that may arise from the irrigation of turf, ornamentals, trees, crops, or any other plants as a result of treated water being used by the Customer for irrigation without the consent or knowledge of SOLitude. Although there is rarely direct fish toxicity with the products used for treatment when applied at the labeled rate, or the installation and normal operation of the equipment we install, there is a risk under certain circumstances of significant dissolved oxygen drops. This risk is most severe in times of extremely hot weather and warm water temperatures, as these are the conditions during which dissolved oxygen levels are naturally at their lowest levels. Oftentimes, lakes and ponds will experience natural fish kills under these conditions even if no work is performed. Every effort, to include the method and timing of application, the choice of products and equipment used, and the skill and training of the staff, is made to avoid such problems. However, the Customer understands and accepts that there is always a slight risk of the occurrence of adverse conditions outside the control of SOLitude that will result in the death of some fish and other aquatic life. The Customer also understands and accepts that similar risks would remain even if no work was performed. The Customer agrees to hold SOLitude harmless for any issues with fish or other aquatic life which occur as described above, or are otherwise outside the direct control of SOLitude, unless there is willful negligence on the part of SOLitude.

21. **BINDING**. This Agreement shall inure to the benefit of and be binding upon the legal representatives and successors of the parties.



22. ENTIRE AGREEMENT. This Agreement constitutes the entire agreement between the parties with respect to the subject matter and replaces any prior agreements or understandings, whether in writing or otherwise. This Agreement may not be modified or amended except by written agreement executed by both parties. In the event that any provision of this Agreement is determined to be void, invalid, or unenforceable, the validity and enforceability of the remaining provisions of this Agreement shall not be affected.

23. SEVERABILITY. If any part of this Agreement is held to be invalid or unenforceable for any reason, the remaining Terms and Conditions of this Agreement shall remain in full force and effect.

By signing below, the parties agree to be bound by the terms and conditions of this Agreement and any accompanying schedules as of the Effective Date.

ACCEPTED AND APPROVED:

SOLITUDE LAKE MANAGEMENT, LLC.

Venetian CDD

Signature: _____

Signature: _____

Printed Name: _____

Printed Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Please Remit All Payments to:

***SOLitude Lake Management, LLC
1320 Brookwood Drive Suite H
Little Rock AR 72202***

Customer's Address for Notice Purposes:

Please Mail All Notices and Agreements to:

***SOLitude Lake Management, LLC
1253 Jensen Drive, Suite 103
Virginia Beach, VA 23451***



SCHEDULE A – SCOPE OF SERVICES

A SOLitude Wetland/Preserve Crew will visit the community three times per month (36 visits/year), and treat each wetland area a minimum of once per quarter, rotating the sites, for treatment of the following:

Wetland/Preserve Maintenance:

1. The treatment will include all FLEPPC Category 1 & 2 species and nuisance vines, (including native vines).
2. All Species will be killed in place with an approved herbicide. Vines will be cut, treated, and allowed to decompose in place.
3. Maintenance does not include debris removal or disposal. Services can be provided on an as-needed basis with additional proposals presented for approval.

Service Reporting:

1. Customer will be provided with a service report detailing all of the work performed as part of this contract after each visit.
2. Solitude offers a **customer portal** that will house all service reports and invoices for future reference. Service requests may also be made through the portal. Customer will choose one user to set up a username and password which can be shared with multiple people who wish to access.

General Qualifications:

1. Company is a licensed pesticide applicator in the state in which service is to be provided.
2. Individual Applicators are Certified Pesticide Applicators in Aquatics, Public Health, Forestry, Right of Way, and Turf/Ornamental as required in the state in which service is to be provided.
3. Company is a SePRO Preferred Applicator and dedicated Steward of Water. Each individual applicator has been trained and educated in the water quality testing and analysis required for prescriptive site-specific water quality management and utilizes an integrated approach that encompasses all aspects of ecologically balanced management. Each applicator has received extensive training in the proper selection, use, and application of all aquatic herbicides, algaecides, adjuvants, and water quality enhancement products necessary to properly treat our Customers' lakes and ponds as part of an overall integrated pest management program.
4. Company guarantees that all products used for treatment are EPA registered and labeled as appropriate and safe for use in lakes, ponds, and other aquatic sites, and are being applied in a manner consistent with their labeling.
5. All pesticide applications made directly to the water or along the shoreline for the control of algae, aquatic weeds, or other aquatic pests as specified in this Agreement will meet or exceed all of the Company's legal regulatory requirements as set forth by the EPA and related state agencies for NPDES and FIFRA. Company will perform treatments that are consistent with NPDES compliance standards as applicable in and determined by the specific state in which treatments are made. All staff will be fully trained to perform all applications in compliance with all federal, state, and local law.
6. Company will furnish the personnel, vehicles, boats, equipment, materials, and other items required to provide the foregoing at its expense. The application method and equipment



(boat, ATV, backpack, etc.) used is determined by our technician at the time of the treatment to ensure the most effective method is provided for optimal results.



SCHEDULE B – PRICING SCHEDULE

Total Price: **\$64,800.00**

Invoice Amount: **\$16,200.00**

Invoice Frequency: **Quarterly**



WETLAND/PRESERVE MANAGEMENT AGREEMENT

This agreement, dated June 19th, 2025, is made between SUPERIOR WATERWAY SERVICES, INC. (SWS) and CUSTOMER:

Venetian CDD
C/O: Rizzetta & Company
3434 Colwell Ave, Suite 200
Tampa, FL 33614
Attn: Belinda Blandon

Both Customer and SWS agree to the following terms and conditions:

1. SWS will provide aquatic management services on behalf of the customer in accordance with the terms and conditions of this agreement at the following aeration sites:

Approximately 160 acres of wetlands/preserves

2. Customer agrees to pay SWS the following amount during the term of this agreement for these specific waterway management services (as herein defined):

Wetland Maintenance	\$30,000.00/ Quarterly
Total annual contract	\$120,000.00/ annually

Wetland broader trimming	To be done on a work order basis
--------------------------	----------------------------------

Fish & Wildlife Monitoring	Included
----------------------------	----------

Management Reporting	Included
----------------------	----------

Wetland maintenance care provided quarterly.

3. Schedule of payment: First quarter's payment shall be due and payable upon execution of this agreement; the balance shall be payable in equal quarterly installments. A 1.5% late fee shall apply to any balance past due more than 30 days.
4. The offer contained in this agreement is valid for thirty (30) days only and must be returned to our offices for acceptance within that period.

5. SWS agrees to use only products that have been shown to present a wide margin of safety for Florida fish and wildlife. All herbicides to be utilized must be labeled for the application and approved by Federal and State authorities for that use.
6. This agreement may be terminated by either party with thirty (30) days written notice. Notification must be sent by certified mail, return receipt requested, to SUPERIOR WATERWAY SERVICES, INC., 6701 Garden Rd., Suite 1 Riviera Beach, FL 33404. CUSTOMER agrees to pay for all services rendered by SWS to date of termination of contract. SWS reserves the right, under special circumstances, to initiate surcharges relating to extraordinary price increases of water treatment products.
7. This agreement will automatically renew yearly, on the anniversary date, unless terminated by either party with thirty (30) days written notice.
8. FISH STOCKING: Annual Spring Fish Stocking optional.
9. Addendums: See attached map, survey, and report (where applicable).
 - A. Monthly water testing and monitoring as necessary for the success of the aquatic weed control program is included.
 - B. Additional work as requested by CUSTOMER such as trash clean up, physical cutting and/or plant removal and other manual maintenance may be performed by our staff. Extra service work requested by CUSTOMER will be invoiced separately at our current hourly equipment and labor rates.
 - C. Care for aquatic sanctuary areas and wetland/upland habitat planted with sensitive native flora is included herein. All areas are to be maintained at a level to be in compliance with the appropriate rules and codes set forth by the SJRWMD and any other governing agencies which may have any jurisdiction.
 - D. Care proposed in this contract is for maintenance control of aquatic growth and will not eradicate all plants in the water.
 - E. Definitions of services referred to in Paragraph 1 are as follows:



Wetland Maintenance – The management of wetlands/uplands as delineated on the referenced property. Techniques used include application of approved herbicides to control all Category 1 and 2 species at a level acceptable by all governing agencies. Kill in place this contract does not include removal.

Fish & Wildlife Monitoring – Surveys performed at time of treatments which explain fish and wildlife species observed while onsite.

Management Reporting – A comprehensive report filled out each visit for the specific activity performed on the property and provided to Customer.

10. SWS will provide CUSTOMER with certificates of insurance, which are incorporated herein by reference. During the term of this Agreement and any extension thereof, SWS will maintain no less than the level of insurance provided for in such certificates.
11. This agreement constitutes the entire agreement of SWS and the CUSTOMER. No oral or written alterations of the terms contained herein shall be deemed valid unless made in writing and accepted by an authorized agent of both SWS and CUSTOMER.
12. This agreement is not assignable to any third party for any reason, without the prior written consent of CUSTOMER.

SUPERIOR WATERWAY SERVICES, INC.

CUSTOMER

DATE



Wetland E1

Notes/Comments



Wetland F1

Notes/Comments



Wetland J2

Notes/Comments



Crosscreek Environmental Inc.

111 61st Street East
Palmetto, FL 34221
admin@crosscreekenv.com

Estimate

Date	Estimate #
5/28/2025	13396

Name / Address
VENETIAN CDD c/o Rizzetta and Company Inc. 9530 Marketplace Rd Suite 206 Fort Myers, FL 33912

* Estimate is good for 30 days.

Description	Total
<p>AERATION MAINTENANCE</p> <p>Quarterly maintenance of the six (6) aeration systems onsite. All replacement parts to be billed separately following approval from management.</p> <p>Service Includes: Complete cleaning of cabinet and all internal components Checking all electrical components Balancing of pressures Checking diffusers for proper operation</p> <p>Total maintenance cost = \$650/Quarter (\$2,600 Annually)</p> <p>If the customer is not satisfied with the service provided, and the state of the management declines due to Crosscreek Environmental Inc. negligence, the customer has full right to cancel the service with no less than 45 days written notice to Crosscreek Environmental Inc.</p>	
Please sign and return if accepted	



Annual Management Program Agreement

Customer Name: Venetian CDD

Property Contact: Belinda Blandon

Agreement Effective Date: August 1st, 2025 - July 31st, 2026

Program Description: Annual Aeration Maintenance

Premier Lakes Consultant: Bill Kurth

Consultant Phone Number: 239-707-4899

This Agreement, dated **July 2, 2025**, is made by and between Premier Lakes, Inc., hereinafter known as "Premier Lakes," and **Venetian CDD**, hereinafter known as "Customer."

Both Customer and Premier Lakes agree to the following terms and conditions:

1. **General Conditions:** Premier Lakes will provide the contract services enumerated below to the Customer under the terms and conditions of this Agreement, and the Customer agrees to pay Premier Lakes for those services as listed below under the terms and conditions of this Agreement.
2. **Service Equipment:** The "Service Equipment" is described as **Six diffused aeration systems**.
3. **Contract Services:** Premier Lakes will perform **four** inspections per year of the Service Equipment and provide the following service as necessary.
 - **Aeration Maintenance:** Maintenance services will include inspection of all components, airlines, diffusers, lubrication where necessary, cleaning of the cabinet and removal of debris, removal of weeds, change of all filters, adjustment of valves, and will include vane or piston/cup replacement. Additional parts/labor, such as replacement valves, pressure gauges, capacitors, check valves, fans, etc., will be invoiced to the client. Any repair item that exceeds \$500 will be submitted as a quote and approved before work is performed.
4. **Contract Term & Automatic Renewal:** This Agreement is for an annual management program. This Agreement will automatically renew annually at the end of the Agreement Effective Date for subsequent one (1) year terms, with a four (4%) increase in the Annual Agreement Price each year, under the same terms, specifications, and conditions set forth by this Agreement.



5. **Payment Terms:** No payment shall be due and payable upon executing this Agreement. The balance of the monthly service amount shall be billed in equal **quarterly** installments of **600.00** per **quarter**, commencing as of the first day of the month following the date of commencement of this Agreement. The customer agrees to pay Premier Lakes within thirty (30) days of the invoice. If the customer fails to pay any invoice within sixty (60) days of the invoice date, then a service charge of 1% per month (12% per annum) will be charged to the customer by Premier Lakes on balances not paid within sixty (60) days.
6. **Forms of Payment:** Premier Lakes accepts payment by check, ACH, debit, and credit card.
7. **Credit & Debit Card Fees:** Premier Lakes will charge customers a 3% processing fee for invoices paid by Credit or Debit card.
8. **Contract Void Ab Initio:** This contract will be void ab initio if Premier Lakes, in its sole discretion, determines that the condition of the Service Area has materially declined between the date of this Agreement and the commencement date of the Agreement. If Premier Lakes commences services under this Agreement, this paragraph will not apply.
9. **Force Majeure:** Premier Lakes shall not be liable for any delay in performing the Services, nor liable for any failure to provide the Services due to any cause beyond its reasonable control.
10. **Contact Updates:** It is the customer's sole responsibility to notify Premier Lakes of any change in contact information, including, but not limited to, billing address, email addresses, and phone numbers, within thirty (30) days of any such changes.
11. **Termination:** This Agreement may be terminated by either Party with thirty (30) days' written notice, service to continue to the end of the month when the 30th day falls. All notifications must be sent by Certified Mail to Premier Lakes at 1936 Bruce B Downs Blvd, Suite 308, Wesley Chapel, FL 33543. Any party may notify the other Party of any change in name or address to which notices hereunder shall be sent by providing the same with five (5) days' written notice to the other Party.
12. **Enforcement and Governing Law:** A default by either Party under this agreement shall entitle the other Party to all remedies available at law or in equity, which shall include, but not be limited to, the right to damages and injunctive relief under Florida law.
13. **Safety:** Premier Lakes agrees to use its best efforts and specialized equipment, products, and procedures to provide safe and effective results hereunder, and Premier Lakes will use all due care to protect the property of the Customer.

14. **Additional Services:** Work requested by the Customer, such as trash clean-up, physical cutting and/or plant removal, and other additional services performed by Premier Lakes staff, will be billed separately under a separate agreement between the customer and Premier Lakes.
15. **Insurance:** Premier Lakes will maintain general liability and other insurances as necessary, given the scope and nature of the services. Premier Lakes will be responsible for those damages, claims, causes of action, injuries, or legal costs to the extent of its own direct negligence or misconduct. No party to this agreement will be liable to the other for incidental, consequential, or purely economic damages.
16. **E-Verify:** Premier Lakes utilizes the federal E-Verify program in contracts with public employers as required by Florida State Law and acknowledges all the provisions of Florida Statute 448.095 are incorporated herein by reference and hereby certifies it will comply with the same.
17. **Limited Offer:** This proposal expires sixty (60) days from the issuance date unless modified in writing by Premier Lakes.
18. **Customer Specific Specifications:** As requested by the customer, Premier Lakes will satisfy the following customer specifications:
 - **Labor cost for Aeration repairs will be \$130.00 per hour. Parts for repairs will be invoiced at the manufacturer's listed retail price with no markup.**

Annual Agreement Amount: \$2,400.00

Quarterly Agreement Amount: \$600.00

Invoicing Frequency: Quarterly

Accepted and Approved:

Venetian Community Development District

Signature:

Printed Name:

Title:

Date:

Customer Address for Notice Purposes:

Premier Lakes, Inc.

Signature: *William R. Kurth*

Name: Bill Kurth

Title: Vice President

Date: July 2, 2025

Please Remit All Payments & Contracts to: 1936 Bruce B Downs Blvd, Suite 308, Wesley Chapel, FL 33544.



**Premier Lakes Inc.
25551 Technology Blvd., Unit 6
Punta Gorda, FL 33950**

844-525-3735

WHO WE ARE:

Locally owned and operated, we are Florida's Premier lake and wetland management firm.

Leveraging decades of industry experience, our highly qualified & licensed professionals formulate individualized management programs to ensure all client expectations are exceeded.

Premier Lakes is committed to **professional** results and **personal** service at every encounter.

Our Prime Commitment

Sustainability remains our guiding principle in everything we do. We're deeply committed to using environmentally friendly methods to ensure the future health of our lakes and ponds.





OUR TEAM:

Alex Kurth, PRESIDENT-TREASURER

Alex Kurth is the President & Founder of Premier Lakes, bringing over a decade of experience in lake, pond & wetland management. He specializes in developing sound internal and external operating procedures while leveraging innovative treatment solutions and proactive management plans to ensure a world-class customer experience.

Alex attended Florida Gulf Coast University (FGCU), earning a Bachelor of Science in Finance. He then continued his education by attending graduate studies at FGCU, earning a Master in Business Administration (MBS) with a concentration in Leadership. In addition to his university education, Alex has focused on obtaining certifications, including internationally recognized Project Management Institute (PMI) Senior Scrum Master certification and Florida Aquatic Applicators licensing.

Alex has lived in Southwest Florida his entire life. Born and raised around water, Alex is passionate about providing his clients with a sustainable and environmentally friendly solution that boosts the well-being of their water bodies. In his spare time, Alex and his wife Amanda enjoy traveling, fishing, diving, and living in the beautiful SWFL area. September 2025 brings the birth of their first child, a son.





Bill Kurth, VICE PRESIDENT-SECRETARY

Bill Kurth has over 40 years of extensive experience in lake, pond, and wetland management. Bill specializes in providing innovative treatment solutions for clients using new products and technologies. Bill has managed waterbodies in his local community associations and clients for 30 years.

Bill attended Florida State University (FSU) & Tallahassee Community College, earning a Business Management degree. He began his industry career as an aquatic applicator with a Florida-based aquatics company, where he quickly became responsible for the technical training of all new employees and was promoted to the position of Branch Manager of the company's Fort Myers branch within four years. Bill then moved to Cape Coral, Florida, in 1987, where his expertise in herbicide technology and ability to sell and manage while performing aquatic applications allowed him to grow his branch by 400% in 8 years. In 1999, Bill moved on to the newly formed Lake Masters Aquatic Weed Control, where he served in many roles, including Branch Manager, Director of Operations, and Vice President of Operations. Under his leadership, Lake Masters became one of Florida's premier lake management companies before merging with SOLitude in 2018.





Bill has been a multi-year member of the Florida Aquatic Plant Management Society (FAPMS) and has served as a member of the North American Lake Management Society. He has presented at FAPMS on Control of Exotic Melaleuca Trees and Recognition and Control of Golden Algae; at the UF/IFAS Aquatic Weed Control Short Course on the control of exotic species in Wetlands; at NALMS on Aquatic Weed Control in Florida; and has spoken at SePRO Annual Business Conferences on the use of Sonar herbicide in irrigation and other lakes, and on the efficacy of Captain XTR algaecide. He served on the original advisory board for SePRO and has won awards for Best Management Practices, Sustainability, and Applicator of the Year in 2007 and was awarded Ultimate Applicator in 2016. Bill was also named Outstanding Business Partner by the Bonita Bay Group and is a certified erosion and illicit discharge inspector.

Bill's love of the outdoors is evident through his many hobbies, which include boating, fishing, diving and travel. He also has a passion for cooking and gardening and was heavily involved with aquarium-keeping for most of his life, including live reef aquariums with living coral. Bill was an active Little League coach for nine years for his boys, William and Alex, when they were growing up. Today, Bill and his wife, Carolyn, reside in Cape Coral, Florida. They are grandparents and love spending time with family as much as possible.





Dustin Hormann, WETLAND MANAGER

Dustin Hormann has extensive experience in exotic vegetation removal/control, wetland mitigation, littoral shelf planting, and incorporating native plantings into golf course landscapes.

Dustin collaborated with Florida FWC, the National Park Service, and the US Fish and Wildlife Service and managed numerous federal projects. In his many years of experience, Dustin has performed initial and ongoing maintenance of invasive exotic species on thousands of acres for private individuals, golf courses, and communities.

Dustin is a current member of the Florida Exotic Pest Plant Council and, in 2008, was elected to a two-year term on the Board of Directors. Dustin has a Bachelor of Science in Natural Resource Management from Grand Valley State University. His career in the industry started by working as a project manager for an ecosystem restoration company, where he gained experience bidding, executing, and managing projects from Louisiana to the Virgin Islands before joining Lake Masters Aquatic Weed Control, which merged with SOLitude in 2018.

In his spare time, with his wife, Barbie, and their fur baby, Wilson enjoys fishing, duck hunting, traveling, and family.



Adrian Sebree, Aeration & Fountain Lead

Adrian – Aeration & Fountain Systems Specialist

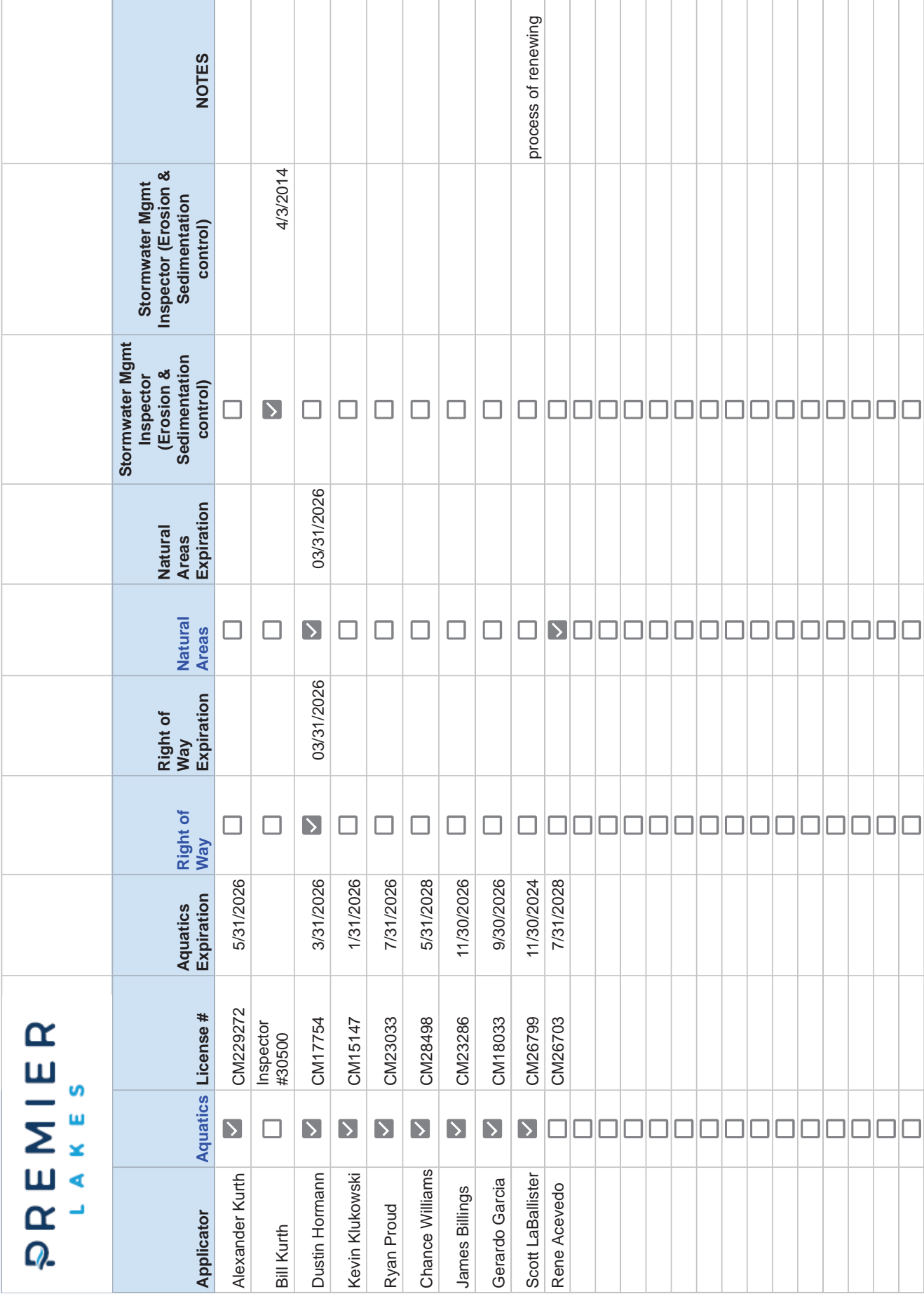
Adrian brings over 15 years of experience in lake and wetland management, with a strong focus on the construction and maintenance of sustainable aquatic ecosystems. He plays a key role in the growth of Premier Lakes, Aeration and Fountain Department, bringing extensive knowledge in designing and managing aeration systems and fountains for a variety of environments.

Driven by a passion for the environment and a deep connection to water, Adrian finds purpose in improving water quality and ecosystem health. His commitment to technical excellence is backed by a range of certifications, including NEC Certified Electrician, Master Diver, Safe Boater Certification, and CPR/First Responder.

When he's not in the field, Adrian enjoys spending time outdoors with his kids, fishing, scuba diving, and exploring Florida's waterways. His leadership and vision are helping shape Premier Lakes continued expansion throughout Florida, delivering expert, customized solutions to communities across the region.

Reference List

- **Grandezza Master** **Peter Dersley** **248-421-6891**
- **Esplanade at Azario** **Lori Clemence** **941-374-8449**
- **LT Ranch CDD** **Richard Freeman** **954-644-9630**
- **Currents CDD** **Richard Freeman** **954-644-9630**
- **Gulf Harbour Master** **Rod Middleton** **239-437-0340**
- **River Ridge CDD** **Shane Willis** **239-259-4299**
- **Fiddlers Creek I CDD** **Cleo Crismond** **239-989-2939**
- **TSR CDD (Starkey Ranch)** **Cleo Crismond** **239-989-2939**
- **The Starky Ranch CDD** **Barry Mazzoni** **813-399-0865**
- **The Brooks CDD** **Cleo Crismond** **239-989-2939**



2024 / 2025 CHARLOTTE COUNTY
LOCAL BUSINESS TAX RECEIPT

MUST BE DISPLAYED IN A CONSPICUOUS PLACE

ACCOUNT 39218
EXPIRES SEPTEMBER 30, 2025
RENEWAL

TYPE OF BUSINESS 812990 All Other Personal Services (PREMIER LAKES PROVIDES LAKE, FOUNTAIN, AERATIK

BUSINESS ADDRESS 25551 TECHNOLOGY BLVD UNIT 6
PUNTA GORDA, FL 33950-4701

BUSINESS NAME PREMIER LAKES, INC.

OWNER ALEX KURTH

MAILING ADDRESS PO BOX 3483
NORTH FORT MYERS, FL 33918-3483

AMOUNT 35.00
PENALTY 0.00
TOTAL 35.00

THIS FORM BECOMES A RECEIPT ONLY WHEN VALIDATED

Paid 07/28/2024 Receipt # INT-00068486 35.00

2024 / 2025 CHARLOTTE COUNTY
LOCAL BUSINESS TAX RECEIPT

MUST BE DISPLAYED IN A CONSPICUOUS PLACE

ACCOUNT 39218
EXPIRES SEPTEMBER 30, 2025
RENEWAL

TYPE OF BUSINESS 812990 All Other Personal Services (PREMIER LAKES PROVIDES LAKE, FOUNTAIN, AERATIK

BUSINESS ADDRESS 25551 TECHNOLOGY BLVD UNIT 6
PUNTA GORDA, FL 33950-4701

BUSINESS NAME PREMIER LAKES, INC.

OWNER ALEX KURTH

MAILING ADDRESS PO BOX 3483
NORTH FORT MYERS, FL 33918-3483

AMOUNT 35.00
PENALTY 0.00
TOTAL 35.00

THIS FORM BECOMES A RECEIPT ONLY WHEN VALIDATED

Paid 07/28/2024 Receipt # INT-00068486 35.00

Dear Business Owner:

Your 2024 - 2025 Charlotte County Local Business Tax Receipt is attached above. Please detach the receipt and display it in a place that is visible to the public and available for inspection.

The Charlotte County Local Business Tax Receipt is in addition to any other license or certificate that may be required by law and does not signify compliance with zoning, health, or regulatory requirements. The Charlotte County Local Business Tax Receipt is non-regulatory and is not an endorsement of work quality.

Your 2024 - 2025 Local Business Tax Receipt is valid from October 01, 2024 through September 30, 2025 . Annual account notices are mailed in June to the address of record at that time. Any Changes to your Local Business Tax Account due to change of Business Name, Ownership, Physical Address or you are Closing your Business please contact our office at 941-743-1350 .

VICKIE L. POTTS
Charlotte County Tax Collector



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/05/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER SCHUMAN FAMILY INSURANCE 1216 SW 4th St, #1 Cape Coral FL 33991		CONTACT NAME: Matt Schuman PHONE (A/C, No, Ext): (239) 242-1234 E-MAIL ADDRESS: matt@sflins.com FAX (A/C, No): (239) 938-0052	
INSURED Premier Lakes Inc. 25551 Technology Blvd., Unit 6 Punta Gorda FL 33950		INSURER(S) AFFORDING COVERAGE INSURER A: GuideOne National Insurance Company INSURER B: Progressive Express Insurance Company INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 10193	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS			
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			ENV562011113-01	08/01/2024	08/01/2025	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$			
	B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY					962834073	10/25/2024	10/25/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
		<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$								EACH OCCURRENCE \$ AGGREGATE \$ \$
		<input type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y / N <input type="checkbox"/> N / A								PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Contractors Pollution Liability			ENV562011113-01	08/01/2024	08/01/2025	Aggregate Limit 2,000,000 Each Pollution Condi Limit 2,000,000			

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

Premier Lakes Inc.
25551 Technology Blvd., Unit 6
Punta Gorda, FL 33950

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
05/16/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

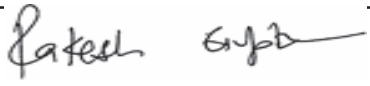
PRODUCER BIBERK P.O. Box 113247 Stamford, CT 06911	CONTACT NAME:	
	PHONE (A/C, No, Ext): 844-472-0967	FAX (A/C, No): 203-654-3613
	E-MAIL ADDRESS: customerservice@biBERK.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A : Berkshire Hathaway Direct Insurance Company	10391
INSURED Premier Lakes, Inc. 25551 Technology Blvd Unit 6 Punta Gorda, FL 33950	INSURER B :	
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE \$ 0
	CLAIMS-MADE <input type="checkbox"/> OCCUR <input type="checkbox"/>						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 0
							MED EXP (Any one person) \$ 0
							PERSONAL & ADV INJURY \$ 0
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$ 0
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						PRODUCTS - COMP/OP AGG \$ 0
	OTHER:						\$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS						BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident) \$
							\$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/>						EACH OCCURRENCE \$
	EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/>						AGGREGATE \$
	DED <input type="checkbox"/> RETENTION \$ <input type="checkbox"/>						\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			N9WC549814	12/01/2024	12/01/2025	X PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/>
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N <input checked="" type="checkbox"/>	N/A				E.L. EACH ACCIDENT \$1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$1,000,000
							E.L. DISEASE - POLICY LIMIT \$1,000,000
	Professional Liability (Errors & Omissions): Claims-Made						Per Occurrence/Aggregate

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Exclusions: Alexander Kurth; William R Kurth;

CERTIFICATE HOLDER	CANCELLATION
Premier Lakes, Inc. 25551 Technology Blvd Unit 6 Punta Gorda, FL 33950-	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

© 1988-2015 ACORD CORPORATION. All rights reserved.



1936 Bruce B Downs Blvd Suite 308
Wesley Chapel FL 33543
(844) 525-3735,
CustomerSupport@PremierLakesFL.com

Work Order

DATE	06/19/2025 -
TECH(S)	Scott [REDACTED]
JOB #	1052449225

CUSTOMER
[REDACTED]

SERVICE LOCATION
[REDACTED]

JOB DETAILS
Annual Lake Maintenance

JOB CATEGORY
Annual Lake Maintenance

COMPLETION NOTES
Treated ponds K5,K4,K3,P1,M1,W1,J1,L3,L2,L1,L4,LL1,L5,J2 and FF1 for shoreline weeds. Treated ponds K5,K4,K3,P1,W1,J1,L3,L2,L1 and L4 for algae.

SERVICES AGREEMENT

PROPERTY NAME: **Venetian CDD**

CUSTOMER NAME: **Venetian CDD**

SERVICE DESCRIPTION: Quarterly Aeration Maintenance Pond 7, 15, 40, 43, 48

EFFECTIVE DATE: September 1, 2025, through August 31, 2026

SUBMITTED TO: **Belinda Blandon, BBlandon@rizzetta.com, and Keith Livermore, fieldmanager@vcdd.org**

SUBMITTED BY: Liz Rocque, Business Development Consultant

THIS SERVICES AGREEMENT (the "Agreement") is effective as of the date indicated above (the "Effective Date"), by and between SOLitude Lake Management, LLC ("SOLitude" or "Company"), and the customer identified above (the "Customer"), in accordance with the terms and conditions set forth in this Agreement.

1. **SERVICES.** SOLitude will provide services (the "Services") at the Customer's property in accordance with the Scope of Services attached hereto as Schedule A.
2. **MODIFICATIONS.** Any deviation from the requirements and Services outlined in Schedule A involving extra cost of material and labor will result in extra charges. Such additional services will be provided by SOLitude only upon a Change Order mutually approved by the parties in writing (the "Change Order").
3. **PRICING.** The Customer agrees to pay for the Services, as well as any applicable sales or other taxes, in accordance with the Pricing Schedule attached hereto as Schedule B. Prices are subject to annual increases. SOLitude will notify the Customer in writing (which may be by invoice) of such increases.
4. **PAYMENT.** Payment is due within thirty (30) days of the invoice date. Any disputes with an invoice or invoices must be brought to the attention of SOLitude by written notice within one hundred and twenty (120) days from the invoice date, otherwise Company will not be liable for any potential credits or adjustments. The parties agree to use good faith efforts to resolve any disputed invoice amounts within thirty (30) days after written notification of a dispute. Disputed amounts shall not affect payment of all undisputed amounts, and Customer agrees to pay all undisputed amounts owed on any disputed invoice within the applicable due dates. Invoices not paid on or before the invoice due date shall accrue interest charges at a rate of one percent (1%) per month, accruing as of the invoice date, until the time that such amounts are paid in full. Additionally, the Customer is liable for payment of all costs of collection of past due accounts, specifically including, but not limited to, court costs, expenses, and reasonable attorneys' fees. In addition to the compensation paid to SOLitude for performance of the Services, Customer shall reimburse Customer for all of the expenses paid or incurred by SOLitude in connection with the Services, including, but not limited to non-routine expenses, administrative fees, compliance fees, or any other similar expense that are incurred as a result of requirements placed on SOLitude by the Customer that are not covered specifically by the written specifications of this Agreement ("Reimbursable Expenses"). Should the work performed be subject to any local, state, or federal jurisdiction, agency, or other organization of authority for sales or other taxes or fees in addition to those expressly covered by this contract, the customer will be invoiced and responsible for paying said additional taxes in addition to the contract price and other fees.
5. **TERM AND EXPIRATION.** This Agreement shall commence on the Effective Date and shall remain in effect for an initial term of 1 year(s) (the "Initial Term"). Thereafter, this Agreement shall automatically renew under the same terms, conditions and specifications as set forth by this Agreement and for the same period of time as the Initial Term



(each an "Additional Term") (the "Initial Term" and each "Additional Term" thereafter are collectively referred to herein as the "Term") unless either party gives written notice of cancellation thirty (30) days prior to the termination date of the Term then in effect. The parties understand and agree that the prices for each Additional Term shall automatically increase by six percent (6%) of then current annual pricing. SOLitude reserves the right to increase the amount charged for the Services. Such increase shall be communicated by written notice to the Customer, which notice may be by invoice. Customer may reject any such additional increase by notifying SOLitude in writing within fifteen (15) days of receiving such price increase notice.

6. TERMINATION. SOLitude may terminate this Agreement at any time, with or without cause, upon thirty (30) days' written notice to Customer. Subject to Sec. 7, in the event that this Agreement is terminated for any reason prior to the end of the Term, Customer agrees to pay SOLitude, in addition to all other amounts owed, an early termination fee of fifty percent (50%) of the remaining value of the Agreement (the "Early Termination Fee"). The Early Termination Fee is not a penalty, but rather a charge to compensate SOLitude for the Customer's failure to satisfy the Agreement in which the Customer's pricing plan is based.

7. TERMINATION FOR CAUSE. If SOLitude fails to materially perform pursuant to the terms of this Agreement, Customer shall provide written notice to SOLitude specifying the default. If SOLitude does not cure such default within forty-five (45) days of SOLitude's receipt of Customer's written notice, Customer may terminate this Agreement, in whole or in part, for cause. The Company, in case of such default, shall be entitled to receive payment only for work completed prior to said default, so long as the total paid hereunder does not exceed the contract sum. Either party may terminate this Agreement immediately if the other party becomes the subject of a petition in bankruptcy or any other proceeding relating to insolvency, receivership, liquidation or assignment for the benefit of creditors.

8. INSURANCE. SOLitude will maintain general liability and property damage insurance as necessary given the scope and nature of the Services. A certificate of insurance will be issued to Customer, upon request.

9. INDEMNIFICATION; LIMITATION OF LIABILITY. THE CUSTOMER AGREES THAT THE WORK PROVIDED UNDER THIS AGREEMENT IS NOT TO BE CONSTRUED AS INSURANCE, OR AS A COVENANT, GUARANTEE, WARRANTY, OR PROMISE OF ANY KIND THAT THE CUSTOMER IS IN COMPLIANCE WITH ANY LEGAL GUIDELINES OR REQUIREMENTS. COMPANY DISCLAIMS ANY LIABILITY OR RESPONSIBILITY REGARDING THE PRACTICES AND OPERATIONS OF THE CUSTOMER, AND BEARS NO RESPONSIBILITY OR LIABILITY FOR WHETHER THE CUSTOMER CARRIES OUT THE RECOMMENDATIONS MADE BY COMPANY AND IN NO EVENT WILL COMPANY BE LIABLE FOR CONSEQUENTIAL, INDIRECT, OR ECONOMIC DAMAGES. THE CUSTOMER SHALL INDEMNIFY AND HOLD COMPANY HARMLESS FROM AND AGAINST ALL CLAIMS, DEMANDS, LIABILITIES, OBLIGATIONS, AND ATTORNEYS' FEES OR COSTS BROUGHT BY ANY THIRD PARTIES, ARISING OUT OF OR RELATED TO THIS AGREEMENT OR BY FAILURE OF THE CUSTOMER TO ACT IN ACCORDANCE WITH ANY LEGAL REQUIREMENTS IN CONNECTION WITH THE SERVICES DESCRIBED IN SCHEDULE A. COMPANY SHALL NOT BE LIABLE FOR ANY DELAY IN PERFORMING THE SERVICES, NOR LIABLE FOR ANY FAILURE TO PROVIDE THE SERVICES, DUE TO ANY CAUSE BEYOND ITS REASONABLE CONTROL. COMPANY WILL BE RESPONSIBLE FOR ONLY THOSE DAMAGES, CLAIMS, CAUSES OF ACTION, INJURIES, OR LEGAL COSTS CAUSED BY ITS OWN DIRECT NEGLIGENCE OR MISCONDUCT, BUT THEN ONLY TO AN AMOUNT NOT TO EXCEED THE ANNUAL FEES CHARGED UNDER THE AGREEMENT.

10. CONFIDENTIAL INFORMATION. "Confidential Information" means any information disclosed by one party ("Discloser") to the other party ("Recipient"), either directly or indirectly, in writing, orally, or by inspection of tangible objects, other than information that the Recipient can establish (i) was publicly known and made generally available in the public domain prior to the time of disclosure; (ii) becomes publicly known and made generally available after



disclosure other than through Recipient's action or inaction; or (iii) is in Recipient's possession, without confidentiality restrictions, at the time of disclosure by Discloser as shown by Recipient's files and records immediately prior to the time of disclosure. Recipient shall not at any time (a) disclose, sell, license, transfer, or otherwise make available to any person or entity any Confidential Information, or (b) use, reproduce, or otherwise copy any Confidential Information, except as necessary in connection with the purpose for which such Confidential Information is disclosed to Recipient or as required by applicable law. Recipient agrees to take all reasonable measures to protect the secrecy of and avoid disclosure and unauthorized use of the Confidential Information. All Confidential Information shall at all times remain the property of Discloser, and all documents, electronic media, and other tangible items containing or relating to any Confidential Information shall be delivered to Discloser immediately upon the request of Discloser.

Notwithstanding the foregoing, if Recipient is required by law, regulation, subpoena, government order, regulatory agency order, judicial order, or other court order to disclose any Confidential Information, Recipient shall give the Disclosing Party timely and lawful written notice of such a requirement prior to such disclosure, and shall reasonably and lawfully cooperate with the Disclosing Party to seek a protective order, confidential treatment, or other appropriate measures for such Confidential Information.

11. **FORCE MAJEURE.** The Company shall not be liable for any delay in performing the Services, nor liable for any failure to provide the Services, due to any cause beyond its reasonable control.

12. **RIGHT TO SUBCONTRACT.** The Company, in its sole discretion, may subcontract or delegate to an affiliate or third party any of its duties and obligations hereunder.

13. **FUEL/TRANSPORTATION SURCHARGE.** Like many other companies that are impacted by the price of gasoline, a rise in gasoline prices may necessitate a fuel surcharge. As such, the Company reserves the right to add a fuel surcharge to Customer's invoice for any increase in the cost of fuel as measured above the same time period in the prior year (by the National U.S. Average Motor Gasoline-Regular Fuel Price per Gallon Index reported by the U.S. Department of Energy). The surcharge may be adjusted monthly (up or down) with the price of gasoline.

14. **ANTI-CORRUPTION AND BRIBERY.** Each party represents that neither it nor anyone acting on its behalf has offered, given, requested or accepted any undue financial or other advantage of any kind in entering into this Agreement, and that it will comply with all applicable laws and regulations pertaining to corruption, competition and bribery in carrying out the terms and conditions of this Agreement.

15. **E-VERIFY.** SOLitude utilizes the federal E-Verify program in contracts with public employers as required by Florida State law, and acknowledges all the provisions of Florida Statute 448.095 are incorporated herein by reference and hereby certifies it will comply with the same.

16. **GOVERNING LAW.** Except for the Mandatory Arbitration Clause in Section 17 of this Agreement, which is governed by and construed in accordance with the Federal Arbitration Act, this Agreement shall be governed by, and construed in accordance with, the laws of the state in which the Services are performed.

17. **MANDATORY ARBITRATION.** Any claim, dispute or controversy, regarding any contract, tort, statute, or otherwise ("Claim"), arising out of or relating to this Agreement or the relationships among the parties hereto shall be resolved by one arbitrator through binding arbitration administered by the American Arbitration Association ("AAA"),



under the AAA Commercial or Consumer, as applicable, Rules in effect at the time the Claim is filed ("AAA Rules"). Copies of the AAA Rules and forms can be located at www.adr.org, or by calling 1-800-778-7879. The arbitrator's decision shall be final, binding, and non-appealable. Judgment upon the award may be entered and enforced in any court having jurisdiction. This clause is made pursuant to a transaction involving interstate commerce and shall be governed by the Federal Arbitration Act. Neither party shall sue the other party other than as provided herein or for enforcement of this clause or of the arbitrator's award; any such suit may be brought only in Federal District Court for the District in which the services were performed or, if any such court lacks jurisdiction, in any state court that has jurisdiction. The arbitrator, and not any federal, state, or local court, shall have exclusive authority to resolve any dispute relating to the interpretation, applicability, unconscionability, arbitrability, enforceability or formation of this Agreement including any claim that all or any part of the Agreement is void or voidable. Venue for arbitration hereunder shall be within the state where the customer's property, that is the subject of the services provided, is located.

18. **ASSIGNMENT**. The Company may assign this Agreement to a related or affiliated entity upon written notice to the Customer.

19. **NOTICES**. All notices, requests, consents, claims, demands, waivers and other communications hereunder shall be in writing and shall be directed to the individuals and addresses listed in the signature block. Notices sent in accordance with this Section shall be deemed effectively given: (a) when received, if delivered by hand (with written confirmation of receipt); (b) when received, if sent by a nationally recognized overnight courier (receipt requested); or (c) on the third (3rd) business day after the date mailed, by certified or registered mail, return receipt requested, postage prepaid.

20. **DISCLAIMER**. SOLitude is not responsible for the failure of any treatment, equipment installation, or other work that may result from dam or other structural failures, severe weather and storms, flooding, or other acts of God that are outside of the control of SOLitude. Customer understands and acknowledges that there are irrigation restrictions associated with many of the products used to treat lakes and ponds. The Customer is responsible for notifying SOLitude in advance of the contract signing and the start of the Agreement if they utilize any of the water in their lakes or ponds for irrigation purposes. The Customer accepts full responsibility for any issues that may arise from the irrigation of turf, ornamentals, trees, crops, or any other plants as a result of treated water being used by the Customer for irrigation without the consent or knowledge of SOLitude. Although there is rarely direct fish toxicity with the products used for treatment when applied at the labeled rate, or the installation and normal operation of the equipment we install, there is a risk under certain circumstances of significant dissolved oxygen drops. This risk is most severe in times of extremely hot weather and warm water temperatures, as these are the conditions during which dissolved oxygen levels are naturally at their lowest levels. Oftentimes, lakes and ponds will experience natural fish kills under these conditions even if no work is performed. Every effort, to include the method and timing of application, the choice of products and equipment used, and the skill and training of the staff, is made to avoid such problems. However, the Customer understands and accepts that there is always a slight risk of the occurrence of adverse conditions outside the control of SOLitude that will result in the death of some fish and other aquatic life. The Customer also understands and accepts that similar risks would remain even if no work was performed. The Customer agrees to hold SOLitude harmless for any issues with fish or other aquatic life which occur as described above, or are otherwise outside the direct control of SOLitude, unless there is willful negligence on the part of SOLitude.

21. **BINDING**. This Agreement shall inure to the benefit of and be binding upon the legal representatives and successors of the parties.



22. ENTIRE AGREEMENT. This Agreement constitutes the entire agreement between the parties with respect to the subject matter and replaces any prior agreements or understandings, whether in writing or otherwise. This Agreement may not be modified or amended except by written agreement executed by both parties. In the event that any provision of this Agreement is determined to be void, invalid, or unenforceable, the validity and enforceability of the remaining provisions of this Agreement shall not be affected.

23. SEVERABILITY. If any part of this Agreement is held to be invalid or unenforceable for any reason, the remaining Terms and Conditions of this Agreement shall remain in full force and effect.

By signing below, the parties agree to be bound by the terms and conditions of this Agreement and any accompanying schedules as of the Effective Date.

ACCEPTED AND APPROVED:

SOLITUDE LAKE MANAGEMENT, LLC.

Venetian CDD

Signature: _____

Signature: _____

Printed Name: _____

Printed Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Please Remit All Payments to:

***SOLitude Lake Management, LLC
1320 Brookwood Drive Suite H
Little Rock AR 72202***

Customer's Address for Notice Purposes:

Please Mail All Notices and Agreements to:

***SOLitude Lake Management, LLC
1253 Jensen Drive, Suite 103
Virginia Beach, VA 23451***



SCHEDULE A - SERVICES

Submersed Air Diffuser Aeration System Maintenance: Pond 7, 15, 40, 43, 48

1. Company will service all of the Diffused Aeration Systems four (4) times per year on a quarterly basis as follows:
 - Compressor will be tested to ensure proper operation.
 - Cabinet Cooling Exhaust Fan will be checked to ensure proper operation.
 - Compressor Carbon Vanes and Seals will be changed annually or as needed.
 - Compressor Air Filter / Muffler Assembly will be checked, cleaned, and replaced as needed.
 - Diffuser air stones and/or membranes will be cleaned and replaced as needed.
2. All necessary repairs (parts & labor) covered by warranty will be performed at no additional charge to the Customer.
3. All replacement parts required for proper maintenance of the aeration systems will be billed as an additional charge.
4. Any significant problems / malfunctions that are discovered during the maintenance service which are no longer under warranty, which are not part of routine maintenance, and that will require additional labor and/or parts, will be written up and submitted to the Customer for his / her approval prior to proceeding with the work.
5. All aerator work will be performed by factory certified service and repair technicians.

Service Repairs outside of the maintenance schedule:

1. A service fee of \$82 and an hourly rate of \$120 will be charged for service repairs. These fees can be waived if the next routine maintenance event is close enough in the schedule to be moved.

Service Reporting:

1. Customer will be provided with a service report detailing all of the work performed as part of this contract after each visit.
2. Solitude offers a **customer portal** that will house all service reports and invoices for future reference. Service requests may also be made through the portal. Customer will choose one user to set up a username and password which can be shared with multiple people who wish to access.

General Qualifications:

1. Company is a licensed pesticide applicator in the state in which service is to be provided.
2. Individual Applicators are Certified Pesticide Applicators in Aquatics, Public Health, Forestry, Right of Way, and Turf/Ornamental as required in the state in which service is to be provided.
3. Company is a SePRO Preferred Applicator and dedicated Steward of Water. Each individual applicator has been trained and educated in the water quality testing and analysis required for prescriptive site-specific water quality management and utilizes an integrated approach that encompasses all aspects of ecologically balanced management. Each applicator has received extensive training in the proper selection, use, and application of all aquatic herbicides, algaecides, adjuvants, and water quality enhancement products necessary to



properly treat our Customers' lakes and ponds as part of an overall integrated pest management program.

4. Company guarantees that all products used for treatment are EPA registered and labeled as appropriate and safe for use in lakes, ponds, and other aquatic sites, and are being applied in a manner consistent with their labeling.
5. All pesticide applications made directly to the water or along the shoreline for the control of algae, aquatic weeds, or other aquatic pests as specified in this Agreement will meet or exceed all of the Company's legal regulatory requirements as set forth by the EPA and related state agencies for NPDES and FIFRA. Company will perform treatments that are consistent with NPDES compliance standards as applicable in and determined by the specific state in which treatments are made. All staff will be fully trained to perform all applications in compliance with all federal, state, and local law.
6. Company will furnish the personnel, vehicles, boats, equipment, materials, and other items required to provide the foregoing at its expense. The application method and equipment (boat, ATV, backpack, etc.) used is determined by our technician at the time of the treatment to ensure the most effective method is provided for optimal results.



SCHEDULE B – PRICING SCHEDULE

Total Price: **\$2,600.00**

Invoice Amount: **\$650.00**

Invoice Frequency: **Quarterly**



AERATION MANAGEMENT AGREEMENT

This agreement, dated June 19th, 2025., is made between SUPERIOR WATERWAY SERVICES, INC. (SWS) and CUSTOMER:

Venetian CDD
C/O: Rizzetta & Company
3434 Colwell Ave, Suite 200
Tampa, FL 33614
Attn: Belinda Blandon

Both Customer and SWS agree to the following terms and conditions:

1. SWS will provide aquatic management services on behalf of the customer in accordance with the terms and conditions of this agreement at the following aeration sites:

Six (6) Lake aeration systems

2. Customer agrees to pay SWS the following amount during the term of this agreement for these specific waterway management services (as herein defined):

Aeration Maintenance	\$875.00 / quarterly
Total annual contract	\$3,500.00/ annually
Management Reporting	Included

Aeration service will be performed Four (4) times per year done on a quarterly basis

3. Schedule of payment: First quarter's payment shall be due and payable upon execution of this agreement; the balance shall be payable in equal quarterly installments. A 1.5% late fee shall apply to any balance past due more than 30 days.
4. The offer contained in this agreement is valid for thirty (30) days only and must be returned to our offices for acceptance within that period.
5. SWS agrees to use only products that have been shown to present a wide margin of safety for Florida fish and wildlife. All herbicides to be utilized must be labeled for the application and approved by Federal and State authorities for that use.

6. This agreement may be terminated by either party with thirty (30) days written notice. Notification must be sent by certified mail, return receipt requested, to SUPERIOR WATERWAY SERVICES, INC., 6701 Garden Rd., Suite 1 Riviera Beach, FL 33404. CUSTOMER agrees to pay for all services rendered by SWS to date of termination of contract. SWS reserves the right, under special circumstances, to initiate surcharges relating to extraordinary price increases of water treatment products.
7. This agreement will automatically renew yearly, on the anniversary date, unless terminated by either party with thirty (30) days written notice.
8. FISH STOCKING: Annual Spring Fish Stocking optional.
9. Addendums: See attached map, survey, and report (where applicable).
 - A. Monthly water testing and monitoring as necessary for the success of the aquatic weed control program is included.
 - B. Additional work as requested by CUSTOMER such as trash clean up, physical cutting and/or plant removal and other manual maintenance may be performed by our staff. Extra service work requested by CUSTOMER will be invoiced separately at our current hourly equipment and labor rates.
 - C. Care for aquatic sanctuary areas and wetland/upland habitat planted with sensitive native flora is included herein. All areas are to be maintained at a level to be in compliance with the appropriate rules and codes set forth by the SJRWMD and any other governing agencies which may have any jurisdiction.
 - D. Care proposed in this contract is for maintenance control of aquatic growth and will not eradicate all plants in the water.
 - E. Definitions of services referred to in Paragraph 1 are as follows:

Aeration Maintenance –

Replace piston cups and seal / Vane once a year as needed

Adjust air manifold and pressure relief valves to insure optimal performance

Replace air filters per manufacture specifications
Clean cabinet interior
Inspect system
Clean muffler intake assembly
Inspect cooling fan
Remove excessive grass/weed growth from around compressor cabinet(s) to maintain optimal air flow & operating temperature
Apply ant bait if necessary
Lubricate cabinet hinges and barrel locks
Test and reset GFI circuitry
Inspect & repair airline supply tubing and fittings above the waterline
Apply max air pressure and adjust each diffuser for proper airflow and performance
If any problems are found during service or aerator is malfunctioning in any way technician will perform a complete troubleshoot to determine problem and customer will be given a written proposal for approval prior to work be done
*** No parts or special repairs are included other than parts already specified**
*** Additional repairs will be invoiced separately**

Management Reporting – A comprehensive report filled out each visit for the specific activity performed on the property and provided to Customer.

10. SWS will provide CUSTOMER with certificates of insurance, which are incorporated herein by reference. During the term of this Agreement and any extension thereof, SWS will maintain no less than the level of insurance provided for in such certificates.
11. This agreement constitutes the entire agreement of SWS and the CUSTOMER. No oral or written alterations of the terms contained herein shall be deemed valid unless made in writing and accepted by an authorized agent of both SWS and CUSTOMER.
12. This agreement is not assignable to any third party for any reason, without the prior written consent of CUSTOMER.

SUPERIOR WATERWAY SERVICES, INC.

CUSTOMER

DATE

**VENETIAN COMMUNITY DEVELOPMENT DISTRICT
AMENITY COMPANY DECISION MAKING WORKSHEET**

Scoring note: assign value of 1 to 10 to each attribute category, with 10 being the highest score
Total for each company does not need to equal 100

	BJ LINKS	HAMPTON	VESTA
<i>Score each attribute by company</i>			
ATTRIBUTE			
Staff - Recruit & train - Corporate support staff - Turnover			
Hospitality Operations - F&B - Other amenities - Marketing & programming - Member experience - Guest interfaces incl web			
Financial - Decision-making tools - Ability to maintain capital assets			
Contractual - Incentives - Management fee and other costs - Length of contract and termination - Other fees			
Proximity / advise & assist			
Critical Toolkit - CDD Experience - Compliance - SOPs - Capital / reno projects experience - View on non-resident F&B events - Flexibility and responsiveness			
Manages Bundled Communities			
TOTAL BY COMPANY			



MEMORANDUM

Date: July 15, 2025
To: Rich Goodman, Venetian CDD Board of Supervisors
From: Doug Hellman
CC: Steve Willy, Thomas Fowler, Ray Whitlock

RE: Venetian River Club – Bobby Jones Links Proposal Revisions

Thank you again for the opportunity to be considered as your management partner at Venetian River Club.

We are very interested in partnering with you and believe our expertise gained from working with clubs with similar amenities and operating budgets, as well as our specific experience in areas where the Club is struggling, makes us a great fit. Our resources run deep, and experts in operations, food and beverage, staff training and culture, to name a few, will be dedicated to serving Venetian River Club. These individuals do not split their time between being the General Manager at a club and managing business development, so they can focus solely on serving you.

In addition, unlike any of our competitors, our Co-founder, Steve Willy, will roll up his sleeves and work alongside our team to achieve your goals for Venetian River Club. Steve will personally lead the staff orientation and coordinate the onboarding process during the initial 30-60-90 days, and work with the Board on the initial annual business plan and operating budget. Mike Nolen, Senior Vice President of Operations, will be your primary day-to-day contact responsible for fulfilling our promises. Ray Whitlock, Director of Culinary Experiences, whom you met during our interview, will focus on enhancing all aspects of the food and beverage department. Meanwhile, Allyson Kahl-Darling, VP of Experiences, will implement our proprietary staff training program to elevate the member and guest experience. Nicole Brook, CFO, and Suzanne Guinn, VP of Human Resources, and their teams will support the club in the background, ensuring accurate and timely financial reporting and attention to HR items.

Based on a recent conversation with Rich Goodman, I understand the Board would like us to revisit a few key aspects of our proposal as it finalizes the selection process. For ease of review, the revisions to the key areas Rich requested are summarized below. However, be assured we'll remain flexible to work through any concerns with the Board, and welcome your feedback.


1. Incentive Fee – In the spirit of a true partnership, we are willing to forego any incentive during the first year of our relationship. The first year will be a transition year where we anticipate discovering anomalies and implementing a new way forward as we work with the Board and leadership team to enhance the operations, develop a CapEx plan, and revitalize the Club's culture. However, with the Board's support, we would hope to revisit an incentive in the second year as we believe it's a beneficial mechanism to drive consistent and sustainable success.

It's important to note, however, that although we will forego an incentive, we believe the General Manager and department heads should have an incentive component with measurable KPIs as part of their compensation package.

2. Term – In addition to foregoing an incentive, we are willing to provide the Board with the ability to end our relationship with 90 days notice before the end of the second year. Two years allows us to fully implement new processes and programs, hire and train staff, and get the club firmly headed in the right direction. While it sounds enticing to have the ability to terminate a relationship “at will”, talented and experienced General Managers and department heads often ask about the length of our management agreement. High-performing General Managers and club leadership want to know they are joining a club where there is mutual commitment to achieving success and where the runway is long enough to make a difference.
3. Base Management Fee – Our initial proposed Base Management Fee was \$9,500.00 per month, \$114,000.00 annually. As an expression of our desire to partner with you, we will reduce our first-year Base Management Fee to \$9,000.00 per month, \$108,000.00 annually – a reduction of \$6,000.00.

We take this opportunity seriously and trust that you will look favorably on the revisions to our proposal. Venetian River Club will not be just another club in our portfolio – it will be served with the attention and care it deserves and the Board expects.

Thank you, and let’s talk soon.

From: Justin Kuehn jkuehn@hampton.golf 
Subject: Hampton Golf's partnership proposal, proforma, references
Date: July 17, 2025 at 2:50 PM
To: Jill Pozarek jpozarek@vcdd.org, Rich Goodman rgoodman@vcdd.org, ksmaha@vcdd.org, chterrana@vcdd.org, csniezek@vcdd.org
Cc: Jamie Selby jselby@laureloak.com

JK

Dear Venetian CDD Board:

I am pleased to submit Hampton Golf's proposal for The River Club management services. We appreciate the opportunity to present our data-driven approach to operations of The River Club.

Our management philosophy centers on evidence-based decision making, utilizing comprehensive operational metrics and resident satisfaction data to drive continuous improvement. Through deliberate operational forecasting, we analyze historical performance patterns, seasonal trends, and market dynamics to optimize staffing levels, inventory management, and capital allocation decisions. This analytical approach ensures sustainable profitability while maintaining exceptional guest experiences.

Location and leadership proximity are fundamental to our operational success. Our regional management structure places experienced leadership within a 60-mile radius of The River Club, ensuring rapid response capabilities and hands-on oversight. This nearby support network includes our Regional Manager, Food & Beverage specialists, and Lifestyle Management experts who provide immediate assistance during peak seasons and operational challenges.

Our team brings extensive CDD (Community Development District) management experience, having successfully operated facilities within similar governance structures. We understand the unique reporting requirements, budget constraints, and community stakeholder dynamics that characterize CDD-managed properties. This specialized experience translates to seamless integration with existing board processes and regulatory compliance.

Essential onboarding management with local leadership will guide every aspect of the transition process. Our Executive Team, Regional Leadership, and Support Center Team Members will all be on-site during the operational transition, working directly with current staff and board members to ensure continuity of service. This comprehensive onboarding includes staff retention assessments, systems integration, vendor relationship transfers, and resident communication protocols—all managed through detailed project timelines and measurable milestones.

Your business and the success of The River Club would be the priority of our entire organization, not just those assigned to manage the facility. Our performance-based contract structure aligns our success directly with resident satisfaction scores, financial performance metrics, and operational efficiency targets. To earn and keep your business, we have developed a partnership that does not force retention of our services but instead forces us, Hampton Golf, to deliver measurable results through transparent reporting and continuous improvement.

Should you have any questions or require additional information regarding our data analytics capabilities, forecasting methodologies, or local leadership structure, please don't hesitate to contact me directly.

Thank you for considering Hampton Golf. We look forward to the opportunity to serve The Venetian CDD through strategic, data-driven management.

Proposal attached and linked [here](#).

Best,

Justin J. Kuehn
Vice President of Marketing
HamptonGreen

7845 Baymeadows Way
Jacksonville, FL 32256
(P) (904) 564-9129 ext. 1315
(E) jkuehn@hampton.golf

Visit: <http://www.hampton.golf>
<http://www.facebook.com/hamptongolf>
<http://www.twitter.com/hamptongolf>

HG_-
_Venetian_River_Club_Partners...
10.4 MB



PARTNERSHIP PROPOSAL

VENETIAN RIVER CLUB

JULY 21, 2025



Prepared By: Justin Kuehn

HamptonGolf

7845 Baymeadows Way | Jacksonville, FL 32256 | 904.564.9129 | www.hampton.golf

TABLE OF CONTENTS

1. EXECUTIVE SUMMARY	3
2. FIRM OVERVIEW	3
3. QUALIFICATIONS & EXPERIENCE	4
4. ORGANIZATION	7
5. FINANCIAL MANAGEMENT	8
6. BUYING POWER	13
7. SERVICES & OPERATIONS	13
8. FACILITY MAINTENANCE	15
9. FOOD & BEVERAGE OPERATIONS	16
10. CAPITAL IMPROVEMENT PROJECTS	19
11. ACCOUNT MANAGEMENT	22
12. RESIDENT & GUEST EXPERIENCE	25
13. MARKETING	27
14. SALES FOCUSED ORGANIZATION	28
15. HUMAN RESOURCES	30
16. LEADERSHIP & EXECUTIVE STAFF	32
17. FINANCIAL PROPOSAL	40
18. ADDITIONAL INFORMATION	40
19. RESUMES OF KEY MANAGEMENT STAFF	42
20. REFERENCES	47
21. ADDITIONAL DOCUMENTS	48

VENETIAN RIVER CLUB

Partnership Proposal

1) EXECUTIVE SUMMARY —

After evaluating the Club and Community, Hampton Golf firmly believes we can provide a high level of service and performance to The River Club, Club Guests, and Residents. At the same time, we operate, manage, and maintain the Club and related facilities in a fiscally responsible manner that produces the financial and experience results expected. In particular, Hampton Golf will significantly assist the Board and CDD in reaching collectively identified goals, similar to the following:

- Introduce new, non-traditional, and engaging social events.
- Provide exceptional value, service, and best-in-class recreational amenities to Residents, which enhances Resident value and improves the overall experience.
- Maintain the amenities, equipment, and facilities to preserve and enhance CDD's investment.
- Installation of a marketing, programming, and business development plan to enhance Resident usage, Resident engagement, Resident value, and both Resident and Guest participation.
- Use real data for business decision making. Exercise accurate business metrics for revenue, expenses, labor burn, forecasting, and operational performance when making operational decisions. Removing the concept of feel decision making and installing a philosophy of decisions based on real data

To achieve these identified goals, Hampton Golf is prepared to implement its full complement of services and successfully strike the desired balance between operating the Club at a financially responsible level and providing best-in-class service and amenities for all Guest types to enjoy.

Hampton Golf's Vision Statement

To transform the industry through relentless learning and reimagination of the Club experience.

2) FIRM OVERVIEW —

Established in 1999 by M.G. Orender, the 33rd President of The PGA of America, Hampton Golf has become one of the world's top 25 largest club management companies, with properties in states nationwide. Over the last 26 years, Hampton Golf has managed and operated more than 100 properties and over 30 new constructions and/or renovations.

Hampton Golf has a wealth of experience in all aspects of the club management industry, including those specific areas described by the Board, such as financial management, food & beverage operations, lifestyle programming, racquet sports management, special event sales, grounds, equipment and facilities maintenance; and marketing, human resource, and accounting experience. Hampton Golf currently operates and manages many types of clubs/properties and amenities, including municipally owned, semi-private, and private facilities.

3) QUALIFICATIONS & EXPERIENCE —

FAQs for the Board's review:

1. To what do you attribute your company's success?

With over 25 years of experience in club management and operations, we have found that **bigger is not better.** Modestly sized, Hampton Golf's executives are intimately involved in each managed property. **No other management company in the industry is closer to their client's businesses and more involved in their success.**

2. Specific contractor qualifications unique to your company?

First, the proprietary training solutions, testing, and reporting built solely for Hampton Golf Team Members and Leaders share actionable philosophies for Team Members to grow their careers. Second, the Board will work directly with the Executive Team and company leadership, with whom will have a direct line of communication. **Finally, there is no other company in the industry that provides the level of technical and strategic marketing, communications, and sales support systems.**

3. What is your organization's growth strategy for the next five years?

Hampton Golf built a successful company with the concept of slow, strategic growth is paramount. Measured, tested, and durable, the growth strategy is modest, growing by a net of three managed properties every 12 months. Hampton Golf will not outgrow the exceptional support services or the closeness provided to each client.

Summary: Why Hampton Golf is the Best Partner for Venetian River Club

Data-Driven Financial Management

Hampton Golf's approach to decision-making is rooted in comprehensive financial analysis that encompasses all critical operational metrics. Our systematic evaluation of revenue streams, expense management, labor optimization, and overall financial performance provides the foundation for strategic business decisions. This data-driven methodology ensures that every operational choice is supported by quantifiable metrics, eliminating guesswork and establishing clear benchmarks for success. The company's ability to analyze complex financial data allows for informed decisions that balance immediate operational needs with long-term financial sustainability.

Advanced Financial Forecasting Capabilities

The ability to accurately forecast revenue, expenses, labor costs, and external factors is crucial for successful property operations. Hampton Golf's sophisticated forecasting models incorporate seasonal variations, market trends, and community-specific factors that directly impact business performance. Our expertise in projecting labor requirements during peak and off-season periods ensures optimal staffing levels while controlling costs. Additionally, the comprehensive approach to forecasting includes analysis of externalities such as weather patterns, local economic conditions, and community demographics, providing a complete picture of potential business performance scenarios.

VENETIAN RIVER CLUB

Partnership Proposal

Strategic Local Proximity and Support Infrastructure

Hampton Golf's geographic proximity to the Venetian River Club creates significant operational advantages that translate directly into enhanced service delivery and cost efficiency. Our established local support network means faster response times for both routine operations and emergency situations. The importance of having leadership physically present on-site cannot be overstated, as it enables immediate problem resolution, real-time quality control, and direct communication with residents and staff. Hampton Golf's success stories with similar local operations demonstrate their ability to build strong community relationships while maintaining operational excellence through consistent local presence and support.

Comprehensive Onboarding and Operational Excellence

The transition to new management requires a strong geographic presence, expertise in staff onboarding, professional behavior modification, and the establishment of new operational habits. Hampton Golf's proven methodology for implementing professional standards ensures that existing staff members are properly trained and integrated into their operational framework. The systematic approach to behavioral change management helps establish consistent service standards while respecting the existing club culture. The development of operational habituation ensures that new procedures become second nature to staff, resulting in sustainable improvements in service quality and operational efficiency.

CDD Compliance Expertise

Community Development District (CDD) compliance represents a complex regulatory environment that requires specialized knowledge and experience. Hampton Golf's extensive expertise in CDD procedures ensures that all operations meet regulatory requirements while maximizing operational flexibility. Their understanding of CDD regulations, reporting requirements, and operational constraints allows them to navigate the regulatory landscape effectively while maintaining focus on operational excellence. This expertise prevents costly compliance issues and ensures that all operations align with district requirements and community expectations.

4COP Management Compliance and Procedures

The implementation and management of the Club's 4COP liquor license compliance requires detailed knowledge of operational procedures and regulatory requirements. Hampton Golf's comprehensive understanding of 4COP management ensures that all aspects of club operations meet compliance metrics while maintaining operational efficiency. Our systematic approach to compliance includes regular auditing, staff training, and continuous improvement processes that ensure ongoing adherence to all required procedures. This expertise minimizes operational risks while ensuring that all compliance requirements are met consistently and efficiently.

Jonas Point of Sale System Expertise

Hampton Golf's specialized expertise with the Jonas point of sale and operations system represents a significant competitive advantage that will deliver immediate operational improvements. Our deep understanding of this industry-specific system allows for a comprehensive overhaul and

VENETIAN RIVER CLUB

Partnership Proposal

reintroduction that will streamline operations, improve transaction processing, and enhance data collection capabilities. The Jonas system integration will immediately improve performance metrics through better inventory management, more efficient staff workflows, and enhanced reporting capabilities. This technological enhancement will directly translate into improved resident value through faster service, better amenity management, improved communication, and more accurate billing processes.

Conclusion

Hampton Golf's combination of financial expertise, local support infrastructure, regulatory compliance knowledge, and advanced technology management positions them as the ideal partner for Venetian River Club. Our comprehensive approach addresses all critical operational areas while ensuring immediate improvements in performance and resident satisfaction. The partnership will deliver measurable results through improved financial management, enhanced operational efficiency, and superior technology integration, ultimately creating exceptional value for the Venetian River Club community.

Hampton Golf is truly a full-service club management company as we perform the services requested "in-house," which means the Club will not incur additional charges or expenses, and the Board can rest assured that the management fees described below are the total amount that would be invested for such services.

Although many management firms promise they will do the same, the sad truth is that most do not. To prevent confusion, we advise evaluating each proposal by determining what services the management company provides and which services are subcontracted or managed by the Club on-site. For example, most clubs we evaluate have an associated labor and expense line for on-site accounting, Accounts Payable, Accounts Receivable, or both. Hampton Golf manages from a centralized service center, significantly reducing labor and expenses.

We hope to share with you in the following pages that Hampton Golf has the required experience in the total management and operation of facilities/properties, similar to the quality required to operate The River Club. We genuinely believe Hampton Golf's qualifications and background (as described below) demonstrate adequate experience to ensure prompt and efficient services to the Club and CDD.

Your Club's Success Is Our Priority And We Must Earn Your Business Each Month.

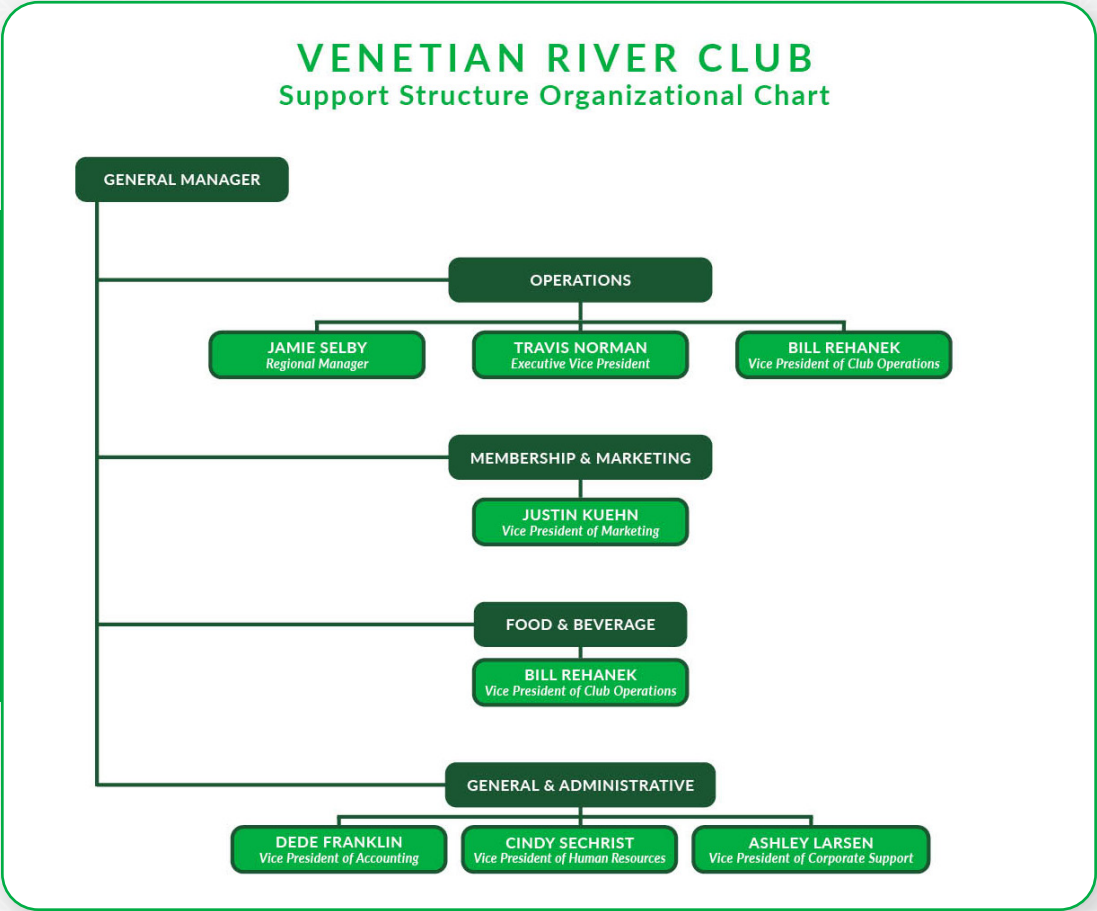
4) ORGANIZATION —

At the core of our operational success are the General Manager and the dedicated Department Heads who play pivotal roles in steering their respective departments toward achieving organizational goals. Their leadership, strategic insight, and commitment to excellence are crucial and will be enhanced through our partnership.

The success of the General Manager and Department Heads is significantly bolstered by the unwavering support from the Regional Manager, Vice President of Operations, Vice President of Sales and Marketing, and Hampton Golf’s support teams. The Regional Manager and Vice President of Operations are a vital link between the departments and the broader organizational strategy, providing guidance and strategic direction to ensure alignment with overarching objectives.

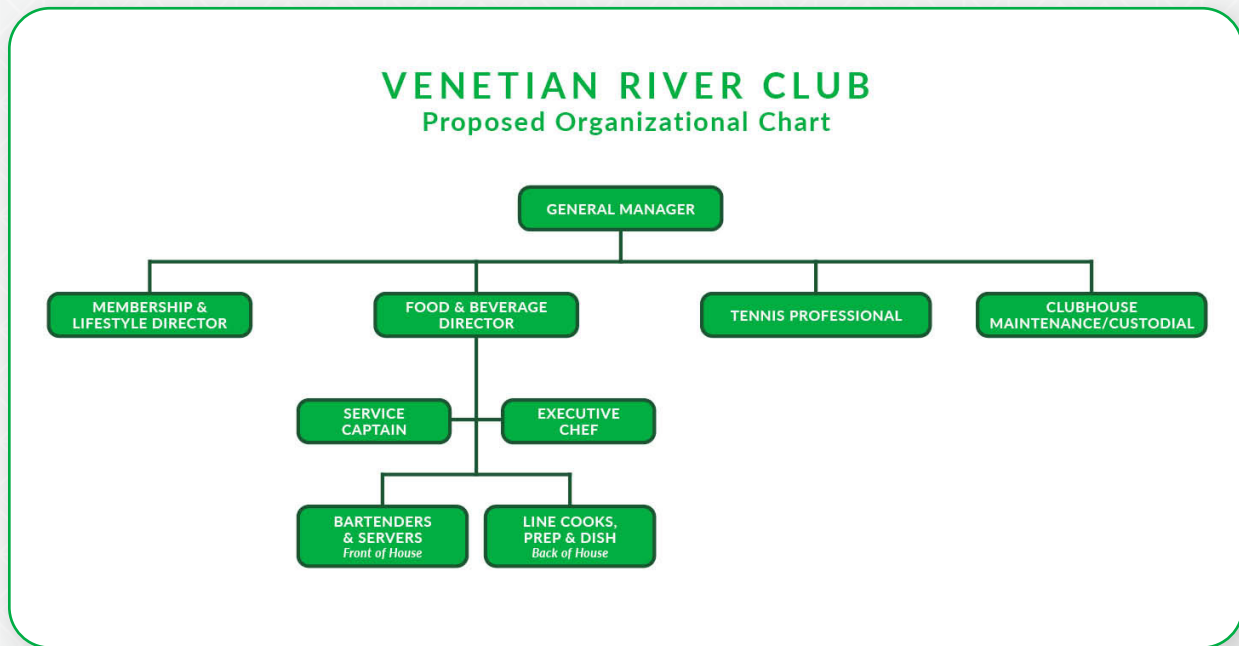
Through their diligence and dedication, the support teams ensure smooth day-to-day operations by providing essential assistance, managing administrative tasks, and offering valuable insights that contribute to informed decision-making.

Our collective success as an organization is a testament to the collaborative effort, professionalism, and dedication of each individual and team involved in this support structure.



VENETIAN RIVER CLUB

Partnership Proposal



The number of full-time and part-time employees by position title, educational experience required to qualify for each type of position, and anticipated salary range will be identified in greater detail during the onboarding process and budget development.

5) FINANCIAL MANAGEMENT —

Centralized Accounting Services

HG's centralized accounting team utilizes a well-established system for managing the accounting practices of its managed properties. HG's approach to risk management, insurance, licensing, and other government requirements is tracked and managed daily to ensure the Clubs remain compliant with all regulations and are protected at all times. HG's centralized accounting team performs all necessary accounting functions remotely, eliminating the need for a large on-site accounting staff, thus reducing employee expenses significantly. Each HG-managed facility has one Accountant and two clerks assigned. The functions of the accounting team are:

- Annual budgeting and proforma forecasting
- General ledger maintenance
- AR/AP
- Cash control and reconciliation
- Inventory management
- Sales and other use taxes
- Monthly/annual financial reporting
- Payroll processing
- Leases, insurance, permits and licenses
- Human resources support

VENETIAN RIVER CLUB

Partnership Proposal

Hampton Golf's Centralized Accounting Team provides complete accounting and financial management services to assist in the successful operation of the facility. **The Accounting Team will meet the needs identified by the Board and CDD**, including the establishment and maintenance of consistent procedures for collecting, receiving, and depositing all revenues, payroll, purchasing, etc., including all necessary reporting.

Hampton Golf procedures for cash handling ensure that internal controls are in place at each HG-managed facility. The property will have cash banks for use in cash registers, if the Board chooses to accept cash payment. The banks will vary in number and value depending on the department and season.

Reconciliation of daily sales and resetting the POS system for a new day is done daily, allowing for comparison of daily sales activity as shown on reports from the POS to actual daily cash receipts, credit cards, and gift certificates. The daily close documentation includes a copy of each instance close report, a copy of the credit card batch settlement, each instance reconciliation worksheet, a copy of all voids, the daily tender reconciliation, and the daily closing checklist.

Daily bank deposits are mandatory. Under no circumstances are daily deposits to accumulate in the safe at the property. The GM or assigned leader will prepare and deposit the daily cash and check deposit.

Working with the Board and CDD

Hampton Golf's philosophy in working with each of our partners is to constantly focus on our shared financial and Guest service goals. With that philosophy guiding HG's relationship, Hampton Golf will implement systems and management methods, all available for review and comment by the Board at any time.

With all HG facilities, the client, provides HG with their approval on rates and their expectations for net operating income goals, staffing levels, and capital reserve requirements. HG uses that information to develop an achievable and realistic budget that maximizes gross profit and net operating income for the Club while delivering an outstanding Guest experience. The Board will approve the final budget.

The General Manager and his/her Board contacts will work closely with the HG Executive and Marketing Teams to develop an achievable, realistic budget and plans. Upon review and approval, the budget and plans will be implemented to achieve the goals established for the Clubs.

Financial Benchmarking

Hampton Golf's comprehensive financial benchmarking and analytics capabilities will provide the Club with sophisticated data analysis tools that deliver actionable insights into operational performance, revenue optimization, and cost management strategies. The company maintains extensive databases of industry performance metrics across various club types, geographic regions, and membership models, enabling precise comparative analysis that helps clubs understand their position within the competitive landscape and identify specific areas for improvement.

VENETIAN RIVER CLUB

Partnership Proposal

These benchmarking services extend beyond simple financial comparisons to include operational metrics such as labor efficiency ratios, member retention rates, food and beverage profit margins, and facility utilization statistics that provide a holistic view of club performance. Hampton Golf's analytics team employs advanced statistical modeling and trend analysis to help clubs forecast future performance, evaluate the financial impact of proposed initiatives, and develop data-driven strategies for sustainable growth and profitability.

Operating Systems and Digital Tools

Hampton Golf's technology infrastructure seamlessly integrates with all major club management operating systems, including Jonas, Club Essentials, Northstar Systems, and numerous other platforms, ensuring that existing technology investments are preserved and enhanced rather than replaced. This compatibility extends to comprehensive data migration services, custom integration development, and ongoing technical support that minimizes disruption during implementation while maximizing the value of existing systems.

Hampton Golf's technical team works closely with each club's IT infrastructure to create unified data environments that eliminate silos between different operational systems, enabling comprehensive reporting and analysis that draws from all aspects of club operations. This integration capability ensures that clubs can leverage their historical data while gaining access to Hampton Golf's advanced analytics tools without requiring expensive system replacements or lengthy conversion processes.

Hampton Golf provides properties with an extensive suite of digital tools and resources designed to streamline operations and enhance management efficiency across all functional areas. The LeadGen CRM system enables sophisticated member and special events prospect management and marketing automation that increases customer acquisition success rates while reducing administrative burden on club staff.

Trello Project Management tools facilitate collaborative planning and execution of capital projects, events, and operational initiatives with transparent progress tracking and accountability measures. Digital Signature Management systems eliminate paper-based approval processes and accelerate contract execution, while Online Financial Management platforms provide real-time budget monitoring, expense tracking, and financial reporting capabilities accessible from any device.

Digital Invoicing systems automate billing processes and improve cash flow management through streamlined payment processing and automated follow-up procedures, while additional tools include inventory management systems, staff scheduling platforms, member communication portals, and comprehensive reporting dashboards that provide managers with instant access to critical operational data.

Operating Budgets Versus Capital Reserves

Hampton Golf brings specialized expertise in managing the complex financial dynamics between operating budgets and capital reserves, recognizing that properties face unique challenges in balancing current operational needs with long-term capital requirements. The company will work closely with the board and finance committee to develop sophisticated financial models that optimize the allocation of member dues between operational expenses and capital reserves while maintaining appropriate funding levels for future facility improvements and equipment replacements. This includes creating detailed capital planning schedules that spread major expenditures over multiple years to minimize member assessment requirements, developing reserve fund investment strategies that maximize returns while maintaining liquidity for planned projects, and implementing financial reporting systems that provide complete transparency regarding the allocation and utilization of member funds. Hampton Golf's approach ensures that the property maintains financial stability while avoiding the pitfalls of deferred maintenance or inadequate capital reserves that can lead to expensive emergency assessments or declining facility conditions.

Member Approval of Projects

Hampton Golf's extensive experience in navigating member approval processes for essential projects encompasses comprehensive communication planning strategies that build member understanding and support through education, transparency, and collaborative dialogue. The company recognizes that successful project approval requires more than simply presenting financial data; it demands careful attention to member concerns, clear articulation of project benefits, and structured opportunities for input and feedback.

Hampton Golf develops detailed communication plans that include multiple touchpoints with Residents, from initial project announcements through final approval votes, ensuring that Residents receive consistent, accurate information about project necessity, scope, timeline, and financial implications. Town hall meetings are carefully orchestrated to provide comprehensive project presentations while creating welcoming environments for questions and concerns, with follow-up communication addressing all feedback received.

The company's approach to explaining the "why" of projects goes beyond immediate needs to encompass long-term strategic positioning, competitive considerations, and member experience enhancement, helping Residents understand how proposed investments will preserve and enhance the club's value proposition. This communication strategy is supported by detailed financial modeling that demonstrates various funding scenarios, impact on Resident costs, and consequences of project deferral, enabling informed Resident decision-making that considers both immediate and long-term implications for the club's success and sustainability.

VENETIAN RIVER CLUB

Partnership Proposal

HG reporting is accessible in real-time online and through mobile applications on iPhone and Android. Monthly reporting is delivered electronically and details the following:

- Daily revenue tracking to budget and prior year
- Monthly review of revenues (mid-month and final)
- Monthly Financial Reports and review
- Monthly weather patterns
- Marketing initiatives and ROI on each
- Upcoming marketing focus
- And much more

****A sample monthly report is included in supplemental documents (the industry's most extensive and forward-thinking review and plan).***

HG will direct an annual planning process that includes the development of an Annual Plan (including the annual budget, business plan, marketing plan, and facility plan). The final annual plan will be completed during the transition period. Thereafter, the annual plan for the upcoming calendar year will be completed in the fall of each year.

Hampton Golf Internal Oversight

Hampton Golf's Executive Team is constantly focused on each of its partners' facilities. Facility, customer service, revenue, expenses, and all other components of a managed property are monitored on a weekly basis by the Executive Team through HG's proprietary weekly reports. HG's weekly reports not only review what took place for the week prior (income, expenses, facility conditions, weather, etc.) but, more importantly, a forecast for the upcoming week is reviewed. **This type of consistent forecasting allows operations to adjust scheduling and either reduce or increase labor hours based on the usage of the facility. The forecasting also provides the HG Marketing Team with information necessary to execute marketing initiatives based on Guest utilization and property availability.**

Members of Hampton Golf's Executive Team and the Regional Manager will be on-site to evaluate all facility components and ensure that the expectations of both the Board and Residents/Guests are exceeded.

The union of consistent forecasting through weekly reporting, extensively detailed monthly reporting, real-time reporting through mobile devices, and on-site oversight by the HG Executive Team makes Hampton Golf's internal oversight program one of the most respected and appreciated in the industry.

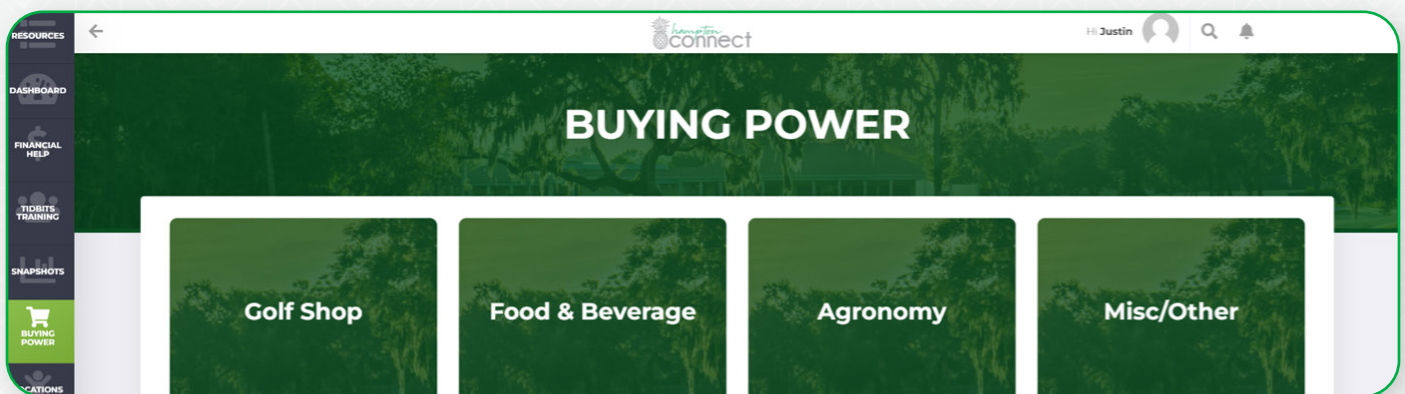
VENETIAN RIVER CLUB

Partnership Proposal

6) BUYING POWER ———

Hampton Golf will maintain industry-low cost of goods sold in all departments by placing the Club in our group buying program. By using our relationships within the industry and combining the Club with others in the portfolio, the Club will appreciate savings at or above levels offered by competitors.

NOTE: Although other management companies can make similar promises, Hampton Golf believes its ability to negotiate and manage purchases for the Club will stand out within the industry. Hampton Golf will use national account partners to provide lower pricing, extended terms, free or discounted fixtures and furnishings, and access to special closeout merchandise. Hampton Golf's professional relationships with equipment manufacturers, food purveyors, maintenance equipment providers, merchandise providers, and others will allow the Club to receive significantly discounted materials, credits, and rebates.



7) SERVICES & OPERATIONS ———

Hampton Golf presents an opportunity to partner with dedicated industry experts who have the experience, knowledge, and especially similar product wherewithal to provide a comprehensive approach that improves the value proposition to benefit Residents and their Guests.

Approach

The Club will benefit significantly from consistently scheduled operational refocusing and reenergizing. As such, the proposal squarely aligns with the Board's overarching thinking, which emphasizes enhanced Club professional management and realizing the Board's vision to reshape the market's Resident/Guest experience while providing exceptional value, service, programming, and amenities.

Hampton Golf plans to (1) install exciting event programming and intense marketing/promotion to bolster Resident and Guest usage; (2) energize Team Members; (3) Exercise accurate business metrics for revenue, expenses, labor burn, forecasting, and operational performance; (4) supply the proper level of resources required to maximize each dollar and (5) hire and develop the best talent to promote the highest level of customer service.

VENETIAN RIVER CLUB

Partnership Proposal

Resident and Guest Usage

A proactive revenue management model partnered with outbound targeted marketing and nurturing Resident and guest utilization will increase monthly average visits, club engagement, and revenue. Key aspects include:

- Introduction of Guest offerings to align with underutilized periods
- Emphasizing programming – notably, lifestyle and dining events
- Tracking activity and communicating tailored messages based on their unique behaviors and activities
- Implementing programs specifically designed to encourage incremental spending during each visit without compromising margins
- Expanding hours of operation (if needed when utilization is explored)

In today's hyper-competitive world, prioritizing a professional marketing and sales culture is essential. "Build-it-and-they-shall-come" reliance should not apply. **Hampton Golf blends art and science (rooted in data) to efficiently connect with Residents and Guests at the right time with engaging content that prompts action.**

On behalf of the Club, we will proactively manage the marketing process, identifying specific revenue levers to meet the desired goals and objectives.

Business is poised to be flat without new prospects nurtured for extended periods. That is why we proactively operate under a consistent and unceasing story-telling philosophy centered on the exceptional value offered.

- Resident Retention – Acquiring new users is only half the equation. Keeping them coming back is the key to growth and sustainability. Hampton Golf will design, execute, and measure several programs to inspire and lock in longtime loyalties, including:
 - Our data scientists utilize spending habits to analyze at-risk Residents, behavior trends, unique purchasing habits, history, and anticipated "steady state" future value.
 - We analyze potential marketing strategies designed to increase usage and increased frequency of Guest participation.
 - We operate with 'Big Ears,' listening attentively to our different customer profiles and shaping operations, events, marketing, and experiences to fit their requests.
 - We survey and execute the actions requested by our Residents. One complete club survey per year and department-specific surveys on events and other essential actions.

8) FACILITY MAINTENANCE —

Hampton Golf's Maintenance Team is highly educated, skilled, and determined to deliver outstanding facility-wide experiences to each guest daily. Our Guest-centric approach is more than simply growing grass. The focus is also on healthy plantings, aesthetics, eco-sustainability, and keen attention to detail across the total acreage. This corresponds with a reasonable budget required to impress guests repeatedly and earn positive word of mouth. Commitments to excellence from the GM and others on the maintenance crew lead to efficiencies in staffing and a high-quality, desirable end product.

Strategy & Plan

For the River Club, a written physical plant and facility plan will establish short-term and long-term goals, considering the maintenance and business needs of the Club. They will align with property upkeep tactics along with a clear quality assurance schedule. The conditioning blueprint accounts for seasonality yet is flexible to meet nuances in weather conditions, traffic, potential capital expenditures, and other variables. We will strictly adhere to an approved budget consistent with standards and metrics within the facility plans.

Environmental Stewardship

Hampton Golf is widely recognized as one of the industry's most eco-friendly companies with plans to conserve and improve environmental quality while enhancing experiences will be in place. Specific examples of next-level environmental stewardship include:

Plastic Bottle Minimization: At numerous facilities nationwide, HG has instituted a "plastic bottle ban" to reduce plastic pollution in the world's oceans, fight the negative impacts of plastic pollution, and cut landfill inputs.

Planting Trees: Working with the Board, HG can enact a tree-planting program, identifying areas of the golf courses to convert from maintained turf to tee-planted forests without impacting the playability of the course and turf health.

Facilities Maintenance

Hampton Golf utilizes a proprietary facility and operations evaluation program titled POP (property observation program). This program is tailored to meet individual facility needs and consider the specific and changing profile of the particular market.

This thorough biannual evaluation includes all physical plant components and a complete cure plan for all necessary actionable improvements. Members of the HG Executive and Regional Teams perform this highly important function. These processes allow Hampton Golf to correct product declines and continue pointing efforts to value enhancement.

Task management and task tracking are crucial when balancing maintenance duties. There is often a reflex to run towards the next request with little strategy in place. HG will introduce a maintenance ticket request system, allowing the facilities and custodial teams to manage priorities and stay on task.

VENETIAN RIVER CLUB

Partnership Proposal

9) FOOD AND BEVERAGE OPERATIONS —

HG will support and mentor while working closely with the Director of Food and Beverage to offer high-quality, properly priced food and beverage menu items. HG will develop an annual buying and operating plan to ensure a healthful and efficient operation, develop an attractive menu, and design attractive displays and promotions for both grill and catering/banquet operations.



Food & Beverage services will be designed to conform to the kitchens and dining facilities, including food and beverage inventory management, food preparation, service, on-course beverage cart service, and catering banquet operations. All necessary licenses and permits will be obtained and kept current, all health standards and regulations will be strictly followed, and all equipment and fixtures will be maintained in good working order.

HG will assist in developing a menu based on input from Residents and Guests, considering the kitchens' capabilities and historical sales. Surveying of Guests will be employed after each visit to gather feedback on possible improvements and enhancements to service levels, food quality, and menu options. HG develops menus to allow for multiple uses of stocked food items and little spoilage.

****See next page for menu example***

HG has developed and implemented several programs and procedures to build and maintain profitable a la carte and event business, trained Team Members in procedures unique to operating successful food and beverage operations, and instilled the firm's TidBits training program to ensure exceptional customer contact.

HG's extensive technical experience and skills in managing and operating food and beverage outlets similar to the River Club will serve Residents and Guests well with those operations under HG's management.

VENETIAN RIVER CLUB

Partnership Proposal



DEERWOOD
COUNTRY CLUB

SOUPS & SALADS

CHEF'S SOUP OF THE DAY 8 ☐

WATERMELON & FETA SALAD 15 ☐
Baby arugula, mint, watermelon, feta cheese, lemon zest and olive oil tossed in a balsamic vinaigrette

BIG ITALIAN SALAD 17 ☐
Butter lettuce topped with giardiniera, salami, provolone, Parmesan, heirloom tomatoes and olives, served with white balsamic vinaigrette

BURRATA SALAD 16 ☐
Little gem lettuce, heirloom tomatoes, basil and olive oil, drizzled with a 15-year aged balsamic glaze

HOUSE SALAD 7 | 13 ☐
Mixed greens topped with cucumbers, tomatoes and carrots, served with your choice of dressing

CLASSIC CAESAR 7 | 13
Crisp romaine lettuce tossed with Parmesan cheese croutons and a creamy Caesar dressing

ADDITIONS

Grilled or Crispy Chicken +6 | Grilled Shrimp +7 | Grilled Filet +10 | Pan-Seared Salmon +8

DRESSINGS

Balsamic Vinaigrette | Blue Cheese | Caesar | Honey Mustard Ranch | Sangria Vinaigrette | White Balsamic Vinaigrette

SHARABLES

SHRIMP COCKTAIL 18 ☐
Poached shrimp with shredded lettuce, avocado, lemon and Marie Rose sauce

CHARCUTERIE 23
Cured meats, artisan cheeses, house pickles, fig jam and crusty baguette

CHEF'S HOUSE-MADE MEATBALLS 14 NEW
Veal, pork and beef, fresh herbs, marinara sauce, mozzarella brule, pecorini romano, grilled baguette and fresh basil

BOOM BOOM CALAMARI* 18 NEW
Crispy calamari, boom boom sauce, sweet tear drop peppers and scallions

CRISPY ZUCCHINI FRIES 12
Served with a Green Goddess sauce

JUMBO LUMP CRAB CAKE 18
Lump and claw meat with fennel, corn, heirloom tomato relish and sun-dried tomato aioli

SPINACH-ARTICHOKE EMPANADAS 16 ☐
Empanadas with spinach, artichokes and cheese, served with rice pilaf and house-made salsa

ROASTED VEGETABLE FLATBREAD 16
Topped with roasted vegetables, mozzarella cheese, heirloom tomatoes, pesto, basil and aged balsamic

AHI POKE TUNA TACOS 14 NEW
#1 grade yellowfin tuna, wasabi, pickled ginger, soy ginger vinaigrette, wakame, wasabi, fresh jalapeno, red radish, rolled cucumber, scallion, tamarind soy, checkered sesame seeds and micro wasabi

HANDHELDS

All sandwiches are served on your choice of white bread, whole wheat bread, rye bread or a wrap. Substitute gluten-free bread +1 ☐. Served with your choice of side: house-made chips, coleslaw or fresh fruit. Substitute fries or sweet potato fries +2 or onion rings +3.

GASTRO BISTRO BURGER 19
Smoked bacon, cheddar cheese, Tarragon Russian dressing, onions, lettuce, tomatoes and pickles on a brioche bun

BRISKET GRILLED CHEESE 18
Pulled smoked brisket topped with bacon jam and American cheese, served on grilled panini bread

NASHVILLE HOT CHICKEN SANDWICH 18
Southern fried chicken breast topped with a hot honey sauce, and dill pickles, served on a brioche bun with mayonnaise

CHICKEN TORPEDO 17
Grilled chicken, sliced tomatoes, mozzarella, baby arugula and pesto aioli with a balsamic glaze

ENTRÉES

KOREAN BBQ SALMON 31
Grilled salmon with house BBQ sauce, served with rice pilaf, charred broccolini, onion rings

ROASTED CHICKEN BREAST 27
Roast chicken breast served with roasted potatoes, charred broccolini, cranberry sauce and chicken jus

SEARED SCALLOPS 40
Served with brown butter, sage, pappardelle pasta and house sauce

LAMB CHOPS 18 ☐
Double-cut lamb chops served with brown sugar wine sauce, roasted potatoes, charred broccolini and pure wine sauce

CHOPPED 42 NEW ☐
Hearty greens, butter-poached lobster, scallops, seared crab claw, medallion neck chops, PEI mustard, garlic, duck head, braised lentils, tomato broth and grilled baguette

VEAL MILANESE 38 NEW
Grilled broasted veal cutlets, cauliflower potato purée, honey-chili glazed carrots, citrus sautéed vegetables and risotto salad

MISO SEABASS 42 NEW ☐
Chilean seabass, sushi rice, Chef's vegetable medley and gentle honey sake glaze

CRAB-STUFFED SHRIMP 42 NEW ☐
California Gulf shrimp stuffed with jumbo lump crab cakes, spaghetti vegetables, cauliflower purée and Valencia olive

TOMAHAWK PORK CHOP 34 ☐
Served with house sugar wine sweet potatoes, street corn and house-made apple butter

PRIME CERTIFIED BLACK ANGUS RIBEYE 42 MP ☐
Served with a double baked potato, creamed spinach and bacon jam

CERTIFIED BLACK ANGUS FILET MIGNON 42 MP
Box rib served with Yukon mashed potatoes, asparagus, braised carrots and onion rings

BUILD YOUR OWN CREATION

Select one protein, one sauce, one starch and one vegetable

PROTEINS

SEABASS 42
DIVER SCALLOPS 40
CANADIAN SALMON 38
LAMB CHOPS 18
BONE IN CHICKEN BREAST 27
TOMAHAWK PORK CHOP 34
14 OZ CAR PRIME RIBEYE MP
8 OZ CAR FILET MIGNON MP

STARCHES

BASMATI-QUINOA PILAF | BAKED POTATO
PAPPARDELLE PASTA
BROWN SUGAR MISO SWEET POTATOES
FRENCH FRIES | SWEET FRIES
ONION RINGS | ZUCCHINI FRIES
YUKON GOLD MASHED POTATOES

SAUCES

BEARNAISE | BACON LAM
LEMON BEURRE BLANC | PICCATA
GARLIC-HERB BUTTER | KOREAN BARBECUE

VEGETABLES

CHARRED BROCCOLINI | CREAMED SPINACH
MEXICAN STREET CORN | ASPARAGUS
HONEY-CHILI GLAZED BABY CARROTS
CHEF'S VEGETABLE MEDLEY

VEGETARIAN

PAPPARDELLE PRIMAVERA 23 ☐
With asparagus, broccoli, red peppers, artichoke tomatoes, spinach and olives tossed in tomato-basil sauce

CAPRESE TORPEDO 15 ☐
Straw tomatoes, mozzarella, baby arugula and gentle sauce with a balsamic glaze

VEGETABLE PLATE 21 ☐
Assorted rice-vegetable pilaf with asparagus, broccolini, carrots, sweet potatoes and balsamic tomatoes

☐ - Gluten Free | * - Gluten-Free Option Available | ☐ - Vegan or Vegetarian | MP - Market Price
Consuming raw or undercooked meat, eggs, poultry or seafood increases your risk of contracting a foodborne illness, especially for individuals with medical conditions or allergies. Please make your server aware of any medical concerns or food allergies.

DESSERTS

All desserts made in-house

BLUEBERRY PIE 9
*With whipped cream
A la mode +2*

LEMON PANNA COTTA 9
Served with fresh berries

CHOCOLATE ESPRESSO CAKE 9
With whipped cream and raspberry curls

Peach Cobbler 9
Served with warm vanilla ice cream

ASSORTED ICE CREAM & SORBET 4

LIQUOR

VODKA
Belvedere
Grey Goose
Elevated
Absolut

GIN
Aviation
Monkey Goggles
Hendrick's
Beehive
Tanqueray

WHISKEY/BOURBON
Angel's Envy
Crown Royal
Capitol
Puff
Hollands

TEQUILA
Don Julio 1942
Don Julio
Don Julio
Casamigos
Patron

RUM
Don Julio 1942
Don Julio
Don Julio
Casamigos
Patron

COGNAC
Hennessy
J.D. Rousseau
F.C. Celier
D.O.M.

SCOTCH WHISKY
Black & Tan
High West
Basil Hayden

CRAFT COCKTAILS

Please drink responsibly

ESPRESSO MARTINI 15
Two shots, St. Germain and fresh espresso, garnished with a dust chocolate espresso bean

BASIL CUCUMBER GIMLET 15
Two shots, basil, cucumber, lemon and simple syrup

PAPER PLANE 16
Jim Beam, malted, agave and lemon

LOOF 18
Lower End (D.O.M. Distillery), Elderflower and lemon, garnished with a candied orange peel and cherry +15

THE WICKS 14
Rare, pineapple, coconut cream, orange and lime

WHITE COSMOPOLITAN 15
Absolut Citron vodka, Cointreau, fresh lime juice and white cranberry juice, garnished with dehydrated dragon fruit



☐ - Gluten Free | * - Gluten-Free Option Available | ☐ - Vegan or Vegetarian | MP - Market Price
Consuming raw or undercooked meat, eggs, poultry or seafood increases your risk of contracting a foodborne illness, especially for individuals with medical conditions or allergies. Please make your server aware of any medical concerns or food allergies.

Partnership Proposal

As the Club evolves into sales-focused and experience-focused organization, Hampton Golf will assist in reframing how the Club engages Residents and Guests. Diminishing marginal utility is experienced when Residents and Guests consume a similar product repeatedly. It is incumbent on **the Club to deliver fresh, non-traditional, fun lifestyle, fitness, racquets, and other themed events to enhance perceived value and, ultimately, usage.**

The Marketing Support Team and the Vice President of Marketing oversee weekly, monthly, and annual event calendars.



CLUB CONCERT SERIES

SELECT DATES IN OCTOBER

JOIN FAMILY & FRIENDS AT THE CLUB FOR DINNER AND LIVE MUSIC

OCT 10 DAVID CROES 5 - 8PM	OCT 11 LOUI LYNN 7 - 10PM	OCT 12 JOSE J AND DESSERT 7 - 10PM
OCT 17 TBD	OCT 18 ELLIAN WISE 7 - 10PM	OCT 19 TOMMYLILEY CREAM 7 - 10PM
OCT 24 DAVID CROES & ALANIS SUPRE 5 - 8PM	OCT 25 DUKE EMMETT 7 - 10PM	OCT 26 FAMILY AND FRIENDS CONCERT 7 - 9PM
OCT 31 C.J. THE PIANO MAN 5 - 8PM		





*EVENT IS TAKING PLACE IN THE CLUBHOUSE. For more information, please contact the club: (813) 225-8000 or info@tennesseeroyalclub.com. 1818 Tennessee Boulevard, Ft. Lauderdale, FL 33304

[illegible]

10) CAPITAL IMPROVEMENT PROJECTS —

Hampton Golf's approach to long-term capital planning and reserve studies for the River Club reflects the company's sophisticated understanding that successful property management extends far beyond day-to-day operations to encompass strategic facility planning that preserves and enhances property value while maintaining resident satisfaction and financial stability. The company's capital planning methodology begins with comprehensive facility assessments that evaluate the current condition of all club assets, from courts infrastructure and irrigation systems to clubhouse facilities, kitchen equipment, and recreational amenities, establishing baseline conditions and identifying anticipated replacement timelines for major components. These assessments consider not only current functionality but also emerging industry standards, evolving Resident expectations, and potential regulatory requirements that may influence future capital needs. Hampton Golf's reserve study process employs sophisticated financial modeling that projects future capital requirements over 20-30 year periods, enabling boards to establish appropriate reserve funding levels that spread major expenditures across multiple years while avoiding the financial shock of large special assessments.

The company's active involvement in managing and advising large capital projects and renovations demonstrates Hampton Golf's commitment to ensuring that major investments deliver maximum value while minimizing disruption to club operations and activities. This hands-on approach encompasses project conceptualization, vendor selection, contractor management, quality assurance, and timeline coordination that leverages Hampton Golf's extensive industry relationships and project management expertise.

The Country Club of Ocala renovation exemplifies Hampton Golf's ability to guide clubs through complex facility improvements that enhance both functionality and aesthetic appeal while maintaining operational continuity throughout the construction process. This project involved comprehensive coordination between multiple contractors, careful scheduling to minimize member inconvenience, and rigorous quality control measures that ensured final results exceeded expectations while staying within budget parameters and timeline commitments.

Eagle Harbor's clubhouse renovation project showcases Hampton Golf's expertise in managing large-scale facility improvements that require extensive planning, member communication, and operational coordination to achieve successful outcomes. This renovation involved complex logistical challenges, including temporary facility arrangements, staff coordination during construction phases, and member communication strategies that maintained satisfaction and engagement throughout the extended project timeline. Hampton Golf's role extended beyond simple oversight to include design input based on operational efficiency considerations, vendor evaluation and selection processes that prioritized both cost-effectiveness and quality outcomes, and ongoing project management that ensured adherence to specifications and schedules. The successful completion of this renovation demonstrated Hampton Golf's ability to balance member needs, operational requirements, and budget constraints while delivering facility improvements that enhance the club's competitive position and long-term value.

VENETIAN RIVER CLUB

Partnership Proposal

Laurel Oak Country Club's comprehensive golf course and clubhouse renovations represent perhaps the most complex capital project in Hampton Golf's portfolio, involving simultaneous improvements to multiple facility components that required sophisticated coordination and project management expertise. This dual renovation challenged the management team to maintain member satisfaction and operational continuity while overseeing extensive construction activities that affected virtually every aspect of club operations. Hampton Golf's approach involved detailed pre-construction planning that anticipated potential conflicts and disruptions, comprehensive member communication strategies that kept stakeholders informed throughout the process, and flexible operational adjustments that accommodated construction schedules while preserving essential club services. The project's success demonstrated Hampton Golf's ability to manage complex, multi-phase renovations that deliver transformational facility improvements while maintaining member loyalty and operational stability.



Laurel Oak Country Club Clubhouse Renovation

VENETIAN RIVER CLUB

Partnership Proposal



Laurel Oak Country Club Clubhouse Renovation

Hampton Golf's involvement in helping boards evaluate and prioritize infrastructure improvements encompasses a comprehensive analysis of competing capital needs, member priorities, operational requirements, and financial constraints that enables informed decision-making about major expenditures. This evaluation process involves a detailed cost-benefit analysis that considers not only immediate improvement needs but also long-term strategic implications, member satisfaction impacts, and competitive positioning effects that influence the club's overall value proposition.

Hampton Golf provides boards with objective assessments of various improvement options, including alternative approaches that may achieve similar objectives at different cost levels, timing considerations that optimize member convenience and operational efficiency, and financing strategies that minimize member financial burden while ensuring adequate project funding. The company's approach recognizes that infrastructure improvement decisions often involve competing priorities and limited resources, requiring careful analysis and clear communication to build board consensus and member support. This advisory role extends to helping boards understand the consequences of deferring maintenance or improvements, including potential cost escalation, member dissatisfaction, and competitive disadvantages that may result from inadequate facility investment. By providing comprehensive analysis and ongoing support throughout the decision-making process, Hampton Golf ensures that capital planning decisions align with both immediate operational needs and long-term strategic objectives that preserve and enhance the club's position in the competitive marketplace.

VENETIAN RIVER CLUB

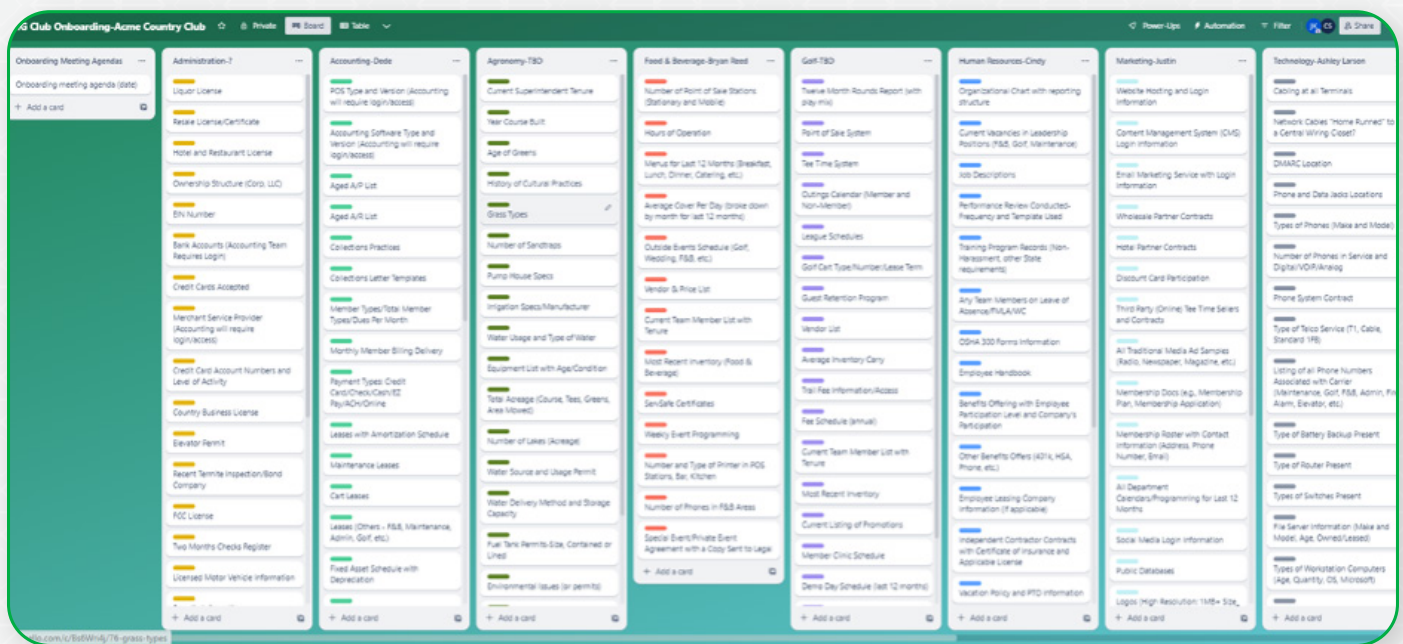
Partnership Proposal

11) ACCOUNT MANAGEMENT —

Operations

Beginning operations of a club managed by Hampton Golf is a carefully constructed and obsessively detailed process. Winning the favor of Team Members, Residents, and Guests from the starting line is critical to exceptional performance and financial positioning. The thesis supporting Hampton Golf's philosophy has everything to do with each little action that must be managed flawlessly. Even a little miss can give a project an unexpected headwind.

The Club and Hampton Golf will manage the opening process through a digital onboarding checklist. Each action has a 'card' associated with it, and Team Members will coordinate, discuss, and comment on what is taking place with that action. On-site Team Members, the Board, and HG Support Team Members will have complete transparency and the ability to review and comment.



During the 90-day onboarding period for Team Members, all Club management/leadership will be evaluated and met with during a series of 1-on-1s. These insightful and often eye-opening discussions are managed through a series of established questions focusing on their career aspirations, where they feel improvement can come from, and what established SMART goals will be put in place, personally and professionally.

If a Team Member in a leadership position falls short of expectations, the Hampton Golf Team will share its findings with the Board and suggest the next steps. The Board can have the final say, if they choose, regarding a Team Member's role and employment, leadership positions, and any others the Board identifies as essential.

VENETIAN RIVER CLUB

Partnership Proposal

Some important bullets regarding operational starts:

- Managed on-site by the Hampton Golf Executive Team, led by Justin Kuehn, Bill Rehanek, Jamie Selby and Travis Norman
- On-site orientation with Team Members
- Hands-on communication with Team Members and Residents/Guests
- Employees are Team Members of Hampton Golf
 - Reduces liability
- 90-Day Introductory Period
 - Evaluations of Team Members and positions
 - Digital and on-site training mandatory

Ongoing Operations

Communicating performance and financials is a critical aspect of properly executed governance. Effective communication ensures that the Board is well-informed, can make informed decisions, and can provide strategic guidance to the organization. Hampton Golf's structured approach for effectively communicating performance and financials can be modified to meet the schedule and informational needs.

Month-end financials are provided within 14 days of the month's end (typically within one week). Real-time financials are available at any time. If the Board chooses, they can receive the re-forecasting report, completed each Tuesday.

The Club and Board will have direct access to the Hampton Golf Executive Team. Many on the Hampton Golf Executive Team will be involved in delivering valuable information to committees, Club leadership, and the Board.

Hampton Golf's philosophy regarding continuous improvement has taken shape from the Japanese philosophy of Kaizen, which means "change for the better" or "continuous improvement." HG coaches on the concept that we are never done getting better. We search for curious, constantly learning Team Members who have an inability to settle for good. In HG's eyes, good is the enemy of great.

Executable actions focus on continuous improvement, starting with HG's digital training solutions, TidBits, and Eagle Mindset Executive Coaching. Also, the LeaderUP leadership seminar provides the foundation for Team Members to step towards their next phase of career development.

A sometimes overlooked ingredient of continuous improvement is continuous recruiting. Hampton Golf believes in constant and unceasing recruiting efforts for exceptional, service-minded problem solvers. The significant amount of turnover in the industry often leaves those who have not recruited with a need to hire a 'body' rather than the talent needed to excel in that role.

VENETIAN RIVER CLUB

Partnership Proposal

Leadership

The Board's level of involvement in hiring and performance measurement of key staff can vary based on their desires and the roles identified for participation. However, it is suggested that the Board determine the level of involvement and the identified roles and memorialize those for future Stakeholders to work from.

Effective problem management in the hospitality industry is crucial for maintaining high levels of customer satisfaction and operational efficiency. Depending on the type of problem encountered, it would activate certain HG Support Team Members. For this discussion, know that the Hampton Golf Executive, Regional, and Support Center Teams are deliberately agile to meet the needs of each of our clients. The Board will have a complete understanding of any problems that would be considered a high priority. If communication with the Residents regarding a problem and proposed solution is necessary, the Board may/will review and comment.

Performance

Measuring and reporting performance on account management involves tracking various metrics related to service levels, Guest satisfaction, and spending growth. Hampton Golf will measure the following:

- Customer Satisfaction (CSAT):
 - Conducting regular Guest satisfaction surveys to gather feedback and measure overall satisfaction.
 - Rate the satisfaction on a scale and calculate the average CSAT score.
- Net Promoter Score (NPS):
 - Asking how likely they are to recommend the Club to others on a scale from 0 to 10.
 - Calculate the NPS by subtracting the percentage of detractors (0-6) from the percentage of promoters (9-10).
- Resident Retention Rate and Usage Rates:
 - Measure the percentage of Residents retained over a specific period annually.
- Customer Lifetime Value (CLV):
 - Calculate the projected revenue generated from a Resident throughout their relationship with the Club

Regarding performance, service level, and account management baselines, Hampton Golf will cross-reference like facilities for year one. Following year one, the Club will have foundational tools and metrics from which to work. Also, financial baselines will provide a jump-start for performance and ultimately point the property to a level to measure.

12) RESIDENT AND GUEST EXPERIENCE —

Hospitality & Customer Relations

No revenue initiative will prove successful without a well-trained, high-performing team. Hampton Golf will utilize its proprietary Guest-centric staff training program, Tidbits, and Eagle Mindset Executive Training, focused on consistently exceeding expectations during the Guests' journeys. The staff will be carefully curated and reoriented to a purpose-over-task approach to gain a high level of Guest satisfaction.

The process of transforming Team Members into motivated service providers is rooted in teaching them the importance of becoming warm and welcoming ambassadors and anticipating Guests' needs for high-quality experiences time and again. This will be constantly monitored and "scored," representing a dramatic shift in culture and accountability as service standards are introduced.

Hampton Golf will study, focus on, and improve the Member and Guest experience by pointing significant resources to enhance programming and Guest engagement.

Experience Beyond Expectations

Led by our professional trainer, our teaching-learning module series illustrates how to carry out Hampton Golf's Guest vision. Guidelines for acceptable and unacceptable behaviors are demonstrated and discussed, as is role-playing, for the daily execution of best service practices during each interaction – from parking cars to serving cocktails.

We promote empathizing with each Guest's situation, anticipating and servicing their needs, and introducing Guests to the next portions of their safe and fun journeys, creating positive, seamless experiences.

Formal training sessions are augmented by regular reviews of the Guest vision and service and behavior standards in departmental and all-staff meetings. Timely feedback on observed positive and negative interactions is provided – these are teaching moments, not indictments.

The Clubs will be subject to mystery shopping exercises (as well as guest surveys) anonymously conducted by professional, independent evaluators. Reports are used to further train, incentivize, and reward Team Members.

No one wants to lose, right? The Hampton Connect Scoreboard shares the daily rankings for all managed clubs by training material consumed and completed. The Scoreboard will certainly encourage club leadership to make training a priority while furthering the actions of Team Members.

Communications

Developing an effective communication strategy for the Clubs involves several key steps and considerations to ensure that Residents and Guests are engaged, informed, and connected. **Hampton Golf's Marketing Team provides a complete offering of services and communication systems for the Clubs to utilize, with minimal action needed on-site. Think of it as a full-service advertising agency serving on-site operations.**

VENETIAN RIVER CLUB

Partnership Proposal

The Hampton Golf Marketing Team utilizes all forms of media to build, manage, and communicate to the different audiences housed within the Club's CRM and marketing automation system.

The Club's technology stack will be fully optimized to ensure the system and associated tools are integrated and operating with little to no friction for on-site management. Hampton Golf's Marketing and IT Teams will execute the adoption and improvements.

The Club will communicate with Residents and Guests through a regular cadence of events (daily) and a weekly newsletter. To ensure a communication cadence is in place, Residents and Guests will be overcommunicated at the start through push notifications through the mobile app, text, social media, and email.

Hampton Golf will regularly assess the effectiveness of the communication strategy, analyzing engagement metrics, feedback, and the overall impact of communications. Adjustments will be made as needed to improve the efficacy.



ALEXIS CAJAL
Multimedia Designer
Palm City, Florida
Arts & Crafts, Movies, Concerts and Traveling



EMMA ROSE SMITH
Graphic Designer
Ponte Vedra Beach, Florida
Traveling, the Beach, Working Out and My Dogs



GINA PAPE
Social Media Specialist
Chicago, Illinois
Running, the Beach, My Dogs and Family Time



JUSTIN KUEHN
Vice President of Marketing
Albany, New York
Vacationing



KAREN BILLINGSLEY
Graphic Designer
Cortland, New York
Traveling, Family Time, Reading and My Dogs



KATHLEEN RADICAN
Communications Specialist
Pittsboro, NJ
Spin, Yoga, Drawing and Reading



KELLY MURRAY
Communications Director
Jacksonville, Florida
Traveling, Animals and the Beach



KYEELEE SPENCE
Communications Specialist
Atlantic Beach, FL
Working Out, the Beach, Exploring & Shopping



MARIA CAMINO
Graphic Designer
Guaymas, Mexico
Makeup, Disney and Fashion



MARISSA CLARK
Marketing & Media Manager
Manila, Philippines
Traveling with Family, Baking and Desserts!



RYAN LAUBACH
Marketing & Communications Associate
Jacksonville, FL
Video Games, Working Out and Pickleball



VANESSA SACCA
Social Media Specialist
Jacksonville, Florida
Disney, Painting and Animals

HAMPTON GOLF MARKETING TEAM

WHO WE ARE

OUR MISSION

We amplify the voice of each managed club to keep them in the spotlight, foster recognition and cultivate traditional and non-traditional business with a dedication to providing every client with more than they imagined in terms of design and more than they expect with regard to service.

OUR VISION

To be best-in-class marketers and communications providers utilizing advanced systems for tracking and production that result in proactive approaches with timely, professional and top-quality execution.

HOW DO I SUBMIT A REQUEST?

marketing@hampton.golf

TOP 10 RESPONSIBILITIES:

- 1 LISTENING TO CUSTOMER NEEDS
- 2 TRACK TRENDS AND MONITOR COMPETITION
- 3 WORK AND TRANSMIT BRAND VALUES
- 4 COORDINATE EFFORTS WITH PARTNERS
- 5 INNOVATE
- 6 COMMUNICATE WITH THE REST OF THE COMPANY
- 7 HELP IMPROVE SALES PROCESS AND CUSTOMER KNOWLEDGE
- 8 MANAGE MARKETING BUDGETS
- 9 CALCULATE ROI
- 10 DEFINE STRATEGIC MARKETING PLANS



Need something last minute?
Go ahead, hit the panic button.

"Don't sell the steak. Sell the sizzle."
- Elmer Wheeler

"Good marketing makes the company look smart. Great marketing makes the customer feel smart."
- Joe Chernov

VENETIAN RIVER CLUB

Partnership Proposal

Performance

Surveying is a powerful tool that enables the Clubs to understand and meet the needs and expectations of Guests. By gathering valuable feedback and insights directly, we gain a comprehensive understanding of their preferences, satisfaction levels, and areas for improvement. These insights serve as a cornerstone for strategic decision-making, allowing the Club to enhance products, services, and overall experience. Surveys will be developed specifically for each department and tailored to the amenities and departments.

Here are some key reasons why customer surveying is vital for The River Club:

Guest Insights: Surveys provide direct insights into their perceptions, preferences, and experiences with our products and services. This information is invaluable for tailoring offerings to meet their expectations effectively.

Identifying Strengths and Weaknesses: Through Guest feedback, we can identify the strengths of our products or services and areas that may need improvement. This helps us focus on enhancing what we do well and addressing shortcomings.

Engagement and Loyalty: Engaging Guests through surveys demonstrates that we value their opinions and are committed to delivering exceptional service.

Informed Decision-Making: Survey data provides actionable insights that guide decision-making at all levels of the Club's operation. It helps us allocate resources efficiently, prioritize initiatives, and align strategies with Guest expectations.

Adaptation to Market Changes: The market is constantly evolving. Surveys help us stay attuned to shifting preferences, emerging trends, and evolving industry landscapes. This agility enables us to adapt and remain competitive.

In conclusion, Guest surveying is an indispensable tool that empowers the Clubs to enhance customer satisfaction, foster loyalty, and drive business growth. We are committed to utilizing this tool effectively and integrating customer feedback into our strategies to ensure a superior experience.

**A comprehensive survey is available for review in the additional documents*

13) MARKETING – THE UNIFICATION OF SALES, ADVERTISING & VALUE —

The marketing plan formulated for the River Club will be designed to reach the Club's projected targets for sales, revenues, guest satisfaction, and retention. Adhering to the outlined steps in this plan ensures that we navigate through essential aspects while simultaneously concentrating on the execution of a robust sales and marketing strategy that will advance the Club's market position and appeal.

The Club's brands are not based solely on amenities but on the key messaging developed for targeted personas/audiences.

A Club's current Residents and Guests are one of its most important assets, so retention and value enhancement plans will be included within the sales and marketing plan.

VENETIAN RIVER CLUB

Partnership Proposal

Clubs become sustainable when memorable experiences enrich Guests' lives by connecting them with family, friends, and others. The Clubs will activate a connection process to ensure engagement and usage. Hampton Golf will assist with developing Resident orientation practices, which ultimately advance the relationship between the Club and a new customer relationship.

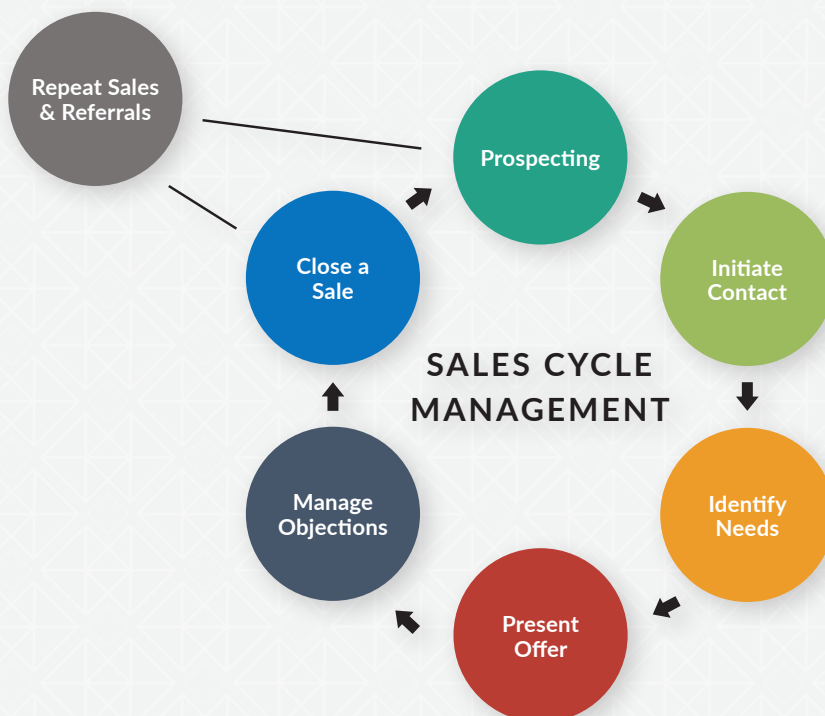
14) SALES FOCUSED ORGANIZATION —

Hampton Golf is a sales-focused management company and a leader in this category. We will apply our sales expertise and implement such strategies immediately. Our sales-focused strategies consist of proper training, execution, and continuing education that will lead to revenue growth, value enhancement, increased usage per Guest, and improved customer satisfaction.

A sales force is built on the capabilities of its managers. Unfortunately, there are very few companies in the club management industry that have made sales training and continuing education a focus. Hampton Golf believes that without an unwavering approach to sales training and execution, a facility can easily slip into sales mediocrity and miss significant revenue opportunities.

No other management company gets as close to their client's business as Hampton Golf. Hampton Golf is constantly tracking, analyzing, and reporting on the following:

- Number of inquiries;
- Source of inquiry;
- Initial response;
- Follow-up responses and procedures;
- Outbound sales actions;
- Strategies for outbound sales actions;
- Data collection;
- And much more!



VENETIAN RIVER CLUB

Partnership Proposal

Hampton Golf makes it a priority to teach on-site Team Members (Sales Pros) what customer-focused selling is and train them on the steps of the sales cycle. We heavily emphasize two specific steps: “initiate contact” and “identify needs.” The first impression is critical, and identifying a customer’s needs is imperative in providing a customizable solution.

Front-line supervisors (Department Heads and General Managers) play a key role in influencing the performance of the Sales Pro they manage and motivate. In fact, these managers are more important in driving sales results than anyone else in the company. Therefore, Hampton Golf has developed proprietary sales training for front-line managers, which teaches them best practices, sales forecasting metrics, data collection, one-on-one coaching, and much more.

The relationship between marketing and sales is closer than it has ever been in the industry. Marketing reaches out to potential customers and provides them with knowledge and incentives about the clubs and their products through promotions and campaigns. They nurture leads through the sales cycle to ensure that people keep coming back. Getting the initial sale is important, but it is reflective of a good Marketing Team to keep people interested in what else the clubs have to offer. Marketing develops a relationship between a large customer base and the products and services that each club sells (e.g., Membership, weddings, banquets/events).

After Marketing has reeled in the leads, it is up to those tasked with selling the identified revenue channels to close them. The Sales Pros, through proper training, role-play, and testing, will develop a one-on-one relationship with the customer, and they will work hard to ensure that the customer evolves from having an interest in the Club to signing a contract and paying for a service. The Sales Pro addresses the specific needs of the customer and provides a solution tailored to their requirements. Through additional methods such as cold calling, salespeople can turn a lead into a profit.

Most golf clubs have these salespeople in place but choose not to train, inspire, coach, and work with them one-on-one. Hampton Golf recruits, hires, and makes salespeople the talented individuals they are to ensure the success of each managed club in our portfolio.

Once a salesperson is hired, the below necessary tools will be provided to evolve that person into a sales professional. Moreover, monthly meetings will be held with the Sales Pro and a member of our Executive Team to ensure compliance and provide support.

- Oversight of daily sales actions and training based on such actions;
- Prospect data collection and database development;
- Inquiry and follow-up response/development;
- Sales cycle management and oversight;
- Sales analytics review and coaching based on such analysis;
- Annual Sales Symposium hosted by industry and sales experts;
- Training of: (1) customer-focused sales; and (2) differentiation rather than comparison; and
- Customer Relations Management software

VENETIAN RIVER CLUB

Partnership Proposal

15) HUMAN RESOURCES —

The Hampton Golf Human Resources Team supports the Club with recruiting, compliance, payroll, and benefits management.

HAMPTON GOLF HUMAN RESOURCES TEAM

WHO WE ARE



CINDY SECHRIST
Vice President of HR
Orange Park, FL
Spending time with family,
soccer mom and Disney fanatic



MAGAN AKIN
HR Assistant
Houston, TX
Spending time with family, reading and
playing board games with friends



NATALIE VAN BUREN
HR Generalist
Jacksonville, FL
Running, skydiving and
adventuring with my dog



PIXIE TOGWEILER
On-Boarding Coordinator
Hot Springs, VA
Spending time with family and
friends, baking and coffee



RENATE GRAMMEL
HR Coordinator
Jacksonville, FL
Bowling, cooking, learning pottery and
spending time with my kittens, Dot and Kip.



STEPHANIE BALL
Payroll Coordinator
Houston, Texas
Reading, traveling and attending
sporting events.

OUR MISSION:

To develop, implement and support programs and processes that add value to Hampton Golf and our partners, improve Team Member welfare, encouraging empowerment, growth and the retention of our most valuable resource – people.

OUR VISION:

We aspire to build strong partnerships and relationships with management of all levels of Hampton Golf and our partners to create a culture that values every Team Member while encouraging and rewarding exceptional performance and continuous improvement. To provide resources of the highest quality in a cost-effective manner while creating a healthy, beneficial and professional environment for Team Members.

WHAT WE DO:

- 1 VALUING, ENCOURAGING AND SUPPORTING A DIVERSE WORKFORCE
- 2 CONTINUALLY IMPROVING INDIVIDUAL AND ORGANIZATIONAL EFFECTIVENESS
- 3 COMMUNICATING HR COMPLIANCE
- 4 COMMUNICATE COMPANY POLICIES AND PROCEDURES
- 5 COORDINATE AND EXECUTE PAYROLL PROCESSING
- 6 PROVIDE DIRECTION AND GUIDANCE
- 7 PROMOTE SAFETY AND HEALTH
- 8 PROVIDE GUIDANCE WITH EMPLOYEE MATTERS
- 9 PROVIDE TRAINING AND DEVELOPMENTAL TOOLS FOR TEAM MEMBER GROWTH

ADJUSTMENTS@HAMPTON.GOLF | NEWHIRES@HAMPTON.GOLF | HRTEAM@HAMPTON.GOLF

Employee Compensation is driven by internal equity, external market benchmarking, years of experience/service, and performance. We recommend performance reviews conducted during the first 30, 60, and 90 days of employment and then annually using their anniversary date of hire.

The current year Benefits Guide can be reviewed, highlighting all benefits offered to Hampton Golf, Inc. Team Members. The benefit year is the calendar year; therefore, each November is the Open Enrollment Period for an estimated 30-day period. To support our Team Members during this open enrollment season, HR offers onsite educational meetings, WebEx/Zoom sessions, links to recorded plan highlights, or individual meetings via phone highlighting plan changes and suggested benefit plans to support their health and overall well-being. HR sends an email announcement to all Team Members during the open enrollment season and for new eligibility, providing tools/resources to select their desired benefit plans.

VENETIAN RIVER CLUB

Partnership Proposal

Our HR Team is available for questions via phone or email Monday through Friday, 8 am-5 pm, to assist with any inquiries. For both new elections and annual enrollment, our HR Team will assist the Team Members with their enrollments using our Benefits Administration provider (Paychex) digitally, where elections can be selected using a mobile device or laptop/PC. Team Members receive confirmation statements of their benefit elections and reminders to verify their payroll deductions for accuracy.

Payroll Administration Process and Tools

Today, Hampton Golf, Inc. partners with Paychex to process payroll/quarterly and annual filings. The HR Team will train Department Heads/Club Operators on using the online tools and provide reference materials to support the time management and submission process. The HR Team is accessible for questions or challenges to aid in this submission via phone or email.

The Company is on a biweekly pay frequency, with Friday check dates. The seven-day workweek is defined as Monday – Sunday. Our Team Members will utilize a time clock or kiosk stations to clock in/out daily. Department Heads/Operators are trained to review timecards daily for accuracy. Following the close of the pay period, Club Operators (GM/designee) will review time & attendance reports to correct any missed punches for Team Members, load any PTO hours due, and conduct one final review of time worked for Team Members.

Once the audit is completed, the Operator will import the work hours into the Paychex payroll center following the pay period closing. The Club Operator/GM submits payroll no later than Tuesday at 4 p.m. Following submission, the HR Team will review the submission (hours, weighted overtime, holiday pay, etc.) before payroll is released on Wednesday at noon.

We encourage direct deposit. For those who elect paper checks, a payroll package is shipped overnight for a Thursday delivery to the Club. Live checks are delivered on Friday to Team Members. All check stubs are available online on payday.

Process and tools for recruiting, hiring, and training Club staff

Recruiting actions are supported by the Human Resources and Marketing Teams, providing audiences internally and externally of Hampton Golf. Depending on the role, the Human Resources Team can coordinate interviews and feedback for the hiring manager to review.

The Human Resources Team coordinates hiring and onboarding to ensure compliance. Training new Team Members becomes the responsibility of the Team Member's superior and the resources the Hampton Golf Training Team provides. Tidbits training videos and testing are assigned to the Team Members for completion as they move through their onboarding stages.

16) LEADERSHIP AND EXECUTIVE STAFF —

The role of a General Manager is critical in overseeing the overall operations and performance of the Club. To be successful in this role, a GM should possess a combination of talents, skills, and qualifications. Here are the key aspects:

Talents and Skills:

1) Leadership and Decision-Making Skills:

- The ability to lead a team, make sound decisions under pressure, and provide direction to achieve organizational goals.

2) Communication and Interpersonal Skills:

- Effective communication with Team Members, stakeholders, and customers is vital. Good interpersonal skills help in building relationships and resolving conflicts.

3) Strategic Planning and Vision:

- The capacity to develop long-term strategies, set achievable goals, and align the Club's vision with operational activities.

4) Financial Acumen:

- Understanding financial reports, budgets, and financial planning is essential for managing resources efficiently and making informed decisions.

5) Problem-Solving and Adaptability:

- The ability to identify challenges, analyze situations, and devise innovative solutions. Adaptability is crucial to respond to changing market conditions and organizational needs.

6) Operational Excellence:

- Ensuring smooth day-to-day operations by optimizing processes, improving efficiency, and monitoring performance against set benchmarks.

7) Team Building and Talent Development:

- Fostering a positive work environment, building effective teams, and nurturing talent through coaching and mentorship.

8) Customer Focus:

- Prioritizing Guest satisfaction, understanding needs, and tailoring services or products accordingly.

9) Negotiation and Conflict Resolution:

- The ability to negotiate contracts, resolve conflicts, and manage relationships effectively.

10) Ethical and Integrity Traits:

- Upholding high ethical standards, integrity, and honesty in all interactions and decisions.

VENETIAN RIVER CLUB

Partnership Proposal

Minimum Qualifications:

The specific qualifications may vary based on experience, club size managed, and the complexity of the role, but a GM typically should possess the following:

1) Education:

- A bachelor's degree in business administration, management, or a related field is often a minimum requirement. A master's degree (e.g., MBA) can be an advantage.

2) Experience:

- Extensive professional experience, typically 5-10 years in a General Manager role, showcasing progressively increasing responsibilities.

3) Financial Understanding:

- Demonstrated ability to manage budgets, financial statements, and financial forecasting.

4) Leadership Training:

- Courses or certifications in leadership, management, and team building are beneficial but unnecessary.

5) References:

- Strong professional references attesting to the candidate's capabilities, leadership, and performance.

In summary, a successful General Manager should possess a blend of leadership, communication, strategic thinking, financial expertise, and problem-solving abilities. The minimum qualifications should reflect a solid educational foundation, substantial managerial experience, industry knowledge, and certifications demonstrating readiness for the role.

Hiring a GM involves a thorough and strategic process to ensure the right person is chosen to lead and manage the Club effectively. Below is a step-by-step process Hampton Golf will manage with and for the Board:

1) Needs Assessment and Job Description:

- Conduct a thorough analysis of the Club needs and objectives to define the role and responsibilities of the GM.
- Develop a comprehensive job description that outlines the qualifications, experience, skills, and expectations for the role.

2) Internal and External Recruitment Strategy:

- Hampton Golf will market the role internally and externally.

3) Advertisement and Outreach:

- External search will advertise the job vacancy through appropriate channels such as job portals, CMAA resources, LinkedIn, social media, and the company website.

VENETIAN RIVER CLUB

Partnership Proposal

4) Candidate Screening:

- The Hampton Golf Human Resources and Executive Teams will review applications and resumes to shortlist candidates based on their alignment with the job description and qualifications.
- Conduct initial phone or video interviews to assess candidates' communication skills, enthusiasm, and basic qualifications.

5) In-Depth Interviews:

- The Hampton Golf Human Resources and Executive Teams will conduct face-to-face or additional video interviews to assess the candidates' experience, competencies, leadership skills, and cultural fit within the organization.

6) Skill Assessments Testing:

- Relevant skills assessment tests will be conducted to evaluate the candidates' problem-solving abilities, decision-making skills, and leadership traits.

7) Reference Checks:

- Hampton Golf will contact provided references to verify the candidate's professional background, achievements, work ethic, and suitability for the role.

8) Final Interviews and Presentations:

- The Board can, if desired, conduct final interviews with top candidates.
- Candidates will be asked to prepare and deliver presentations on their leadership plan and weekly execution strategy, demonstrating their understanding and strategic thinking.

9) Offer and Negotiation:

- Hampton Golf will extend a formal offer to the selected candidate, outlining compensation, benefits, and other terms of employment.
- Negotiate terms if necessary and address any concerns or queries the candidate may have.

10) Onboarding and Orientation:

- Hampton Golf will provide the onboarding plan to integrate the new General Manager into the Club and Company, providing them with necessary information, resources, and introductions.

Developing top talent:

Developing General Managers involves a structured process to nurture their skills, competencies, and leadership abilities within Hampton Golf. Below identifies the comprehensive approach we have in place:

1) Identifying Potential General Managers:

- Hampton Golf identifies individuals with a proven track record of leadership, strategic thinking, and a strong understanding of the company's values and objectives.

2) Assessment and Selection:

- The Company uses a combination of performance assessments, competency evaluations, interviews, and other selection methods (consumption of training modules and testing) to determine potential General Managers.

VENETIAN RIVER CLUB

Partnership Proposal

3) Structured Training and Development:

- Hampton Golf provides a targeted training program titled Eagle Mindset Executive Coaching that covers leadership skills, strategic thinking, decision-making, communication, financial acumen, and other crucial managerial competencies.

4) Mentorship and Shadowing:

- The Company encourages aspiring General Managers to shadow experienced leaders, participate in cross-functional projects, and engage in the Company's mentorship program, LeaderUP, to learn and apply best practices.

5) Regular Performance Reviews:

- Hampton Golf conducts regular, structured performance reviews (bi-annually) to evaluate the General Managers against predetermined objectives, competencies, and key performance indicators (KPIs).

6) Feedback and Coaching:

- The company provides specific, constructive feedback during performance reviews, highlighting strengths and areas for improvement. Establishing action plans for growth and development, emphasizing skill enhancement and behavior adjustments.

7) Goal Setting:

- Team Members will collaboratively set achievable goals for the upcoming performance period, aligning them with organizational objectives and the individual's career aspirations.

By implementing a structured development process and utilizing effective performance reviews and coaching, Hampton Golf cultivates and nurtures its General Managers to drive success and growth within the organization.

The average tenure of a General Manager at a Hampton Golf Managed Club in Florida is seven years. This number does not reflect managed clubs that have joined the portfolio in the last two years.

Hampton Golf does not subscribe to 'trading' a General Manager from one of our managed clubs to another unless a client has requested the action.



VENETIAN RIVER CLUB

Partnership Proposal

Recruiting, Retaining, and Developing Key Staff

(F&B Director, Executive Chef, etc.)

1. Recruitment:

- a. Job Analysis and Role Definition:
 - Clearly define roles, responsibilities, and qualifications for each position.
- b. Targeted Recruitment Strategy:
 - Utilize various recruitment channels like job boards, social media, employee referrals, LinkedIn, and professional networks to reach a diverse pool of candidates.
 - Tailor recruitment messages to highlight the unique aspects of the Club and the opportunities for growth.
- c. Structured Interview Process:
 - Develop a well-structured interview process that includes behavioral, situational, and competency-based questions.
 - Involve multiple interviewers to ensure a holistic evaluation of candidates.

2. Retention:

- a. Competitive Compensation and Benefits:
 - Offer competitive salaries and benefits packages to attract and retain top talent.
 - Conduct regular market research to ensure compensation remains competitive and aligned with industry standards.
- b. Professional Growth Opportunities:
 - Develop a clear career path and growth opportunities within the company.
 - Offer training programs such as Tidbits, Eagle Mindset, and LeaderUP, as well as workshops and mentorship to enhance skills and encourage career development.
- c. Employee Recognition and Rewards:
 - Implement a structured system for recognizing and rewarding outstanding performance and achievements, such as the Orender Service Award and the Founder's Award.
 - Encourage a positive work culture that celebrates individual and team successes.

3. Development:

- a. Personalized Development Plans:
 - Work with Team Members to create personalized development plans aligned with their career goals and company needs.
 - Provide constructive feedback and coaching to help Team Members improve and achieve their objectives.
- b. Training and Skill Development:
 - Offer regular training programs to enhance technical, soft, and leadership skills.
 - Encourage participation in workshops, seminars, and industry conferences.
- c. Succession Planning:
 - Identify potential future leaders within the organization and develop succession plans to ensure a smooth transition of key roles.

VENETIAN RIVER CLUB

Partnership Proposal

- Provide opportunities for leadership training and exposure to senior-level responsibilities.
- d. Cross-Functional Exposure:
- Encourage Team Members to work on cross-functional projects to broaden their skill set and knowledge.
 - Foster a culture of collaboration and knowledge sharing within the club.

Overall, maintaining open communication, fostering a positive work environment, and investing in the growth and well-being of the key Team Members are essential components of a successful approach to recruiting, retaining, and developing talent.

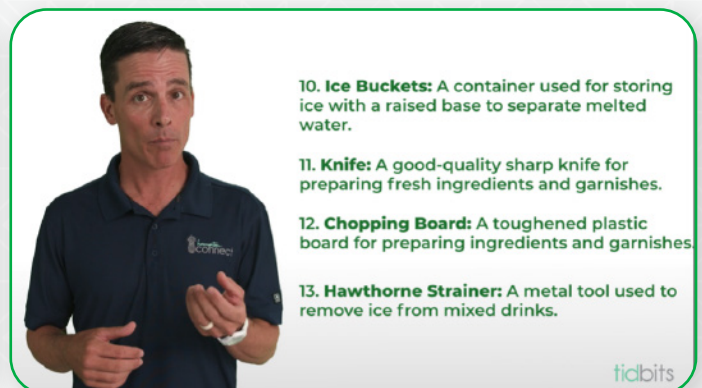
Training Programs

Hampton Golf has developed proprietary digital and on-site training solutions for Team Members, focusing on improving their performance and careers. Hospitality and recreation is a people business. Furthermore, Guests' demands and service expectations are at all-time highs. As such, Hampton Golf has expended considerable resources recruiting, training, and developing top talent.

We call this "human capital." It is driven by our proprietary performance management system that monitors and assesses job performance with constructive feedback and goals to create meaningful ways for Team Members to reach their potential and grow professionally.

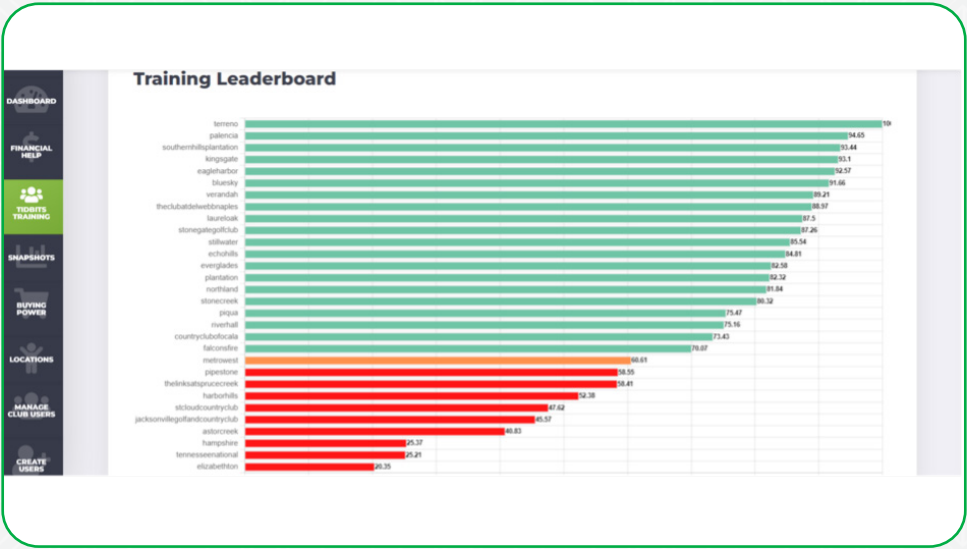
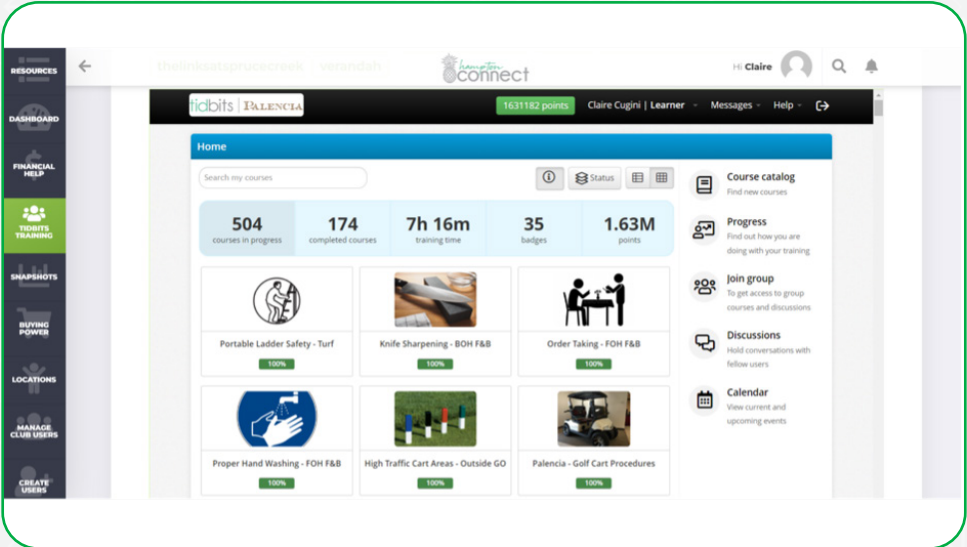
There are many reasons – notably cultural and career development – Hampton Golf attracts and retains the best talent in the industry. The goal of the Learning & Development Team is to provide all managed properties with the resources and training required to meet their goals and visions for the future. We accomplish this by educating and strengthening each property's Team Members and leadership base through interactive, hands-on training and additional electronic resources. Facilitating the ability to develop great people are our leading training programs:

Tidbits digital training provides bite-sized training videos for Team Members to consume, practice, and be tested on. All completed training reporting goes to the Director of Training and passes to the Regional Manager and Facility General Manager for review. Our online Board features more than 100 comprehensive training modules for career development. The platform is integrated with our performance management system so managers can assign training to match goals established during the annual review process.



VENETIAN RIVER CLUB

Partnership Proposal



The screenshot shows a quiz question titled 'Personal Protective Equipment (PPE) - Fitness'. The question is:

True or False: Personal Protective Equipment (PPE) is to be considered the **last line of defense against** exposure to chemical hazards, radiation hazards, biological agents, temperature extremes, noise, electrical energy, mechanical forces, irritants, or projectiles which can produce injury or illness.

The user can select 'True' or 'False' using radio buttons. A 'Submit answer' button is at the bottom left. The question is labeled 'Question 1 of 2' at the bottom right.

VENETIAN RIVER CLUB

Partnership Proposal

LeaderUP is a mentor-driven leadership workshop held for those identified as future leaders of the Company and managed Clubs. The program was established to identify and support rising stars within our organization. Selected mentees are paired with company executives to network, grow, and develop for their next steps with Hampton Golf.

Eagle Mindset Executive Coaching is a newly introduced leadership practice and training solution designed to take identified leaders' careers to the next level.

THIS MINDSET'S BREAKOUT ASSIGNMENTS: **STUDY 5 DIFFERENT LEADERS**

- o Robin Sharma
- o David Rubenstein and the Leaders he interviews
- o Disney's Robert "Bob" Iger
- o General Colin Powell
- o Dr. Brene Brown



Robin
Sharma



David
Rubenstein



Robert "Bob"
Iger



General Colin
Powel



Dr. Brene
Brown



Internal culture

The internal culture will center on the following ethos:

"We do what we say we will do, when we say we will do it, in the expected way, and if we cannot get it done, we have to clean up our mess and be responsible for that mess, and then set new conditions of satisfaction and by-when dates."

More easily stated, the culture will be one of accountability. Digital tools, training modules with testing, financial improvement, and WWW (Who is doing, What, by When) will be center stage as Hampton Golf and the talented Club Team enhance the overall customer experience and better financial performance.

17) FINANCIAL PROPOSAL (MANAGEMENT FEE) —

- **Management Compensation Fee: \$9,800**
 - Human Resources
 - Marketing
 - Lifestyles Programming
 - Buying Programs
 - Accounting
- **Performance Assurance:** \$3,000 reduction in management fees if the net monthly NOI budget is not met. If the net quarter NOI budget is attained, monthly management fees are recaptured.
- **No Long-Term Agreement, Cancel with 60-Days Notice:** The Board may cancel the management agreement with a 60-day notice, with no cancellation fee.
- **We Must Earn Your Business Each Month**

18) ADDITIONAL INFORMATION —

No other partner will care more about and be as close to The Venetian River Club and the Board's business as Hampton Golf.



VENETIAN RIVER CLUB

Partnership Proposal

2026 SUMMARY BUDGET AND PROFORMA

Summary Budget-Venetian River Club				
		Hampton	Hampton	Hampton
	25/26 Budget	25/26 Proj.	26/27 Proj.	27/28 Proj.
Revenue				
Assessments	1,808,231	1,808,231	1,835,354	1,862,885
Food & Beverage Ops	1,125,237	1,277,144	1,350,580	1,414,732
Admin & Membership	28,335	28,335	30,134	31,988
Tennis	700	700	700	700
Christmas Bonus	17,200	17,200	17,200	17,200
Total Revenue	2,979,703	3,131,610	3,233,969	3,327,505
Cost of Goods Sold				
Food & Beverage Ops	498,350	498,086	519,753	527,549
Total Cost of Goods Sold	498,350	498,086	519,753	527,549
Labor				
Food & Beverage Ops	953,382	830,144	875,801	915,213
Admin	431,872	431,872	438,350	444,925
Maintenance	0	0	-	-
Fitness, Swimming, Tennis	173,902	158,902	161,286	163,705
Total Labor	1,559,157	1,420,918	1,475,437	1,523,843
Expenses				
Food & Beverage Ops	0	0	-	-
Admin	996,421	996,421	1,011,367	1,026,538
Maintenance	0	0	-	-
Fitness, Swimming, Tennis	0	0	-	-
Total Expenses	996,421	996,421	1,011,367	1,026,538
Operating Income	-74,225	216,185	227,411	249,575
Notes:				
1) Modest increase in F&B income with improved programming, marketing, menu offerings, and service standards				
2) Slight reduction in F&B COGS % with adoption of buying program and managed purchasing				
3) Reduction in F&B labor, still significantly high and further right sizing and staffing necessary in upcoming years				
4) Slight reduction in Tennis labor to properly align Tennis Pro comp with HG standards				

19) RESUMES OF KEY MANAGEMENT STAFF —

M.G. Orender

President

A Professional Golfers' Association of America Member since 1981, MG Orender began his career in 1974 as a shop assistant to a non-member head professional at Diamond Hill Golf Club in Tampa, Fla. In 1976, the head professional departed, and Orender was asked to fill the position while a replacement was sought temporarily. Over the next 15 years, he held the positions of head professional, pro-superintendent with a class "A" superintendent certification, pro-manager, and eventually general partner.

During that time, Orender was approached regularly to consult for new and existing projects and developed a reputation as a turn-around specialist for owners and banks. Orender consulted several clients who eventually contracted with him to manage their facilities. After selling Diamond Hill in 1989, Orender formed Golftrust and proceeded to build and manage several Florida golf clubs: Timacuan Country Club in Orlando, Cypress Creek Golf Club in Tampa, Schalamar Creek in Lakeland, DeBary Plantation in DeBary, Cypress Head in Daytona Beach and the Country Club of Mount Dora in Mt. Dora. Orender served as his own secretary and a mentor through 1996 when he created Granite Golf.

Realizing small regional management firms were destined to be targets for consolidation and the limitations of fee management, Orender joined forces with two capital venture specialists who had purchased a public shell and did a reverse merger for Golftrust into that shell to become Granite Golf. Granite now manages, leases, and owns nearly 30 facilities in 11 states, four of which are currently under various stages of construction. Orender left Granite to found Hampton Golf in December of 1998. Currently, Hampton Golf operates 13 golf facilities in the Southeast.

In 2003, Orender was named the 33rd president of the PGA of America, a not-for-profit organization comprised of more than 28,000 men and women who work to promote the game of golf while enhancing the standards of the profession.

First and foremost, Orender is a devoted father to his four children. He and his wife, Donna Orender, have been considered one of the golf industry's most influential couples.

Overall, Orender has been involved and responsible for the construction of 11 facilities, and he opened and managed nearly 40 clubs in his 30-year career – a career he has used to give back to the golf industry. As president of the PGA, he used his expertise to increase golf participation among new and occasional golfers. He left a lasting, positive impact on the golf world.

RESUMES OF KEY MANAGEMENT STAFF CONTINUED —

Travis Norman

Chief Operating Officer, Partner

Over the last 25 years in the golf course management industry, Travis has directed and supervised numerous projects similar to Venetian River Club, including the reconstruction of Blue Sky Golf Club and the renovation of Eagle Harbor Golf Club.

Travis assists in brand establishment, promotion, membership development, public relations, and overall marketing strategies. Travis also evaluates each division of Hampton Golf for continual improvement of the efficiency and effectiveness of the organization, with an emphasis on attracting, retaining, and motivating individual team members with professional and personal growth opportunities. Travis also specializes in the transition process of golf course facilities.

A self-proclaimed excellent inshore fisherman, he and his wife, Tiffany, have one child, Tristan.

Justin Kuehn

Vice President of Sales and Marketing

Justin develops impactful, non-traditional membership and marketing strategies for Hampton Golf's diverse portfolio of managed golf courses.

His passion for the game of golf, coupled with expert experience directing a national advertising agency and public relations firm, has assisted him in making Hampton Golf one of the most progressively marketed portfolios in the industry.

Justin directs Hampton Golf's development and implementation of all company-wide marketing, membership, sales, and promotional strategies and activities. Justin and the sales and marketing team create and execute marketing plans focusing on customer experience, design, and technological innovation.

Justin graduated with a bachelor's degree in political science from the University of Central Florida and a bachelor's degree in marketing from Jacksonville University.

Cindy Sechrist

Vice President of Human Resources

Cindy has over 25 years of experience in the HR industry, specializing in Consulting, Recruitment and Retention Strategies, Employee Relations, Training, Compensation Planning, Benefits Administration, Conflict Resolution, Change Management, and Employee Engagement.

As Vice President of Human Resources, Cindy works with Hampton Golf's insurance partners to secure comprehensive insurance coverage at competitive pricing, compliance, loss prevention, employee engagement, and reporting; she leads the Hampton Golf Human Resources

RESUMES OF KEY MANAGEMENT STAFF CONTINUED —

Dede Franklin

Chief Financial Officer

Dede has nearly 25 years of experience in accounting, finance, and treasury and has built a reputation of trust and excellence. Dede spent the first 20 years of her career in the hospitality industry as the Senior Vice President of Accounting, Finance, and Treasury for TJF Holdings Group, which included over 135 units for Tijuana Flats Burrito Co. and Tibby's New Orleans Kitchen.

In 2015, the majority share was sold to private equity group AUA Private Equity, and Dede was asked to stay on as part of the executive management team. She was charged with financial statement preparation and presentation, monthly, quarterly, and annually, to the fund investor group, loan covenant management, and completion of the annual audit and tax oversight.

In late 2019, Dede met Travis Norman through a mutual contact and decided to join Hampton Golf as the Chief Financial Officer. Dede relocated to Jacksonville in early 2020 with her husband, John, and three children, Jack, Lucas, and Madelyn, and has been part of the Hampton Golf executive team since then. Dede holds a bachelor's degree in business management and a master's degree of accountancy. Dede directs all accounting and financial functions for Hampton Golf at the corporate level, as well as strategic planning and financial oversight for all Hampton Golf clients, including GAAP adherence, accounting policies and procedures, and reconciliation reviews.

Ashley Larsen

Vice President of Corporate Operations

Ashley oversees all vendor programs and relationships, supervises IT throughout the company, and creates strategic procedures for daily operational needs. Ashley is also responsible for developing new technological business initiatives for Hampton Golf. Ashley enjoys spending time with her family, sports, and traveling in her spare time.

Claire Cugini

Director of Training and Education

Claire Cugini has a decade of experience in training and education, focusing on personal and professional growth, talent development, and team member retention. She has successfully launched the Tidbits and Eagle Mindset Executive Coaching programs at Hampton Golf and is developing new training initiatives.

Claire holds a BA in English with a minor in Education from the University of North Florida and a Professional Educator's Certificate. Her innovative approach to training includes individualized digital learning, distinguishing her in the golf hospitality industry. In her free time, Claire enjoys crafting, hiking, and shark tooth hunting.

RESUMES OF KEY MANAGEMENT STAFF CONTINUED —

Jamie Selby

Regional Manager

Jamie most recently served as Regional Manager for ClubCorp/Invited, overseeing the largest private country club in their portfolio and the nation, The Clubs of Kingwood, located in Kingwood, Texas.

Before working for ClubCorp, Jamie served as Regional Manager for Hampton Golf Management while simultaneously serving as COO/GM for the private equity club and community, Oldfield Club, located just outside Hilton Head, SC. During his six years with Hampton Golf, Jamie's regional responsibilities extended to North Florida, Georgia, Arizona, WV, NJ, and NY. His expanded corporate duties included implementing and overseeing the company's national vendor program and due diligence for acquisitions.

While at Oldfield Club, he was responsible for all club amenities and POA management of a 900-acre community as the sole COO and GM of the entire operation.

He is a Graduate of Virginia Tech and holds degrees in Environmental Science and Horticulture with an emphasis in Turf Science, Contracting, and Business.

Silva Gazarova

Vice President of Legal Affairs & Compliance

Silva manages legal matters company-wide, handling legal issues that arise and helping reduce liability exposure for Hampton Golf and the Company's clients. Silva also performs day-to-day legal duties such as reviewing contracts, drafting documents, and completing legal research.

Silva assists in the administration and enforcement of rules and regulations, as well as other governing documents for the clubs and businesses. Silva's legal tasks and responsibilities are accomplished with direct oversight from outside counsel, who provides an additional layer of review and execution. When applicable, Silva also assists with insurance matters, providing oversight and assistance with insurance generally, in addition to claims processing and management.

Silva obtained her undergraduate degree from the University of Central Florida and her Juris Doctor from Florida Coastal School of Law. Silva enjoys spending time with her family, exercising, and supporting the Jacksonville Jaguars!

VENETIAN RIVER CLUB

Partnership Proposal

RESUMES OF KEY MANAGEMENT STAFF CONTINUED —

Bill Rehanek

Vice President of Club Operations

Bill's passion for service and the game of golf led him to move from the defense industry to pursue a career in the Golf Industry. He has been a PGA member for over 30 years and has successfully transitioned and operated more than 50 municipal and daily fee access golf facilities.

In his role with Hampton Golf, he oversees daily operations for the company's managed properties throughout the U.S., encompassing all facets of club and course management, including golf operations, course and facility maintenance, financial reporting, capital planning, recruiting, training, and sales and marketing execution.

He has a bachelor's degree in economics from George Mason University and an MBA from the University of South Florida.



VENETIAN RIVER CLUB

Partnership Proposal

20) REFERENCES —

Four verifiable references, of which two must be letters of reference



Eric Gettemy

Board Member

Jacksonville Golf and Country Club

eric@logisticaldataservices.com



Mike Seyfer

Past President of Northland Country Club (Duluth, MN)

218.340.4791

mseyfer@haileysault.com



Bonnie Van Overbeke

Board Member of Laurel Oak Country Club (Sarasota, FL)

813.335.2225

Bvanoverbeke3@gmail.com



Dan Fitzpatrick

Division President

Ashton Woods Homes

Dan.fitzpatrick@ashtonwoods.com



Sean Strickler

Division President

Pulte Group-West Florida

Sean.strickler@pultegroup.com



Scott Brooks

Director DRE/HOA/Golf Course Operations

Pulte Group-South Florida

Scott.brooks@pultegroup.com



Grady Miars

President

GreenPointe Development

gmiars@greenpointellc.com

VENETIAN RIVER CLUB

Partnership Proposal

21) ADDITIONAL DOCUMENTS —

- 1) Month-end financial report
- 2) Membership sales collateral
- 3) Client survey



The image is a cover for a financial report. It features a central black rectangular area with a repeating pattern of small, dark gray diamonds. This central area is flanked by two horizontal bands of a light gray background with a repeating pattern of small, white geometric shapes (squares and triangles). A solid green horizontal line runs across the top and bottom of the central black area, separating it from the light gray bands.

MONTH-END FINANCIAL REPORT



HAMPTON LAKES

GOLF & COUNTRY CLUB

AUGUST 2023



HamptonGolf

Prepared by Hampton Golf

HAMPTON LAKES GOLF & COUNTRY CLUB CONTROLLER'S REPORT as prepared by Hampton Golf FOR THE PERIOD ENDING August 2023



Current Actuals	Aug 23 Budget	MTD Variance	Contribution From Operations	YTD Actuals	YTD Budget	YTD Variance
17,145	(32,196)	49,341		60,220	(52,094)	112,313
			ADD:			
78,413	78,300	113	CAP Fund	633,404	631,500	1,904
30	30		Collection Allowance	150	240	(90)
3,904		3,904	Equity Initial Sale	49,724		49,724
33,531	25,000	8,531	Equity Joining Fee	204,271	310,000	(105,729)
52,563	17,500	35,063	Initiation Fees	346,846	241,500	105,346
2,056	57	1,999	Extraordinary Income	15,265	456	14,809
			LESS:			
5,564	5,200	(364)	Interest Expenses	37,480	41,600	4,120
9,400	4,250	(5,150)	Commissions - Initiation Fees	63,186	55,150	(8,036)
308		(308)	Extraordinary Expense	3,528		(3,528)
60,900	52,508	(8,392)	Depreciation Expenses	485,497	420,064	(65,433)
111,714	26,715	85,000	Net Income	720,922	614,546	106,376

Departmental Variances:

MTD	YTD
(4,456)	(28,677)
ADMIN & MEMBERSHIP	
9,730	87,969
GOLF OPERATIONS	
18,949	18,897
GOLF MAINTENANCE	
11,290	(12,624)
FOOD & BEVERAGE	
7,299	42,204
TENNIS	
1,311	2,411
FITNESS	
9,602	25,975
ACTIVITIES/AQUATICS	
(3,984)	(23,512)
REPAIRS AND MAINTENANCE	

Hampton Lakes Golf & Country Club

SUMMARY PROFIT & LOSS

August 2023													
Aug 23 Actual		Budget	\$ VAR	Aug 22 Actual	\$ Growth	% Growth	YTD Actual	YTD Budget		\$ Var	Prior YTD	\$ Growth	% Growth
		CURRENT MONTH		PRIOR YEAR SAME MONTH			YEAR TO DATE						

Hampton Lakes Golf & Country Club

SUMMARY PROFIT & LOSS

August 2023

CURRENT MONTH			SAME MONTH PRIOR YEAR			YEAR TO DATE			PRIOR YEAR TO DATE		
Aug 23 Actual	Budget	\$ VAR	Aug 22 Actual	\$ Growth	% Growth	YTD Actual	YTD Budget	\$ Var	Prior YTD	\$ Growth	% Growth
GOLF COURSE MAINTENANCE											
69,690	80,751	11,062	63,137	6,553	10.4%	550,623	609,481	(58,858)	499,451	(51,172)	(10.2%)
67,518	75,405	7,887	106,162	38,644	36.4%	760,749	720,788	(39,961)	766,055	5,306	0.7%
(137,207)	(156,156)	18,949	(169,299)	32,092	19.0%	(1,311,372)	(1,330,269)	(18,897)	(1,265,506)	(45,866)	(3.6%)
MEMBERSHIP & ADMIN											
412,523	412,106	417	338,348	74,175	21.9%	3,301,040	3,308,855	(7,815)	2,614,311	686,729	26.3%
48,761	56,736	7,976	47,612	(1,148)	(2.4%)	397,595	432,250	(34,655)	408,753	11,158	2.7%
144,749	139,876	(4,873)	134,988	(9,760)	(7.2%)	1,099,605	1,078,744	20,861	1,044,619	(54,987)	(5.3%)
95,988	83,140	(12,848)	87,376	(8,612)	(9.9%)	702,010	646,494	55,516	635,866	(66,144)	(10.4%)
267,774	272,230	(4,456)	203,360	64,414	31.7%	2,201,434	2,230,111	(28,677)	1,569,692	631,742	40.2%
CONSOLIDATED											
842,971	779,550	63,421	629,062	213,909	34.0%	6,832,883	6,440,604	392,279	5,144,911	1,687,972	32.8%
124,205	94,688	(29,517)	92,393	(31,811)	(34.4%)	953,563	824,372	129,191	841,347	(112,217)	(13.3%)
420,917	464,941	44,023	337,938	(82,979)	(24.6%)	3,355,079	3,504,568	(149,489)	2,586,764	(768,316)	(29.7%)
280,705	252,118	(28,587)	294,561	13,856	4.7%	2,464,020	2,163,757	300,263	2,040,791	(423,229)	(20.7%)
17,145	(32,196)	49,341	(95,830)	112,975	117.9%	60,220	(52,094)	112,313	(323,990)	384,210	118.6%
2.0%	(4.1%)	77.8%	(15.2%)	52.8%	346.7%	0.9%	(0.8%)	28.6%	(6.3%)	7.2%	361.5%
ADD:											
78,413	78,300	113	80,385	(1,972)	(2.5%)	633,404	631,500	1,904	632,618	786	0.1%
52,563	17,500	35,063	114,281	(61,719)	(54.0%)	346,846	241,500	105,346	495,563	(148,717)	(30.0%)
2,056	57	1,999	362	1,693	467.5%	15,265	456	14,809	862	14,404	1671.4%
3,904	3,904	3,904	3,333	571	17.1%	49,724	49,724	49,724	17,917	31,807	177.5%
33,531	25,000	8,531	5,750	27,781	483.1%	204,271	310,000	(105,729)	315,992	(111,721)	(35.4%)
30	30		30			150	240	(90)	240	(90)	(37.5%)
Less:											
5,564	5,200	(364)	4,972	(591)	(11.9%)	37,480	41,600	(4,120)	41,173	3,693	9.0%
60,900	52,508	(8,392)	50,513	(10,387)	(20.6%)	485,497	420,064	65,433	407,581	(77,916)	(19.1%)
9,400	4,250	(5,150)	12,036	2,636	21.9%	63,186	55,150	8,036	89,970	26,784	29.8%
308		(308)	3,203	2,895	90.4%	3,528		3,528	20,457	16,930	82.8%
									43,682	43,682	100.0%
Prior Year Adjustments											
94,570	58,911	35,659	140,351	(45,782)	(32.6%)	660,702	666,639	(5,937)	868,262	(207,560)	(23.9%)
111,714	26,715	85,000	44,521	67,193	150.9%	720,922	614,546	106,376	544,272	176,650	32.5%



Hampton Lakes Golf & Country Club

Balance Sheet

As of August 31st, 2023

	Current Month	Prior Month	\$ Change	% Change
Assets				
Current Assets				
Bank Accounts				
100000 Cash - Checking Accounts	481,095	496,950	(\$15,855)	(3.2%)
101000 Capital Funds #3130	753,218	846,689	(\$93,471)	(11.0%)
102000 Petty Cash Checking Accounts	1,994	1,994	-	-
104000 Operating Reserve #4344	305,185	304,706	\$479	0.2%
108000 Cash on Hand	200	200	-	-
Total Bank Accounts	1,541,692	1,650,539	(\$108,847)	(6.6%)
Other Current Assets				
111000 Other Accounts Receivable	1,188	4,144	(\$2,955)	(71.3%)
111100 Accounts Receivable - Members	1,107,624	1,248,628	(\$141,004)	(11.3%)
112200 Accounts Receivable- Employees	(711)	(711)	-	-
120000 Inventories	474,342	473,364	\$978	0.2%
140000 Deposits and Prepaid Expenses	175,893	124,873	\$51,021	40.9%
Total Other Current Assets	1,758,336	1,850,297	(\$91,961)	(5.0%)
Total Current Assets	3,300,028	3,500,836	(\$200,808)	(5.7%)
Fixed Assets				
150000 Furniture and Equipment	761,069	772,137	(\$11,068)	(1.4%)
170001 Land Improvements	5,495,288	5,507,368	(\$12,080)	(0.2%)
170002 Roads and Parking	78,699	79,543	(\$844)	(1.1%)
170004 Landscaping	159,076	76,987	\$82,088	106.6%
170006 Walls/Fencing	6,232	6,279	(\$48)	(0.8%)
175000 Buildings	2,232,526	2,250,643	(\$18,117)	(0.8%)
175100 Storage Building - Tennis	24,614	24,652	(\$38)	(0.2%)
180000 Fixed Assets	587,756	593,119	(\$5,363)	(0.9%)
180050 CIP- Construction in Progress	147,645	65,222	\$82,423	126.4%
Total Fixed Assets	9,492,903	9,375,951	\$116,953	1.2%
Other Assets				
141114 Loan Costs	17,356	17,356	-	-
Total Other Assets	17,356	17,356	-	-
Total Assets	12,810,287	12,894,143	(\$83,856)	(0.7%)

Hampton Lakes Golf & Country Club

Balance Sheet
As of August 31st, 2023

	Current Month	Prior Month	\$ Change	% Change
Liabilities and Equity				
Liabilities				
Current Liabilities				
Accounts Payable				
200000 Accounts Payable - QuickBooks	291,094	257,312	\$33,781	13.1%
Total Accounts Payable	291,094	257,312	\$33,781	13.1%
Credit Card				
201400 American Express (1033)	30,934	32,003	(\$1,069)	(3.3%)
Total Credit Card	30,934	32,003	(\$1,069)	(3.3%)
Other Current Liabilities				
201000 Accounts Payable - Other	7,579	(242)	\$7,821	(3229.4%)
203000 Taxes Payable	51,195	46,085	\$5,110	11.1%
204000 Accrued Expenses	324,367	292,148	\$32,219	11.0%
206000 Employee Payables	19,383	16,627	\$2,756	16.6%
207000 Member Liabilities	49,103	51,160	(\$2,057)	(4.0%)
209000 Deferred Income - Members Dues	1,056,201	1,304,985	(\$248,783)	(19.1%)
224600 Equity Redemption Fees	244	244	-	-
Total Other Current Liabilities	1,508,072	1,711,007	(\$202,934)	(11.9%)
Total Current Liabilities	1,830,100	2,000,322	(\$170,222)	(8.5%)
Long- Term Liabilities				
220000 Notes & Long Term Debt Payable	1,238,211	1,263,559	(\$25,348)	(2.0%)
Total Long- Term Liabilities	1,238,211	1,263,559	(\$25,348)	(2.0%)
Total Liabilities	3,068,311	3,263,881	(\$195,570)	(6.0%)
Equity				
301500 Additional Paid In Capital	3,636,345	3,636,345	-	-
304000 Member's Equity	7,125,000	7,125,000	-	-
304001 Member's Equity Forfeiture	(3,461,114)	(3,461,114)	-	-
32000 Retained Earnings	1,720,562	1,720,562	-	-
399999 Net Income (Loss) Current Year	261	261	-	-
Net Income	720,922	609,207	\$111,714	18.3%
Total Equity	9,741,976	9,630,261	\$111,714	1.2%
Total Liabilities and Equity	12,810,287	12,894,143	(\$83,856)	(0.7%)



Hampton Lakes Golf & Country Club
CONSOLIDATED PROFIT & LOSS
August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var	YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
					Revenue				
35,178	31,247	3,931	28,041	7,137	400000 Merchandise - Income	279,327	57,149	212,727	123,749
45,215	37,544	7,671	29,000	16,215	401200 Golf Sales - Green and Cart Fee	308,938	48,291	340,979	16,250
1,132	2,240	(1,108)	450	682	401300 Other Golf Revenue	27,920	59,344	8,991	78,273
46,668	43,490	3,178	36,831	9,837	401800 Membership Income - Other Fees	347,920	12,918	300,191	60,647
119,300	104,969	14,331	99,786	19,514	402100 Food - Sales	934,645	1,807	878,551	57,901
4,883	3,750	1,133	4,192	692	402200 Non Alcoholic - Beverages Sales	32,530	(1,966)	27,162	3,402
14,522	13,822	700	14,290	231	402400 Beer - Sales	133,479	(16,778)	113,823	2,878
30,032	20,394	9,638	18,910	11,122	402500 Wine - Sales	156,060	51,812	155,055	52,817
34,379	30,900	3,479	32,185	2,194	402600 Liquor - Sales	242,677	18,052	232,831	27,897
27,035	14,070	12,965	2,880	24,155	407000 Sports Center - Income	130,210	123,450	56,459	197,201
12,895	10,600	2,295	12,165	730	408000 Spa and Fitness Center	84,800	21,182	104,733	1,248
409,694	410,387	(693)	335,945	73,749	409200 Membership Dues - Income	3,295,103	(42,782)	2,558,262	694,059
60,194	54,293	5,901	11,860	48,334	409500 Other Revenue	452,243	60,172	136,246	376,169
1,844	1,844	0	2,529	(685)	409900 Common Area Maintenance	14,752	(371)	18,900	(4,519)
842,971	779,550	63,421	629,062	213,909	Total Revenue	6,440,604	392,279	5,144,911	1,687,972
					Cost of Goods Sold				
25,223	22,510	(2,713)	20,496	4,727	501000 Merchandise Cost of Goods	201,210	(51,132)	206,328	46,014
60,114	53,708	(6,406)	50,447	9,667	502100 Food - COGS	470,567	(5,143)	463,619	12,090
4,023	1,620	(2,403)	3,263	760	502200 Non Alcoholic Beverages - COGS	13,876	(11,745)	18,472	7,149
5,231	4,331	(900)	4,361	870	504100 Beer - COGS	41,932	(4,785)	35,943	10,774
11,960	6,728	(5,232)	7,217	4,743	505100 Wine - COGS	50,928	(46,260)	69,137	28,051
21,153	9,291	(11,862)	9,810	11,343	506000 Liquor - COGS	73,859	(10,127)	73,446	10,539
(3,500)	(3,500)	-	-3,200	(300)	509000 Other - Cost Of Sales	(28,000)	-	-25,600	(2,400)
124,205	94,688	(29,517)	92,393	31,811	Total Cost of Goods Sold	824,372	129,191	841,347	112,217
718,767	684,862	33,904	536,669	182,098	Gross Profit	5,616,232	263,088	4,303,564	1,575,755
					Expense				
420,917	464,941	44,023	337,938	82,979	600000 Wages and Benefits	3,504,568	149,489	2,586,764	768,316
1,744	440	(1,304)	-	1,744	601680 Lessons - Paid	6,468	(6,850)	898	12,420
52,930	50,480	(2,450)	80,611	(27,681)	601800 Contract Labor	406,128	(69,949)	264,976	211,101
1,345	860	(485)	4,516	(3,171)	605000 Employee Uniforms	22,160	(1,149)	19,606	3,703
-	-	-	900	(900)	606000 Automobile Expense	-	-	5,400	(5,400)
-	5,850	5,850	275	(275)	607000 Travel and Entertainment	11,400	5,420	12,217	(6,237)
4,620	1,500	(3,120)	1,674	2,946	608000 Employee Training & Education	4,650	(11,702)	4,759	11,594
-	-	-	-	-	609000 Employee Advertising	-	-	584	(584)

Hampton Lakes Golf & Country Club
CONSOLIDATED PROFIT & LOSS
August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var	YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
590	-	(590)	1,161	(571)	2,911	1,500	(1,411)	3,245	(333)
19,350	9,650	(9,700)	9,769	9,582	179,075	70,600	(108,475)	59,127	119,948
606	500	(106)	2,051	(1,445)	7,194	4,600	(2,594)	16,845	(9,651)
6,602	7,000	398	5,676	927	57,718	56,000	(1,718)	40,786	16,932
5,265	6,500	1,235	8,506	(3,240)	39,612	52,865	13,253	48,219	(8,607)
4,912	1,000	(3,912)	2,602	2,309	19,758	8,000	(11,758)	12,623	7,135
10,905	7,450	(3,455)	4,548	6,358	96,908	59,050	(37,858)	60,153	36,754
3,819	2,150	(1,669)	8,684	(4,865)	44,868	27,400	(17,468)	48,659	(3,792)
12,761	5,445	(7,316)	13,818	(1,057)	84,796	47,060	(37,736)	69,483	15,313
9,828	4,450	(5,378)	5,815	4,012	74,916	49,120	(25,796)	77,746	(2,829)
24,406	20,200	(4,206)	23,544	863	201,324	178,750	(22,574)	225,263	(23,938)
305	800	495	-	305	1,385	6,400	5,015	2,627	(1,241)
-	-	-	-	-	3,030	-	(3,030)	-	3,030
837	1,000	163	-239	1,076	6,298	8,450	2,152	7,333	(1,035)
-	-	-	184	(184)	1,363	-	(1,363)	2,764	(1,402)
-	-	-	176	(176)	-	-	-	899	(899)
19,989	28,235	8,246	24,581	(4,592)	148,144	196,998	48,854	151,140	(2,996)
8,286	7,100	(1,186)	7,807	480	59,484	65,800	6,316	68,385	(8,901)
2,051	1,950	(101)	3,200	(1,149)	18,348	15,600	(2,748)	21,529	(3,180)
75	1,005	930	451	(376)	5,182	8,040	2,858	7,263	(2,081)
971	400	(571)	269	702	3,780	3,200	(580)	4,084	(304)
1,527	1,300	(227)	2,539	(1,012)	14,073	10,400	(3,673)	16,997	(2,923)
5,014	1,000	(4,014)	2,422	2,592	24,610	14,600	(10,010)	15,521	9,089
658	600	(58)	528	130	4,669	4,800	131	4,000	668
5,605	5,200	(405)	12,761	(7,156)	145,112	128,050	(17,062)	172,061	(26,949)
-	8,000	8,000	4,906	(4,906)	87,528	108,100	20,572	107,954	(20,426)
1,168	11,600	10,432	3,006	(1,838)	55,132	67,800	12,668	38,433	16,699
-	1,000	1,000	-	-	2,000	8,000	6,000	-	2,000
-	500	500	-	-	1,953	2,550	597	2,612	(659)
1,205	75	(1,130)	1,864	(659)	5,417	1,035	(4,382)	6,215	(798)
-	-	-	-	-	2,998	-	(2,998)	-3	3,001
(2)	-	2	21	(23)	92	-	(92)	211	(119)
2,977	1,735	(1,242)	1,221	1,756	23,721	14,079	(9,642)	12,646	11,075
-	-	-	-	-	-	-	-	1,019	(1,019)
3,536	300	(3,236)	3,433	103	28,188	36,060	7,872	27,467	721

Hampton Lakes Golf & Country Club

CONSOLIDATED PROFIT & LOSS

August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
1,478	500	(978)	2,150	(672)	801000 Professional Fees	9,304	17,500	8,196	12,505	(3,201)
25,275	27,343	2,068	21,418	3,857	802000 Equipment Lease Expense	185,863	218,744	32,881	176,566	9,297
-	-	-	105	(105)	803000 Rental Expense	-564	-	564	2,429	(2,993)
336	-	(336)	-	336	803209 Storage Expense	8,060	-	(8,060)	-	8,060
29,728	19,000	(10,728)	14,860	14,868	804000 Insurance	194,639	137,000	(57,639)	107,142	87,497
10,000	10,000	-	12,748	(2,748)	805000 Taxes	80,093	84,800	4,707	100,403	(20,310)
701,622	717,059	15,437	632,499	69,123	Total Expense	5,819,100	5,668,325	(150,775)	4,627,554	1,191,545
17,145	(32,196)	49,341	-95,830	112,975	Net Operating Income	60,220	(52,094)	112,313	-323,990	384,210
					Other Income					
78,413	78,300	113	80,385	(1,972)	409290 CAP Fund	633,404	631,500	1,904	632,618	786
52,563	17,500	35,063	114,281	(61,719)	901000 Initiation Fees	346,846	241,500	105,346	495,563	(148,717)
2,056	57	1,999	362	1,693	902000 Interest Income	15,265	456	14,809	862	14,404
3,904	-	3,904	3,333	571	903000 Equity Initial Sale	49,724	-	49,724	17,917	31,807
244	-	244	6,933	(6,689)	903100 Collected Redemption Fees	733	-	733	7,933	(7,200)
33,531	25,000	8,531	5,750	27,781	903200 Equity Joining Fee	204,271	310,000	(105,729)	315,992	(111,721)
30	30	-	30	-	904000 Collection Allowance	150	240	(90)	240	(90)
170,741	120,887	49,854	211,075	(40,335)	Total Other Income	1,250,393	1,183,696	66,697	1,471,125	(220,731)
					Other Expense					
5,564	5,200	(364)	4,972	591	906000 Interest Expenses	37,480	41,600	4,120	41,173	(3,693)
60,900	52,508	(8,392)	50,513	10,387	906500 Depreciation Expenses	485,497	420,064	(65,433)	407,581	77,916
9,400	4,250	(5,150)	12,036	(2,636)	907500 Commissions - Initiation Fees	63,186	55,150	(8,036)	89,970	(26,784)
-	18	18	-	-	907550 Credit Card Fees - Initiation F	-	243	243	-	-
308	-	(308)	3,203	(2,895)	907600 Membership Incentive	3,528	-	(3,528)	20,457	(16,930)
-	-	-	-	-	907700 Capital Purchases	-	-	-	43,682	(43,682)
76,171	61,976	(14,195)	70,724	5,447	Total Other Expense	589,691	517,057	(72,634)	602,863	(13,172)
111,714	26,715	85,000	44,521	67,193	Net Income	720,922	614,546	106,376	544,272	176,650

Hampton Lakes Golf & Country Club

CONSOLIDATED PROFIT & LOSS

August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$Var
					Revenue					
30,340	22,697	7,643	12,366	17,975	400000 Merchandise - Income	265,128	209,577	55,551	133,755	131,373
45,215	37,544	7,671	29,000	16,215	401200 Golf Sales - Green and Cart Fee	357,229	308,938	48,291	340,979	16,250
1,132	2,240	(1,108)	450	682	401300 Other Golf Revenue	87,264	27,920	59,344	8,991	78,273
46,668	43,490	3,178	36,831	9,837	401800 Membership Income - Other Fees	360,838	347,920	12,918	300,191	60,647
-	550	(550)	1,375	(1,375)	409500 Other Revenue	11,226	7,750	3,476	11,796	(570)
123,356	106,521	16,835	80,021	43,335	Total Revenue	1,081,683	902,105	179,578	795,711	285,973
					Cost of Goods Sold					
21,062	16,342	4,720	9,045	12,017	501000 Merchandise Cost of Goods	200,915	150,894	50,021	153,590	47,324
21,062	16,342	4,720	9,045	12,017	Total Cost of Goods Sold	200,915	150,894	50,021	153,590	47,324
102,294	90,179	12,115	70,976	31,318	Gross Profit	880,769	751,211	129,558	642,120	238,648
					Expense					
52,960	57,598	(4,638)	47,336	5,624	600000 Wages and Benefits	406,249	438,726	(32,477)	257,438	148,811
1,744	440	1,304	-	1,744	601680 Lessons - Paid	12,868	6,468	6,400	-	12,868
261	400	(139)	2,151	(1,890)	605000 Employee Uniforms	4,089	4,700	(611)	2,215	1,874
-	-	-	-	-	607000 Travel and Entertainment	1,435	-	1,435	3,724	(2,290)
35	-	35	-	35	609900 Employee Expenses - Other	1,185	-	1,185	-	1,185
3,213	-	3,213	462	2,751	701000 Events and Tournaments	66,221	3,000	63,221	-1,660	67,881
-	-	-	685	(685)	702000 Operating Cost	-	-	-	1,988	(1,988)
-	-	-	2,000	(2,000)	703200 Marketing and Advertising	-	-	-	2,920	(2,920)
696	700	(4)	-	696	703800 Contract Services	8,397	5,600	2,797	5,259	3,138
-	-	-	-	-	704000 Course and Grounds Maintenance	-56	-	(56)	-	(56)
-	45	(45)	-	-	704600 Repairs - Equipment	643	360	283	469	175
2,606	1,300	1,306	570	2,036	705000 Supplies	28,045	22,400	5,645	20,389	7,656
44	-	44	-	44	705310 Promotional Expense	44	-	44	-	44
-	-	-	-	-	705600 Office Supplies	-	450	(450)	-	-
-	-	-	-	-	705700 Postage and S&H	556	-	556	-	556
1,585	1,000	585	-	1,585	706800 Dues and Subscriptions	7,873	8,600	(727)	1,641	6,232
-	-	-	-	-	709700 Bank Expenses	-12	-	(12)	-	(12)
9,843	9,118	725	7,161	2,682	802000 Equipment Lease Expense	67,299	72,944	(5,645)	43,723	23,576
-	-	-	-	-	803000 Rental Expense	-	-	-	493	(493)
72,986	70,601	2,385	60,364	12,621	Total Expense	604,836	563,248	41,588	338,600	266,237
29,308	19,578	9,730	10,612	18,696	Net Operating Income	275,932	187,963	87,969	303,521	(27,588)

Hampton Lakes Golf & Country Club

FOOD & BEVERAGE PROFIT & LOSS

August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
					Revenue					
119,300	104,969	14,331	99,786	19,514	402100 Food - Sales	936,452	934,645	1,807	878,551	57,901
4,883	3,750	1,133	4,192	692	402200 Non Alcoholic - Beverages Sales	30,564	32,530	(1,966)	27,162	3,402
14,522	13,772	750	14,290	231	402400 Beer - Sales	116,701	132,679	(15,978)	113,823	2,878
30,032	20,394	9,638	18,910	11,122	402500 Wine - Sales	207,872	156,060	51,812	155,055	52,817
34,379	30,900	3,479	32,185	2,194	402600 Liquor - Sales	260,729	242,677	18,052	232,831	27,897
-	125	(125)	125	(125)	409200 Membership Dues - Income	-	1,000	(1,000)	1,000	(1,000)
47,805	45,044	2,761	2,478	45,326	409500 Other Revenue	385,622	369,193	16,429	17,546	368,076
250,921	218,954	31,968	171,967	78,955	Total Revenue	1,937,940	1,868,784	69,156	1,425,969	511,971
					Cost of Goods Sold					
60,114	53,708	6,406	50,447	9,667	502100 Food - COGS	475,710	470,567	5,143	463,619	12,090
4,023	1,620	2,403	3,263	760	502200 Non Alcoholic Beverages - COGS	25,621	13,876	11,745	18,472	7,149
5,231	4,313	918	4,361	870	504100 Beer - COGS	46,717	41,650	5,067	35,943	10,774
11,960	6,728	5,232	7,217	4,743	505100 Wine - COGS	97,188	50,928	46,260	69,137	28,051
21,153	9,291	11,862	9,810	11,343	506000 Liquor - COGS	83,986	73,859	10,127	73,446	10,539
-3,500	-3,500	-	-3,200	(300)	509000 Other - Cost Of Sales	-28,000	-28,000	-	-25,600	(2,400)
98,981	72,160	26,821	71,897	27,084	Total Cost of Goods Sold	701,221	622,880	78,341	635,018	66,203
151,940	146,794	5,147	100,070	51,871	Gross Profit	1,236,718	1,245,904	(9,185)	790,950	445,768
					Expense					
171,986	187,933	(15,947)	112,532	59,454	600000 Wages and Benefits	1,389,729	1,456,625	(66,896)	857,343	532,386
7,826	8,000	(174)	19,350	(11,524)	601800 Contract Labor	83,518	64,000	19,518	69,690	13,828
207	-	207	2,025	(1,818)	605000 Employee Uniforms	6,157	5,000	1,157	5,592	564
1,256	1,500	(244)	699	557	608000 Employee Training & Education	6,724	1,750	4,974	2,922	3,802
51	-	51	-	51	609900 Employee Expenses - Other	137	-	137	457	(320)
3,450	2,000	1,450	1,375	2,075	701000 Events and Tournaments	24,040	23,000	1,040	16,247	7,792
-	-	-	330	(330)	702000 Operating Cost	246	-	246	1,838	(1,592)
845	-	845	300	545	703500 Member Expenses	3,991	-	3,991	300	3,691
771	50	721	158	613	703800 Contract Services	6,721	2,350	4,371	1,249	5,473
2,178	350	1,828	4,595	(2,417)	704600 Repairs - Equipment	15,365	2,800	12,565	15,199	166
-	-	-	865	(865)	704800 Repairs - Buildings	846	-	846	865	(19)
15,856	13,000	2,856	14,541	1,315	705000 Supplies	129,213	106,400	22,813	125,625	3,588
261	800	(539)	-	261	705310 Promotional Expense	1,341	6,400	(5,059)	2,627	(1,285)
-	-	-	-	-	705550 Equipment Expense	2,342	-	2,342	-	2,342
97	-	97	-	97	705600 Office Supplies	198	-	198	-	198
-	-	-	-	-	705700 Postage and S&H	56	-	56	-	56

Hampton Lakes Golf & Country Club
FOOD & BEVERAGE PROFIT & LOSS
August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$Var
-	-	-	-	-	706000 Utilities	-25	-	(25)	-	(25)
3,880	2,500	1,380	3,175	706	706200 Fuel & Oil	23,994	26,300	(2,306)	26,303	(2,309)
-	-	-	-	-	706300 Refuse and Portables	583	-	583	371	211
1,324	-	1,324	-	1,324	706800 Dues and Subscriptions	3,299	-	3,299	2,125	1,174
-	-	-	-	-	708300 License and Permits	0	850	(850)	-	0
-1	-	(1)	21	(22)	709000 Cash Over/Under	-9	-	(9)	212	(221)
-	-	-	-	-	709900 Miscellaneous Expense	-	-	-	1,019	(1,019)
-	-	-	-	-	803000 Rental Expense	447	-	447	-	447
209,989	216,133	(6,143)	159,966	50,023	Total Expense	1,698,914	1,695,475	3,439	1,129,985	568,928
-58,049	-69,339	11,290	-59,897	1,848	Net Operating Income	-462,195	-449,571	(12,624)	-339,035	(123,160)

Hampton Lakes Golf & Country Club
SWIM/ACTIVITIES PROFIT & LOSS
August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
					Revenue					
1,080	500	580	-235	1,315	407000 Sports Center - Income	13,735	14,100	(365)	16,213	(2,478)
11,404	8,300	3,104	8,007	3,397	409500 Other Revenue	81,230	74,900	6,330	68,693	12,536
12,484	8,800	3,684	7,772	4,712	Total Revenue	94,965	89,000	5,965	84,906	10,058
12,484	8,800	3,684	7,772	4,712	Gross Profit	94,965	89,000	5,965	84,906	10,058
					Expense					
16,327	28,101	(11,774)	13,080	3,246	600000 Wages and Benefits	117,853	161,365	(43,512)	108,549	9,304
-	440	(440)	-	-	601800 Contract Labor	2,768	5,808	(3,040)	4,347	(1,579)
-	-	-	-	-	605000 Employee Uniforms	725	1,200	(475)	2,934	(2,210)
-	-	-	-	-	607000 Travel and Entertainment	-	-	-	512	(512)
-	-	-	-	-	608000 Employee Training & Education	-	-	-	420	(420)
12,508	6,500	6,008	7,557	4,951	701000 Events and Tournaments	62,658	38,900	23,758	38,553	24,105
36	-	36	-	36	702000 Operating Cost	254	500	(246)	269	(14)
-	-	-	-	-	703800 Contract Services	17	-	17	-	17
1,440	-	1,440	725	715	704800 Repairs - Buildings	11,334	3,520	7,814	5,698	5,636
113	1,300	(1,187)	1,459	(1,346)	705000 Supplies	5,669	10,400	(4,731)	27,742	(22,073)
-	-	-	-	-	705600 Office Supplies	44	-	44	-	44
-	-	-	-	-	706800 Dues and Subscriptions	236	-	236	-	236
-	-	-	-	-	708300 License and Permits	-	-	-	525	(525)
-	-	-	-	-	802000 Equipment Lease Expense	126	-	126	-	126
30,423	36,341	(5,918)	22,821	7,602	Total Expense	201,683	221,693	(20,010)	190,446	11,237
(17,939)	(27,541)	9,602	-15,049	(2,890)	Net Operating Income	-106,718	-132,693	25,975	-105,540	(1,178)

Hampton Lakes Golf & Country Club

TENNIS PROFIT & LOSS

August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
					Revenue					
4,838	8,400	(3,562)	15,675	(10,837)	400000 Merchandise - Income	71,349	68,550	2,799	78,973	(10,423)
-	50	(50)	-	-	402400 Beer - Sales	-	800	(800)	-	800
25,955	13,570	12,385	3,045	22,910	407000 Sports Center - Income	239,925	116,110	123,815	40,176	75,934
-	-	-	-	-	409500 Other Revenue	-	-	-	62	(62)
30,792	22,020	8,772	18,720	12,072	Total Revenue	311,273	185,460	125,813	119,211	66,249
					Cost of Goods Sold					
3,597	6,048	(2,451)	11,323	(7,726)	501000 Merchandise Cost of Goods	48,479	49,356	(877)	52,451	(3,095)
-	18	(18)	-	-	504100 Beer - COGS	-	282	(282)	-	282
3,597	6,066	(2,469)	11,323	(7,726)	Total Cost of Goods Sold	48,479	49,638	(1,159)	52,451	(2,813)
27,195	15,954	11,241	7,397	19,798	Gross Profit	262,794	135,822	126,972	66,760	69,062
					Expense					
19,901	24,232	(4,331)	17,661	2,240	600000 Wages and Benefits	171,004	183,003	(11,999)	154,656	28,347
16,673	11,700	4,973	-	16,673	601800 Contract Labor	167,946	93,600	74,346	-	93,600
132	-	132	-	132	605000 Employee Uniforms	665	1,000	(335)	440	560
-	100	(100)	-	-	607000 Travel and Entertainment	1,176	800	376	-	800
-	-	-	-	-	608000 Employee Training & Education	1,756	2,900	(1,144)	-	2,900
477	-	477	-	477	609900 Employee Expenses - Other	477	-	477	-	-
180	-	180	-	180	701000 Events and Tournaments	25,394	-	25,394	1,333	(1,333)
386	-	386	769	(384)	702000 Operating Cost	3,217	-	3,217	2,324	(2,324)
1,972	-	1,972	-	1,972	704800 Repairs - Buildings	7,074	10,000	(2,926)	7,248	2,752
678	500	178	429	249	705000 Supplies	3,300	6,750	(3,450)	4,820	1,930
-	-	-	-	-	708300 License and Permits	538	-	538	-	-
-	-	-	-	-	709000 Cash Over/Under	-	-	-	-1	1
241	165	76	-	241	802000 Equipment Lease Expense	1,595	1,320	275	-	1,320
40,640	36,697	3,943	18,860	21,780	Total Expense	384,142	299,373	84,769	170,820	128,553
(13,444)	(20,743)	7,299	-11,462	(1,982)	Net Operating Income	-121,347	-163,551	42,204	-104,060	(59,491)

Hampton Lakes Golf & Country Club

SPA-FITNESS PROFIT & LOSS August

2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
-	150	(150)	-	-	Revenue	-	1,200	(1,200)	-	-
-	-	-	70	(70)	400000 Merchandise - Income	-	-	-	70	(70)
12,895	10,600	2,295	12,165	730	407000 Sports Center - Income	105,982	84,800	21,182	104,733	1,248
12,895	10,750	2,145	12,235	660	408000 Spa and Fitness Center	105,982	86,000	19,982	104,803	1,178
					Total Revenue					
564	120	444	129	435	Cost of Goods Sold	2,948	960	1,988	287	2,661
564	120	444	129	435	501000 Merchandise Cost of Goods	2,948	960	1,988	287	2,661
12,331	10,630	1,701	12,106	225	Total Cost of Goods Sold	103,033	85,040	17,993	104,516	(1,483)
					Gross Profit					
					Expense					
24,955	14,339	10,616	22,256	2,699	600000 Wages and Benefits	207,648	108,197	99,451	182,463	25,185
-	-	-	-	-	601680 Lessons - Paid	450	-	450	-	450
2,276	12,540	(10,264)	135	2,141	601800 Contract Labor	15,118	100,320	(85,202)	10,215	4,903
-	-	-	340	(340)	605000 Employee Uniforms	765	400	365	642	122
-	-	-	-	-	607000 Travel and Entertainment	-	600	(600)	-	-
-	-	-	-	-	701000 Events and Tournaments	-	-	-	204	(204)
-	-	-	-	-	702000 Operating Cost	-	-	-	525	(525)
567	400	167	397	170	704600 Repairs - Equipment	4,906	3,200	1,706	2,429	2,477
970	1,150	(180)	1,338	(369)	705000 Supplies	7,362	9,200	(1,838)	6,016	1,346
-	-	-	-	-	705700 Postage and S & H	64	-	64	-	64
-	-	-	-	-	706800 Dues and Subscriptions	992	-	992	-	992
-	75	(75)	-	-	708300 License and Permits	-	185	(185)	-	-
126	-	126	-	126	802000 Equipment Lease Expense	379	-	379	-	379
28,894	28,504	390	24,467	4,427	Total Expense	237,684	222,102	15,582	202,493	35,191
(16,563)	(17,874)	1,311	(12,361)	(4,202)	Net Operating Income	(134,651)	(137,062)	2,411	(97,977)	(36,674)

Hampton Lakes Golf & Country Club

GOLF COURSE MAINTENANCE PROFIT & LOSS

August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
					Expense					
69,690	80,751	(11,062)	63,137	6,553	60000 Wages and Benefits	550,623	609,481	(58,858)	499,451	51,172
19,673	10,000	9,673	43,101	(23,428)	60180 Contract Labor	137,904	80,000	57,904	124,148	13,756
550	460	90	-	550	605000 Employee Uniforms	9,157	8,860	297	7,427	1,730
-	-	-	900	(900)	606000 Automobile Expense	-	-	-	5,400	(5,400)
-	-	-	-	-	607000 Travel and Entertainment	1,054	-	1,054	-	1,054
-	-	-	-	-	608000 Employee Training & Education	3,890	-	3,890	442	3,449
-	-	-	-	-	702000 Operating Cost	-	-	-	2,757	(2,757)
3,935	6,500	(2,565)	2,508	1,428	703800 Contract Services	42,615	49,500	(6,885)	23,656	18,958
3,819	2,150	1,669	8,684	(4,865)	704000 Course and Grounds Maintenance	44,923	27,400	17,523	44,780	143
9,280	3,000	6,280	6,865	2,415	704600 Repairs - Equipment	51,674	27,500	24,174	35,508	16,166
-	-	-	-	-	704800 Repairs - Buildings	580	-	580	-	580
406	450	(44)	880	(474)	705000 Supplies	3,189	3,600	(411)	5,873	(2,684)
-	-	-	-	-	705550 Equipment Expense	688	-	688	-	688
3,937	5,835	(1,898)	6,197	(2,260)	706000 Utilities	32,078	35,048	(2,970)	29,977	2,101
4,406	4,600	(194)	4,632	(226)	706200 Fuel & Oil	35,489	39,500	(4,011)	42,082	(6,592)
-	250	(250)	-	-	706300 Refuse and Portables	-	2,000	(2,000)	-	-
835	-	835	330	505	706800 Dues and Subscriptions	2,094	6,000	(3,906)	6,588	(4,494)
5,605	5,200	405	12,761	(7,156)	707000 Chemicals & Pesticides	145,112	128,050	17,062	172,061	(26,949)
-	8,000	(8,000)	4,906	(4,906)	707100 Fertilizer	87,528	108,100	(20,572)	107,954	(20,426)
1,168	11,600	(10,432)	3,006	(1,838)	707300 Sand, Seed and Dressing	54,649	67,800	(13,151)	38,433	16,216
-	500	(500)	-	-	707900 Small Tools	1,953	2,550	(597)	2,492	(539)
-	-	-	75	(75)	708300 License and Permits	-	-	-	75	(75)
13,904	16,860	(2,956)	11,317	2,587	802000 Equipment Lease Expense	106,170	134,880	(28,710)	115,682	(9,511)
-	-	-	-	-	803000 Rental Expense	-	-	-	722	(722)
137,207	156,156	(18,949)	169,299	(32,092)	Total Expense	1,311,372	1,330,269	(18,897)	1,265,506	45,866
(137,207)	(156,156)	18,949	(169,299)	32,092	Net Operating Income	(1,311,372)	(1,330,269)	18,897	(1,265,506)	(45,866)
					Other Expense					
-	-	-	-	-	907700 Capital Purchases	-	-	-	11,400	(11,400)
-	-	-	-	-	Total Other Expense	-	-	-	11,400	(11,400)

2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
					Expense					
16,339	15,251	1,088	14,558	1,781	600000 Wages and Benefits	114,378	114,851	(473)	118,346	(3,967)
6,482	7,800	(1,318)	18,025	(11,543)	601800 Contract Labor	68,823	62,400	6,423	56,576	12,247
196	-	196	-	196	605000 Employee Uniforms	1,211	1,000	211	-	1,211
-	-	-	-	-	608000 Employee Training & Education	349	-	349	-	349
-	-	-	-	-	609900 Employee Expenses - Other	-	1,500	(1,500)	-	-
-	250	(250)	-	-	702000 Operating Cost	-	2,000	(2,000)	3,030	(3,030)
-	200	(200)	-	-	703800 Contract Services	1,329	1,600	(271)	150	1,179
-	-	-	-	-	704000 Course and Grounds Maintenance	-	-	-	3,879	(3,879)
-	-	-	678	(678)	704600 Repairs - Equipment	2,663	-	2,663	2,629	33
6,415	4,450	1,965	4,225	2,190	704800 Repairs - Buildings	55,083	35,600	19,483	63,934	(8,851)
3,653	2,500	1,153	3,273	380	705000 Supplies	21,328	20,000	1,328	24,658	(3,329)
123	-	123	-	123	705600 Office Supplies	522	-	522	-	522
142	-	142	358	(216)	706000 Utilities	1,192	-	1,192	1,103	89
2,051	1,700	351	-	2,051	706300 Refuse and Portables	8,157	13,600	(5,443)	5,891	2,266
677	-	677	219	458	706600 Alarm/Security Services	677	-	677	-	677
658	600	58	528	130	706900 Pest Control	4,669	4,800	(131)	4,000	668
-	-	-	-	-	707300 Sand, Seed and Dressing	483	-	483	-	483
-	-	-	-	-	707900 Small Tools	-	-	-	120	(120)
-	-	-	105	(105)	803000 Rental Expense	-	-	-	1,002	(1,002)
36,735	32,751	3,984	41,969	(5,234)	Total Expense	280,863	257,351	23,512	285,320	(4,457)
(36,735)	(32,751)	(3,984)	(41,969)	5,234	Net Operating Income	(280,863)	(257,351)	(23,512)	(285,320)	4,457

Hampton Lakes Golf & Country Club
ADMINISTRATION PROFIT & LOSS
August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
409,694	410,262	(568)	335,820	73,874	Revenue	3,252,321	3,294,103	(41,782)	2,557,262	695,059
985	-	985	-	985	409200 Membership Dues - Income	34,337	-	34,337	38,149	(3,811)
1,844	1,844	0	2,529	(685)	409500 Other Revenue	14,381	14,752	(371)	18,900	(4,519)
412,523	412,106	417	338,348	74,175	409900 Common Area Maintenance					
412,523	412,106	417	338,348	74,175	Total Revenue	3,301,040	3,308,855	(7,815)	2,614,311	686,729
					Gross Profit	3,301,040	3,308,855	(7,815)	2,614,311	686,729
					Expense					
48,761	56,736	(7,976)	47,612	1,148	600000 Wages and Benefits	397,595	432,250	(34,655)	408,753	(11,158)
-	-	-	-	-	605000 Employee Uniforms	542	-	542	355	187
-	5,750	(5,750)	275	(275)	607000 Travel and Entertainment	2,315	10,000	(7,685)	7,981	(5,666)
3,364	-	3,364	975	2,389	608000 Employee Training & Education	3,633	-	3,633	975	2,658
-	-	-	-	-	609000 Employee Advertising	-	-	-	584	(584)
27	-	27	1,161	(1,134)	609900 Employee Expenses - Other	1,112	-	1,112	2,787	(1,675)
-	1,150	(1,150)	375	(375)	701000 Events and Tournaments	762	5,700	(4,938)	4,450	(3,688)
185	250	(65)	267	(82)	702000 Operating Cost	3,476	2,100	1,376	4,114	(638)
6,602	7,000	(398)	5,676	927	703000 Centralized Services	57,718	56,000	1,718	40,786	16,932
5,265	6,500	(1,235)	6,506	(1,240)	703200 Marketing and Advertising	39,612	52,865	(13,253)	45,300	(5,688)
4,067	1,000	3,067	2,302	1,764	703500 Member Expenses	15,767	8,000	7,767	12,323	3,444
5,503	-	5,503	1,882	3,621	703800 Contract Services	37,828	-	37,828	29,839	7,989
736	1,650	(914)	1,283	(547)	704600 Repairs - Equipment	9,545	13,200	(3,655)	13,249	(3,704)
125	-	125	1,053	(928)	705000 Supplies	3,217	-	3,217	10,140	(6,922)
617	1,000	(383)	(239)	856	705600 Office Supplies	5,535	8,000	(2,465)	7,333	(1,799)
-	-	-	184	(184)	705700 Postage and S & H	686	-	686	2,764	(2,078)
-	-	-	176	(176)	705800 Printing & Reproduction	-	-	-	899	(899)
15,910	22,400	(6,490)	18,026	(2,115)	706000 Utilities	114,900	161,950	(47,050)	120,060	(5,160)
-	-	-	3,200	(3,200)	706300 Refuse and Portables	9,609	-	9,609	15,266	(5,658)
75	1,005	(930)	451	(376)	706500 Telephone	5,182	8,040	(2,858)	7,263	(2,081)
294	400	(106)	50	244	706600 Alarm/Security Services	3,103	3,200	(97)	4,084	(981)
1,527	1,300	227	2,539	(1,012)	706700 Music and Cable Service	14,073	10,400	3,673	16,997	(2,923)
1,270	-	1,270	2,092	(822)	706800 Dues and Subscriptions	10,116	-	10,116	5,167	4,949
-	1,000	(1,000)	-	-	707800 Common Area Upkeep	2,000	8,000	(6,000)	-	2,000
1,205	-	1,205	1,789	(584)	708300 License and Permits	4,879	-	4,879	5,615	(736)
-	-	-	-	-	708800 Bad Debt Expense	2,998	-	2,998	(3)	3,001
(1)	-	(1)	-	(1)	709000 Cash Over/Under	102	-	102	-	102
2,977	1,735	1,242	1,221	1,756	709700 Bank Expenses	23,733	14,079	9,654	12,646	11,087
3,536	300	3,236	3,433	103	709920 Association Assessments of Exp.	28,188	36,060	(7,872)	27,467	721

Hampton Lakes Golf & Country Club

ADMINISTRATION PROFIT & LOSS

August 2023

Aug 23	Budget	\$ Over Budget	Prior Year	\$ Var		YTD	YTD Budget	\$ Over Budget	Prior YTD	\$ Var
1,478	500	978	2,150	(672)	801000 Professional Fees	9,304	17,500	(8,196)	12,505	(3,201)
1,161	1,200	(39)	2,941	(1,780)	802000 Equipment Lease Expense	10,293	9,600	693	17,162	(6,868)
-	-	-	-	-	803000 Rental Expense	(1,011)	-	(1,011)	211	(1,223)
336	-	336	-	336	803209 Storage Expense	8,060	-	8,060	-	8,060
29,728	19,000	10,728	14,860	14,868	804000 Insurance	194,639	137,000	57,639	107,142	87,497
10,000	10,000	-	12,748	(2,748)	805000 Taxes	80,093	84,800	(4,707)	100,403	(20,310)
144,749	139,876	4,873	134,988	9,760	Total Expense	1,099,605	1,078,744	20,861	1,044,619	54,987
267,774	272,230	(4,456)	203,360	64,414	Net Operating Income	2,201,434	2,230,111	(28,677)	1,569,692	631,742
78,413	78,300	113	80,385	(1,972)	Other Income	633,404	631,500	1,904	632,618	786
52,563	17,500	35,063	114,281	(61,719)	409290 CAP Fund	346,846	241,500	105,346	495,563	(148,717)
2,056	57	1,999	362	1,693	901000 Initiation Fees	15,265	456	14,809	862	14,404
3,904	-	3,904	3,333	571	902000 Interest Income	49,724	-	49,724	17,917	31,807
244	-	244	6,933	(6,689)	903000 Equity Initial Sale	733	-	733	7,933	(7,200)
33,531	25,000	8,531	5,750	27,781	903100 Collected Redemption Fees	204,271	310,000	(105,729)	315,992	(111,721)
30	30	-	30	-	903200 Equity Joining Fee	150	240	(90)	240	(90)
170,741	120,887	49,854	211,075	(40,335)	Total Other Income	1,250,393	1,183,696	66,697	1,471,125	(220,731)
3,983	5,200	(1,217)	4,972	(989)	Other Expense	33,510	41,600	(8,090)	41,173	(7,663)
60,900	52,508	8,392	50,513	10,387	906000 Interest Expenses	485,497	420,064	65,433	407,581	77,916
9,400	4,250	5,150	12,036	(2,636)	906500 Depreciation Expenses	63,186	55,150	8,036	89,970	(26,784)
-	18	(18)	-	-	907500 Commissions - Initiation Fees	-	243	(243)	-	-
308	-	308	3,203	(2,895)	907550 Credit Card Fees - Initiation F	3,528	-	3,528	20,457	(16,930)
-	-	-	-	-	907600 Membership Incentive	-	-	-	1,902	(1,902)
-	-	-	-	-	907700 Capital Purchases	-	-	-	-	-
74,591	61,976	12,615	70,724	3,867	Total Other Expense	585,721	517,057	68,664	561,083	24,638
363,924	331,141	32,783	343,711	20,213	Net Income	2,866,107	2,896,750	(30,643)	2,479,734	386,373

Hampton Lakes Golf & Country Club

12 MONTH REFORECAST

2023



	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Total Reforecast	Original Budget	YTD Variance
Revenue	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget	Budget			
400000 Merchandise - Income	25,513	49,722	50,766	53,161	46,479	47,233	28,425	35,178	35,145	26,098	35,435	34,565	467,719	410,570	57,149
401200 Golf Sales - Green and Cart Fee	36,943	54,024	51,841	53,358	31,913	51,180	32,755	45,215	37,544	37,668	38,540	37,668	508,649	460,358	48,291
401300 Other Golf Revenue	705	770	32,636	40,150	2,456	3,115	6,299	1,132	2,240	2,240	2,240	2,240	96,224	36,880	59,344
401800 Membership Income - Other Fees	43,505	40,199	46,047	46,145	46,526	45,889	45,858	46,668	43,490	43,490	43,490	43,490	534,798	521,880	12,918
402100 Food - Sales	103,715	126,903	119,359	132,058	126,218	107,365	101,533	119,300	95,313	119,937	124,741	159,849	1,436,292	1,434,485	1,807
402200 Non Alcoholic - Beverages Sales	2,352	2,845	3,692	3,915	3,419	4,535	4,923	4,883	3,334	4,234	4,114	4,974	47,220	49,186	(1,966)
402400 Beer - Sales	11,491	16,728	14,403	17,753	13,590	15,998	12,216	14,522	13,049	16,963	17,453	19,126	183,292	200,070	(16,778)
402500 Wine - Sales	20,173	24,972	25,838	27,124	28,597	18,568	32,570	30,032	15,878	20,183	18,703	22,305	284,941	233,129	51,812
402600 Liquor - Sales	24,700	38,552	31,878	33,703	33,381	33,559	30,577	34,379	24,832	30,901	31,823	38,525	386,810	368,758	18,052
407000 Sports Center - Income	26,790	60,771	30,685	20,621	28,785	36,110	22,864	27,035	13,570	16,520	13,570	13,570	310,890	187,440	123,450
408000 Spa and Fitness Center	10,939	14,181	17,284	11,721	16,943	10,834	11,185	12,895	10,600	10,600	10,600	10,600	148,382	127,200	21,182
409200 Membership Dues - Income	406,485	408,453	404,925	404,939	405,529	405,617	406,678	409,694	408,504	408,962	407,306	406,135	4,883,228	4,926,010	(42,782)
409500 Other Revenue	46,897	56,604	54,561	64,677	69,730	90,866	68,886	60,194	3,275	7,075	3,675	4,225	530,665	470,493	60,172
409900 Common Area Maintenance	1,475	1,844	1,844	1,844	1,844	1,844	1,844	1,844	1,844	1,844	1,844	1,844	21,757	22,128	(371)
Total Revenue	761,681	896,567	885,759	911,170	855,410	872,713	806,613	842,971	708,618	746,715	753,534	799,116	9,840,866	9,448,587	392,279
Cost of Goods Sold															
501000 Merchandise Cost of Goods	18,899	36,830	39,809	42,390	36,575	31,350	21,266	25,223	25,316	18,802	25,525	24,899	346,884	295,752	51,132
502100 Food - COGS	58,457	55,497	54,052	62,370	61,079	66,513	57,627	60,114	49,517	59,098	62,046	73,890	720,261	715,118	5,143
502200 Non Alcoholic Beverages - COGS	1,675	4,675	2,902	2,985	2,514	4,538	2,308	4,023	1,458	1,746	1,716	1,910	32,451	20,706	11,745
504100 Beer - COGS	2,930	5,458	6,144	8,326	3,769	6,853	8,006	5,231	4,141	5,220	5,367	5,729	67,174	62,389	4,785
505100 Wine - COGS	2,983	7,419	6,783	41,133	3,231	12,323	11,356	11,960	5,250	6,466	6,013	6,842	121,759	75,499	46,260
506000 Liquor - COGS	5,251	6,350	9,695	15,267	4,118	10,992	11,159	21,153	7,553	9,164	9,502	11,164	121,369	111,242	10,127
509000 Other - Cost Of Sales	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(3,500)	(42,000)	(42,000)	-
Total Cost of Goods Sold	86,696	112,728	115,886	168,971	107,787	129,070	108,222	124,205	89,735	96,996	106,669	120,934	1,367,897	1,238,706	129,191
Gross Profit	674,986	783,839	769,872	742,199	747,623	743,643	698,391	718,767	618,883	649,719	646,865	678,182	8,472,968	8,209,881	263,088
Expense															
600000 Wages and Benefits	386,723	401,999	433,195	421,340	456,310	419,285	415,310	420,917	382,112	366,917	382,736	381,804	4,868,649	5,018,138	(149,489)
601680 Lessons - Paid	449	429	1,468	1,232	4,259	1,888	1,850	1,744	440	880	880	880	16,398	9,548	6,850
601800 Contract Labor	62,000	56,096	57,948	58,449	70,821	55,576	62,257	52,930	50,040	50,040	50,040	50,040	676,237	606,288	69,949
605000 Employee Uniforms	9,675	2,053	1,922	2,269	2,121	2,174	1,751	1,345	2,560	860	1,860	860	29,449	28,300	1,149
607000 Travel and Entertainment	576	2,489	-	207	729	1,946	33	-	650	140	800	140	7,710	13,130	(5,420)
608000 Employee Training & Education	664	4,281	149	3,663	-	1,709	1,267	4,620	2,000	4,000	-	-	22,352	10,650	11,702
609900 Employee Expenses - Other	642	-	-	206	1,343	103	28	590	-	-	-	-	2,911	1,500	1,411
701000 Events and Tournaments	11,847	33,921	47,354	26,633	6,738	17,106	16,125	19,350	5,350	10,650	9,150	20,650	224,875	116,400	108,475

Hampton Lakes Golf & Country Club
12 MONTH REFORECAST
2023

	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Total	Original	YTD
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget	Budget	Reforecast	Budget	Variance
702000 Operating Cost	80	185	466	80	1,024	3,105	1,647	606	500	500	550	550	9,294	6,700	2,594
703000 Centralized Services	7,782	6,176	6,473	9,623	6,532	7,951	6,579	6,602	7,000	7,000	7,000	7,000	85,718	84,000	1,718
703200 Marketing and Advertising	8,395	4,137	5,971	5,090	3,311	3,603	3,840	5,265	8,200	5,950	6,200	7,200	67,162	80,415	(13,253)
703500 Member Expenses	866	635	2,008	2,723	4,399	1,580	2,634	4,912	1,000	1,000	1,000	1,000	23,758	12,000	11,758
703800 Contract Services	8,917	14,062	7,880	13,119	12,084	9,103	20,838	10,905	7,450	8,100	7,450	7,450	127,358	89,500	37,858
704000 Course and Grounds Maintenance	7,384	6,475	2,562	4,229	3,720	10,371	6,309	3,819	3,400	2,200	2,750	1,550	54,768	37,300	17,468
704600 Repairs -Equipment	5,476	6,518	11,013	20,197	11,640	9,149	8,042	12,761	5,445	4,695	4,695	4,445	104,076	66,340	37,736
704800 Repairs -Buildings	2,853	11,052	12,642	5,137	13,744	6,789	12,871	9,828	4,450	4,450	4,450	4,450	92,716	66,920	25,796
705000 Supplies	27,319	25,939	25,301	24,561	28,231	22,588	22,980	24,406	28,700	22,950	21,700	23,200	297,874	275,300	22,574
705310 Promotional Expense	-	-	-	-	-	806	275	305	800	800	800	800	4,585	9,600	(5,015)
705550 Equipment Expense	-	253	-	1,876	901	-	-	-	-	-	-	-	3,030	-	3,030
705600 Office Supplies	664	1,035	369	1,220	407	828	938	837	1,000	1,150	1,000	1,000	10,448	12,600	(2,152)
705700 Postage and S&H	135	115	292	3	238	210	371	-	-	-	-	-	1,363	-	1,363
706000 Utilities	18,482	18,772	18,440	16,012	18,023	19,273	19,153	19,989	27,585	26,230	20,995	18,875	241,829	290,683	(48,854)
706200 Fuel & Oil	6,021	9,993	5,678	7,551	8,029	6,826	7,099	8,286	7,600	7,900	8,000	7,500	90,484	96,800	(6,316)
706300 Refuse and Portables	1,950	4,098	2,374	2,022	1,567	2,279	2,008	2,051	1,950	1,950	1,950	1,950	26,148	23,400	2,748
706500 Telephone	1,183	855	1,445	75	150	1,463	(65)	75	1,005	1,005	1,005	1,005	9,202	12,060	(2,858)
706600 Alarm/Security Services	836	376	481	573	22	228	294	971	400	400	400	400	5,380	4,800	580
706700 Music and Cable Service	890	1,060	2,840	2,119	1,790	1,918	1,929	1,527	1,300	1,300	1,300	1,300	19,273	15,600	3,673
706800 Dues and Subscriptions	6,035	1,203	1,197	567	6,628	1,306	2,658	5,014	2,000	-	4,750	400	31,760	21,750	10,010
706900 Pest Control	62	658	658	658	658	658	658	658	600	600	600	600	7,069	7,200	(131)
707000 Chemicals & Pesticides	47,423	32,905	13,675	14,113	23,068	8,655	(332)	5,605	24,960	5,200	5,200	24,960	205,432	188,370	17,062
707100 Fertilizer	8,389	16,391	9,541	6,749	28,894	8,699	8,865	-	24,500	8,500	8,500	8,500	137,528	158,100	(20,572)
707300 Sand, Seed and Dressing	11,431	1,998	2,944	11,342	7,430	8,226	10,593	1,168	8,000	7,900	6,000	3,150	80,182	92,850	(12,668)
707800 Common Area Upkeep	-	-	-	-	-	1,000	1,000	-	1,000	1,000	1,000	1,000	6,000	12,000	(6,000)
707900 Small Tools	276	-	698	-	-	-	979	-	-	500	-	-	2,453	3,050	(597)
708300 License and Permits	0	-	850	850	850	1,388	274	1,205	1,725	-	-	-	7,142	2,760	4,382
708800 Bad Debt Expense	44	-	428	2,526	-	-	-	-	-	-	-	-	2,998	-	2,998
709000 Cash Over/Under	22	(5)	(14)	(12)	99	5	(1)	(2)	-	-	-	-	92	-	92
709700 Bank Expenses	3,886	3,045	2,286	2,988	2,562	2,325	3,651	2,977	1,709	1,747	1,754	1,799	30,730	21,088	9,642
709920 Association Assessments of Exp.	3,433	3,536	3,536	3,536	3,536	3,536	3,536	3,536	300	11,220	300	300	40,308	48,180	(7,872)
801000 Professional Fees	137	-	3,404	1,250	1,250	1,250	537	1,478	-	-	500	-	9,804	18,000	(8,196)
802000 Equipment Lease Expense	23,623	22,672	27,384	20,937	21,506	19,330	25,135	25,275	27,343	27,343	27,343	27,343	295,235	328,116	(32,881)
803000 Rental Expense	-	447	-	(1,011)	-	-	-	-	-	-	-	-	(564)	-	(564)
803209 Storage Expense	-	-	3,999	-	336	3,052	336	336	-	-	-	-	8,060	-	8,060

Hampton Lakes Golf & Country Club

12 MONTH REFORECAST

2023

	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Total Reforecast	Original Budget	YTD Variance
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget	Budget		Budget	
804000 Insurance	14,527	14,527	14,489	30,002	29,728	30,078	31,557	29,728	19,000	19,000	19,000	19,000	270,639	213,000	57,639
805000 Taxes	10,000	10,000	10,000	9,970	10,061	10,061	10,000	10,000	12,800	10,000	10,000	14,000	126,893	131,600	(4,707)
Total Expense	701,097	720,383	743,349	734,673	794,739	707,428	715,809	701,622	674,874	624,077	621,658	645,101	8,384,810	8,234,036	150,775
Net Operating Income	(26,112)	63,456	26,523	7,526	(47,116)	36,215	(17,418)	17,145	(55,991)	25,642	25,207	33,081	88,158	(24,155)	112,313
Other Income	149,719	185,645	176,672	128,510	109,560	194,581	134,965	170,741	127,787	170,387	119,687	151,987	1,820,241	1,753,544	66,697
Other Expense	74,297	76,308	76,127	70,633	68,558	76,890	70,709	76,171	62,733	67,001	61,976	65,233	846,634	774,000	72,634
Net Income	49,311	172,794	127,069	65,403	(6,114)	153,907	46,838	111,714	9,063	129,028	82,918	119,835	1,061,765	955,389	106,376



Cash Flow Statement

Hampton Lakes Golf & Country Club

As of August 31st, 2023

Aug 23

Operating Activities

Net Income	111,714
Adjustments to Net Income	
111000 Other Accounts Receivable	2,955
111100 Accounts Receivable - Members	141,004
121100 Pro Shop Merchandise Inventory	(2,990)
121110 Inventory - Fitness	(1,669)
121230 Inventory - Tennis	3,165
122100 Food Inventory	(4,986)
122200 Liquor Inventory	10,812
122300 Beer Inventory	2
122400 Wine Inventory	(5,833)
122500 Non- Alcoholic Bev Inventory	521
141110 Prepaid Insurance	(583)
141112 Prepaid Sales Tax	(21,872)
141113 Prepaid Expenses	(27,544)
141500 Prepaid Deposits - Misc	(1,021)
200000 Accounts Payable - QuickBooks	33,781
201400 American Express (1033)	(1,069)
201800 Golf Tournaments Payable	5,196
202900 Due to Others	2,625
203100 Sales Tax Payable	5,120
203200 Use Tax Payable	(10)
204100 Accrued Payroll	31,700
204200 Accrued Bonus Payable	7,651
204300 Accrued Commission Payable	3,825
204500 Accrued Real/Personal Prop	2,192
204900 Accrued Misc Expenses	(13,148)
206000 Employee Payables	6
206200 Gratuities Payable	3,054
206700 Tennis Lessons/Repairs Payable	(305)
207100 Gift Certificates	(1,529)
207102 Spa/Fitness Gift Certificates	590
207500 Golf Sweeps - Credit Books	(1,117)
209100 Deferred Dues Income	(113,860)
209350 Deferred Bag Storage Fees	(383)
209400 Deferred Handicap Fees	(1,265)
209430 Deferred Locker Rental	(1,815)
209440 Cart Registration	(537)
209441 Trail Fees	(10,543)
209443 CAP Fees	(5,753)
209444 Vintner's Club	(1,212)
209450 Deferred Range Club Fees	(391)
209475 Deferred - Prepaid Cart Fees	(2,805)
209500 Deferred Inc- Eq Redemption Fees	(110,219)
Total Adjustments to Net Income	(78,261)
Total Operating Activities	33,454
Investing Activities	
170001 Land Improvements	(4,485)
170004 Landscaping	(82,239)

Cash Flow Statement

Hampton Lakes Golf & Country Club

As of August 31st, 2023

	Aug 23
180003 Equipment - Golf Course	(7,893)
180011 Tennis and Parking Lot	(812)
180012 Tennis Courts	2,208
180050 CIP- Construction in Progress	(82,423)
180061 Accum Dep - Land Improvements	16,565
180062 Accum Dep - Landscaping	150
180063 Accum De - Road and Parking	844
180064 Accum Dep - Clubhouse	18,117
180066 Accum Dep - Machinery and Equip	9,420
180067 Accum Dep Furn and Fixtures	11,068
180068 Accum Dep - Hardware	476
180070 Accum Dep - Pool Facilities	1,715
180071 Accum Dep - Walls/Fence	48
180072 Accum Dep- Golf Course	250
189071 Accumulated Dep - Tennis Bldg	38
Total Investing Activities	(116,953)
Financing Activities	
220000 Notes & Long Term Debt Payable	(24,685)
220005 Fitness Equipment Financing	(663)
Total Financing Activities	(25,348)
Net Cash Increase For Period	(108,847)
Cash at Beginning of Period	1,650,539
Cash at End of Period	1,541,692



YTD Cash Flow Statement

Hampton Lakes Golf & Country Club

As of August 31st, 2023

Jan 23 - Aug 23

Operating Activities

Net Income	720,922
Adjustments to Net Income	
110000 Accounts Receivables	8,347
111000 Other Accounts Receivable	(1,188)
111100 Accounts Receivable - Members	1,847,651
111112 AR Wait to Sell	(257,823)
112200 Accounts Receivable- Employees	711
121100 Pro Shop Merchandise Inventory	(107,183)
121110 Inventory - Fitness	(4,086)
121230 Inventory - Tennis	1,761
122100 Food Inventory	(11,842)
122200 Liquor Inventory	(18,137)
122300 Beer Inventory	(3,384)
122400 Wine Inventory	(24,523)
122500 Non- Alcoholic Bev Inventory	(718)
141110 Prepaid Insurance	(13,654)
141112 Prepaid Sales Tax	(21,872)
141113 Prepaid Expenses	13,631
141500 Prepaid Deposits - Misc	(79)
200000 Accounts Payable - QuickBooks	(29,166)
201100 Hole in One Payable	(20)
201400 American Express (1033)	14,355
201700 MGA Tournament Payable	1,400
201800 Golf Tournaments Payable	5,032
201850 Tennis Member- Guest Payable	(9,757)
201900 Tennis Tournament Payable	1,660
201910 Reciprocal Clubs	(175)
202900 Due to Others	(7,381)
203000 Taxes Payable	10
203100 Sales Tax Payable	(104,640)
203200 Use Tax Payable	159
204100 Accrued Payroll	59,892
204200 Accrued Bonus Payable	61,208
204300 Accrued Commission Payable	4,955
204500 Accrued Real/Personal Prop	69,324
204700 Vacation	(24,793)
204800 Holiday Fund	(5,415)
204900 Accrued Misc Expenses	1,094
206000 Employee Payables	6
206200 Gratuities Payable	9,226
207100 Gift Certificates	(6,083)
207102 Spa/Fitness Gift Certificates	2,331
207500 Golf Sweeps - Credit Books	1,818
209100 Deferred Dues Income	(705,667)
209350 Deferred Bag Storage Fees	(3,046)
209400 Deferred Handicap Fees	(11,034)
209430 Deferred Locker Rental	(8,552)
209440 Cart Registration	(5,532)
209441 Trail Fees	(78,178)

YTD Cash Flow Statement

Hampton Lakes Golf & Country Club

As of August 31st, 2023

	Jan 23 - Aug 23
209443 CAP Fees	(49,787)
209444 Vintner's Club	(8,623)
209450 Deferred Range Club Fees	(3,279)
209475 Deferred -Prepaid Cart Fees	(24,121)
209500 Deferred Inc- Eq Redemption Fees	42,039
209505 Deferred Wait to Sell Takedown	(125,019)
224600 Equity Redemption Fees	244
Total Adjustments to Net Income	472,098
Total Operating Activities	1,193,019
Investing Activities	
150000 Furniture and Equipment	(200,306)
170001 Land Improvements	(10,773)
170004 Landscaping	(150,385)
175000 Buildings	(270,894)
175100 Storage Building -Tennis	(20,863)
175200 Electrical -Building	(10,465)
175300 Club House	(14,865)
180003 Equipment - Golf Course	(23,957)
180004 Equipment - Maintenance	(18,501)
180011 Tennis and Parking Lot	(6,499)
180012 Tennis Courts	(122,833)
180050 CIP- Construction in Progress	46,373
180061 Accum Dep - Land Improvements	132,524
180062 Accum Dep - Landscaping	1,201
180063 Accum De - Road and Parking	6,754
180064 Accum Dep - Clubhouse	144,839
180066 Accum Dep - Machinery and Equip	75,359
180067 Accum Dep Furn and Fixtures	86,945
180068 Accum Dep - Hardware	3,808
180070 Accum Dep - Pool Facilities	13,719
180071 Accum Dep - Walls/Fence	381
180072 Accum Dep- Golf Course	1,998
189071 Accumulated Dep -Tennis Bldg	302
Total Investing Activities	(336,136)
Financing Activities	
220000 Notes & Long Term Debt Payable	(24,685)
220003 Ameris Loan- Greens Renovation	(171,152)
220005 Fitness Equipment Financing	(19,077)
Total Financing Activities	(214,915)
Net Cash Increase For Period	641,968
Cash at Beginning of Period	899,724
Cash at End of Period	1,541,692



MEMBERSHIP SALES COLLATERAL



MEMBERSHIP OPPORTUNITIES

AT LAUREL OAK COUNTRY CLUB





OUR MISSION

Laurel Oak Country Club provides superior, private recreational and social facilities for the exclusive use of its Members and families. Our goal is to provide our Members and their Guests with the highest level of service, quality and enjoyment in their social experiences at Laurel Oak.



YOU BELONG HERE

There's always something to play at Laurel Oak - Sarasota's premier private country club, featuring two championship golf courses, 12 Har-Tru tennis courts, six pickleball courts, swim center and year-round family activities, plus weddings and exclusive events.

Make lifelong friends in a relaxed, refined and welcoming atmosphere.



MEMBERSHIP

Members of Laurel Oak Country Club enjoy access to world class amenities, within 15-minutes to some of Florida's finest beaches.

CHAMPIONSHIP GOLF

Laurel Oak Country Club offers two breathtaking, challenging and meticulously maintained 18-hole championship Golf Courses.

WORLD-CLASS TENNIS

Home to one of the top tennis facilities in the state, our Tennis Facility has 12 immaculately maintained Har-Tru Courts, 10 being lighted for night play.

PICKLEBALL

Brand NEW top-rated Pickleball Courts with the highest level of cushioning, for maximum comfort and enjoyment.

CASUAL SOUTHERN ELEGANCE

Nature and elegance come together at the 45,000 square foot Clubhouse, nestled within 800 acres of peace and serenity.

POOL

The Swim Center at Laurel Oak features a six-lane, junior Olympic swimming pool, perfect for lap work or social swimming, heated for year-round use.







MEMBERSHIP OPPORTUNITIES

PREMIER GOLF & TENNIS

A full membership which includes unlimited use of the golf course, tennis facility, pickleball, swimming pool and patio, community social events and Clubhouse privileges.

\$85,000 ONE-TIME INITIATION FEE | \$100 EQUITY MEMBERSHIP ASSIGNMENT

Monthly Dues: \$959 plus \$260 Capital, totaling \$1,219

Young Executive Monthly Dues (40-50 years): \$479.50 plus \$260 Capital, totaling \$739.50

Young Executive pricing will include a 5% of full dues increase annually until 50 years of age.

FULL GOLF

A full membership which includes unlimited use of the golf course, pickleball, swimming pool and patio, community social events and Clubhouse privileges.

\$75,000 ONE-TIME INITIATION FEE | \$100 EQUITY MEMBERSHIP ASSIGNMENT

Monthly Dues: \$932 plus \$229 Capital, totaling \$1,161

Young Executive Monthly Dues (40-50 years): \$466 plus \$229 Capital, totaling \$695

Young Executive pricing will include a 5% of full dues increase annually until 50 years of age.



Initiation, Dues and fees are subject to change; Monthly payments are subject to change each year. Dues are subject to 7% Florida state sales tax. Initiation Fees are non-refundable, except \$100 which will be assigned as equity and is refundable upon resignation from the Club.

10/2023



MEMBERSHIP OPPORTUNITIES

FULL TENNIS

A full membership which includes unlimited use of the tennis facility, pickleball, swimming pool and patio, community social events and Clubhouse privileges.

\$10,000 ONE-TIME INITIATION FEE | \$100 EQUITY MEMBERSHIP ASSIGNMENT

Monthly Dues: \$399 plus \$100 Capital, totaling \$499

Young Executive Monthly Dues (40-50 years): \$199.50 plus \$100 Capital, totaling \$299.50

Young Executive pricing will include a 5% of full dues increase annually until 50 years of age.

FULL SOCIAL

A full membership which includes total access to the swimming pool and patio, community social events and Clubhouse.

\$7,500 ONE-TIME INITIATION FEE | \$100 EQUITY MEMBERSHIP ASSIGNMENT

Dues: \$240 plus \$68 Capital, totaling \$308

To add pickleball privileges to your Full Social membership, please inquire with our Membership Team. This is a limited upgrade option available at \$100 per month.

ASSOCIATE

An associate, non-equity membership which includes full privileges and one year term for Members under 40 years of age.

Pricing includes a \$500 fee which will accumulate, and will be applied to your Full Equity Membership Initiation Fee when you reach 40 years of age.

GOLF & TENNIS		GOLF
Age	Annual	Annual
35 & Younger	\$7,000	\$6,350
36	\$7,250	\$6,675
37	\$7,630	\$7,170
38	\$8,030	\$7,550
39	\$8,450	\$7,940

Initiation, Dues and fees are subject to change; Monthly payments are subject to change each year. Dues are subject to 7% Florida state sales tax. Initiation Fees are non-refundable, except \$100 which will be assigned as equity and is refundable upon resignation from the Club.

10/2023



F E E S

CART FEES (cart per person)

	NOVEMBER - APRIL	MAY - OCTOBER
18-HOLES	\$31	\$31
9-HOLES	\$18	\$18
CHILDREN (11-15 years)	\$18 (18-holes) \$11 (9-holes)	\$18 (18-holes) \$11 (9-holes)
CHILDREN (10 years and younger)	FREE	FREE
<i>Children 15 years or younger must ride with an adult; If accompanying adult elects to PLAY, appropriate FAMILY GUEST fees will apply.</i>		
PUSH CARTS (16 years and older)	\$15 (18-holes) \$10 (9-holes)	\$15 (18-holes) \$10 (9-holes)
PUSH CARTS (15 years and younger)	\$11 (18-holes) \$7 (9-holes)	\$11 (18-holes) \$7 (9-holes)
ELECTRIC WALKING CARTS	\$22 (18-holes) \$14 (9-holes)	\$22 (18-holes) \$14 (9-holes)

TAKE-HOME CART PLAN

FAMILY UNLIMITED	\$4,000 (per year) \$360 (per month)
SINGLE UNLIMITED	\$3,600 (per year) \$325 (per month)
FAMILY/SINGLE LIMITED (60 rounds)	\$2,400 (per year, billed in January)

UNLIMITED CART PLAN (Check-in at the Golf Shop to use one of the Laurel Oak fleet carts.)

FAMILY	\$4,000 (per year) \$360 (per month)
SINGLE	\$3,600 (per year) \$325 (per month)

GUEST FEES

GOLF GUEST	\$125 (18-holes) \$85 (9-holes)	\$95 (18-holes) \$60 (9-holes)
CHILDREN (16 years and younger)	\$25 (18-holes) \$15 (9-holes)	\$25 (18-holes) \$15 (9-holes)
SPECIAL FAMILY GUEST	CART FEE ONLY	CART FEE ONLY
<i>Equity Golf & Tennis and Equity Golf Members (outside 100 miles of Sarasota)</i>		
FAMILY GUEST	\$90 (18-holes) \$52 (9-holes)	\$70 (18-holes) \$40 (9-holes)
<i>Equity Golf Members (Immediate family inside 100 miles of Sarasota)</i>		
CHILDREN (16 years and younger)	CART FEE ONLY	CART FEE ONLY
HOUSE GUEST REGISTRATION	\$60 (2-week visit, per family unit)	\$10 (2-week visit, per family unit)
<i>Must be registered with Administration Office</i>	\$85 (18-holes) \$47 (9-holes)	\$65 (18-holes) \$35 (9-holes)
TENNIS GUEST	\$10	
PICKLEBALL GUEST	\$10	

OTHER FEES

GOLF LOCKER RENTAL	\$125 (per year, billed in January)
GOLF CLUB STORAGE	\$125 (per year, billed in January)
FOOD MINIMUM SPENDING	
FAMILY	\$800 (per year, billed for May 1 - April 30)
SINGLE	\$600 (per year, billed for May 1 - April 30)
FOOD & BEVERAGE SERVICE	18% (added to each bill)
MILLRIVER BUYING PLAN (Discounted Golf Shop merchandise. Fees apply to those in golf related categories.)	
FAMILY	\$225 (per year, charged on Club statement)
SINGLE	\$165 (per year, charged on Club statement)

Must be at least 16 years of age and have a valid driver's license to operate a golf cart. All Guests are limited to two plays per month. Push Carts and Walking pricing is at the discretion of the professional staff, based on course usage. Gratuities are permitted only for golf cart, locker room, valet parking and beverage cart staff. Charges are billed monthly and are subject to 7% Florida state sales tax.



941.378.3608 | LAURELOAK.COM | 2700 GARY PLAYER BLVD | SARASOTA, FL 34240

Professionally Managed By

HamptonGolf
www.hampton.golf

INFO@HAMPTON.GOLF

The background features a repeating geometric pattern of interlocking triangles and squares in a light gray color. A solid black horizontal band runs across the middle of the image, and thin green horizontal lines are positioned above and below this band.

CLIENT SURVEY



Laurel Oak Country Club Members Satisfaction Survey

Please take this short survey regarding your satisfaction and experiences at the Club.

Please indicate your Member type.

- ☐ Golf
☐ Social
☐ Tennis

Have you dined at the Club in the past 90 days?

- ☐ Yes
☐ No

How would you rate your satisfaction with the Members' Lounge food and beverage service in the following areas?

	Very Satisfied	Satisfied	Neutral	Dissatisfied
Knowledge of Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Team Members' Willingness to Assist	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality of Service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Timeliness of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Consistency of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Menu Selection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of Making Reservations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing of Drinks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hours of Operation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

How would you rate your satisfaction with the The Garden Room food and beverage service in the following areas?

	Very Satisfied	Satisfied	Neutral	Dissatisfied
Knowledge of Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Team Members' Willingness to Assist	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality of Service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Timeliness of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Consistency of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Menu Selection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of Making Reservations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing of Food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing of Drinks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hours of Operation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

In an average month, how many times do you dine at the Club for the following:

Lunch

Dinner

Brunch

Special Themed Events

Total

How would you rate your overall experience at the Club's restaurant compared to other Country Club restaurants that you have visited?

☐ Excellent

☐ Very Good

☐ Good

☐ Fair

☐ Poor

If you view the Club as fair or poor compared to other Country Club restaurants please tell us why.

What is/are the reason(s) that you do not frequent the Club for dining more often?

☐ I prefer to cook at home.

☐ I don't prefer the Club's atmosphere.

☐ I feel the service could be better.

☐ The lunch menu that is offered is not to my liking.

☐ The dinner menu that is offered is not to my liking.

☐ It is too expensive.

☐ I don't have the time.

☐ Other _____

Which of the following dining options do you prefer? (Please select your top two choices)

☐ Lunch

☐ Casual Dining

☐ Dinner Nights

☐ Family Buffet

☐ Themed Dining Events

☐ Brunch

Please give us any feedback you may have regarding the question above.

Below please find a list of special events held this year. Please check the boxes next to all events you (or your children) either attended or were interested in attending, even if you couldn't make it.

- ☐ Seafood Extravaganza
- ☐ Valentine's Day Dinner Dance
- ☐ St.Patrick's Day Party
- ☐ Easter Brunch Buffet
- ☐ Mother's Day Brunch
- ☐ Memorial Day BBQ
- ☐ Father's Day Breakfast Buffet
- ☐ 4th of July Celebration
- ☐ Annual 7&7 Club Crawl
- ☐ New Member Cocktail Parties
- ☐ Wine Dinners
- ☐ Breakfast with Santa
- ☐ Holly Ball
- ☐ Holiday Candlelight Dinner
- ☐ Dinner & Trivia

Overall, how would you rate the Club's special event programming?

- ☐ Excellent
- ☐ Very Good
- ☐ Good
- ☐ Fair
- ☐ Poor

Do you have any feedback or suggestions regarding event programming at the Club?

Do you have any other comments or suggestions with regard to the Club's food and beverage services? Please include any ideas you have for future events.

Are you a golfer?

- ☐ Yes
- ☐ No

Please rate the Golf Shop on the following:

	Excellent	Good	Fair	Poor
Friendliness of Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge of Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Team Members' Willingness to Assist	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Men's Merchandise Selection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ladies' Merchandise Selection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Competitive Prices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Visual Appeal/Organization of Golf Shop	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Merchandise Size Ranges	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please rate our golf events the following:

	Excellent	Good	Fair	Poor
Frequency of Golf Events	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tournaments & Events Overall	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Major Events Overall (Member-Member, Member-Guest, Club Championship)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please rate the Club's outside Team Members on the following:

	Excellent	Very Good	Good	Fair	Poor
Friendliness of Outside Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge of Outside Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Team Members' Willingness to Assist	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bag Drop Service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cleanliness of Carts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Practice Facility Conditions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ease of Making a Tee Time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please rank course conditions:

	Excellent	Good	Fair	Poor
Condition of Tees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Condition of Fairways	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Condition of Greens	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speed of the Greens	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Condition of Roughs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Condition of Bunkers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall Course Condition	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Golf Course Landscape Condition	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
On-Course Restrooms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
On-Course Water Stations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
On-Course Signage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Course Amenities (Ball Washers & Par-3 Sand Buckets)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Are you satisfied with the current schedule for organized men's and ladies' Member golf events?

Yes
☐

No
☐

Comments

Other/Additional Comments**Do you play tennis?**

- ☐ Yes
☐ No

How do you rate the following aspects of the Tennis facilities? (where 1 is considered POOR and 5 is EXCELLENT)

	1	2	3	4	5
Quality of the Tennis Courts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Floodlights	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Court Availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tennis Pro Shop	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Does the tennis program do a satisfactory job in putting together games/matches for you to participate in?

Yes
☐

No
☐

Comments

Are you satisfied overall with the quality of the different tennis activities and programs that you have taken part in?

Yes
☐

No
☐

Comments

Other/Additional Comments**How would you rate your satisfaction with the Club's on-site Team in the following areas?**

	Very Satisfied	Satisfied	Neutral	Dissatisfied	
Friendliness of Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge of Team Members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Team Members' Willingness to Assist	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Do you favor having the Club retain the leftover assessment money to use for Club improvements?

- ☐ Yes
☐ No

Would you favor using the left over assessment money for:

- ☐ Pickleball Courts
☐ Outdoor Dining
☐ Locker Room Renovations
☐ Other _____

In general, which improvements would you favor and want the board to create plans for implementation? (Check all that apply)

- ☐ Pickleball Courts
☐ Outdoor Dining
☐ Men's & Ladies' Locker Room Improvements
☐ Improvements to the Pool area including better food facilities
☐ Renovate Bunkers
☐ Create a better Practice Facility
☐ Improvements to the Golf Shop and entry area to the Locker Rooms
☐ Create Wellness Programs such as exercise classes, fitness trail, etc.
☐ Other _____

Based on trends in Private Clubs, the results of the 2014 Membership Survey and other forms of Member feedback, the following is a list of potential improvement to possibly include in the Club's long-range facilities plan.

Please rate each of these for their importance to you and in creating the Club of the future:

	Very Important	Important	Neutral	Unimportant	Very Unimportant
Provide a larger Bar & Lounge for casual dining	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Provide a larger space for outdoor dining	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Refurbish the Locker Rooms in the Clubhouse	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Add a Fitness Center for fitness equipment and exercise classes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Add Pickleball courts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Improve the Driving Range to include expended teeing ground, larger target greens and an improved look and feel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Improve the bunkers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Upgrade the pool complex to include resort-style improvements like a larger desk, improved Snack Bar and Bar area	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Would you recommend a friend to become a Member at Laurel Oak Country Club?

- ☐ Yes
☐ No

Why wouldn't you recommend Laurel Oak Country Club to a friend?

Do you have any other comments or suggestions with regard to golf at the Club? Please include any ideas you have for future events.

If you have any other feedback regarding the Club that wasn't covered in this survey, please provide it here.

Venetian Tennis Courts

July 28, 2025

Background/Update

- Ritzman Tennis constructed our 6 Hydro-Court (Hartru clay) courts 20-plus years ago
- Welch Tennis Courts re-surfaced all 6 Venetian tennis courts in Dec. 2022 at a cost of \$66,300
 - Each court had approx. 11.25 tons of Hydro-Blend material applied using laser-guided grading equipment to provide a smooth and even surface
 - New herringbone line tapes were installed
 - Venetian provided and paid for a dumpster
- J Courts top-dressed all 6 courts in Sept. 2024 with 1.4 tons of clay per court for \$18,000
- Hydro-Courts have sub-irrigation watering and should be re-surfaced on average every 5-7 years
- Clay courts need to be reconditioned / top-dressed annually with 1-2 tons of fresh surface material
 - All courts are sloped to allow for proper drainage
- Clay court surfaces should have a one (1) inch base of clay after rolling on top of rock sub-surface
- Any major work will involve planning with vendor and league play (in season)

Court Conditions Assessment

- Multiple vendors and a tennis pro consultant inspected our courts over the last 2 months to assess court conditions and recommend next steps
 - Base clay is good at one (1) inch width above the rock surface
 - Lines tapes are in very bad condition – too many nails; potential trip hazard; distorts play conditions
 - Racquets Director has learned much about proper court maintenance – courts conditions are in much better shape than earlier this year
 - Above assessment confirmed by multiple Venetian and non-Venetian (league) tennis players

Vendor Options

- Very limited number of major vendors in local tennis market
 - They all know each other; several have very interesting relationships
 - Not easy to get apples-to-apples quotes from various vendors
- Recommendations are in three (3) major categories with various options:
 - **Category 1:** Laser-grade resurface courts, Install new line tapes and top-dress courts
 - ✓ Available options are 1) complete 2 or 3 courts per year or 2) complete all 6 at once; amount of top-dressing of clay varies by option chosen
 - **Category 2:** No laser-grade resurfacing; install new line tapes and top-dress courts
 - ✓ Available options are 1) 3 courts per year or 2) all 6 courts at once; amount of top-dressing of clay varies by option chosen
 - **Category 3:** Top-dress courts only – no laser-grade resurfacing or no new line tapes
 - ✓ Amount of clay recommended varied by vendor
 - ✓ Have vendor do work or do in-house and just purchase clay

Pros & Cons of Vendor Options

- **Category 1:** Laser-grade resurface courts, install new line tapes and top-dress courts
 - **Pros:** New courts; no major work needed for years
 - **Cons:** Expensive; not needed yet; extended court downtime to complete project; Venetian to provide dumpster; competing with “new” courts if not done at once
- **Category 2:** No laser-grade resurfacing; install new line tapes and top-dress courts
 - **Pros:** Courts will look new; reasonable cost; truer playing conditions (nails installed correctly)
 - **Cons:** Not the least expensive option; “nice-to-do” but not “need-to-do”; competing with “new” courts if not done at once; extended court downtime to complete project
- **Category 3:** Top-dress courts only – no laser-grade resurfacing or new line tapes replaced
 - **Pros:** Least expensive; least court downtime required; option to do work in-house to reduce costs
 - **Cons:** Does not address line tape issues; delays inevitable work to be done; need to supervise and hire contractors if work done in-house; need to rent truck unloading equipment

Summary of Vendor Quotes

- **Category 1:** Laser-grade resurface courts, install new line tapes and top-dress courts
 - **All 6 courts:** \$47,500 with (only) 5 tons of clay per court (30 tons in total); additional clay needed and would add costs
 - **2 Courts per year:** \$28,000 - \$38,000 depending on amount of clay added to the 2 lasered courts and the 4 courts not laser-grade resurfaced
- **Category 2:** No laser-grade resurfacing; install new line tapes and top-dress courts
 - **All 6 courts:** \$30,000 includes 3 tons of clay per court (18 tons in total)
 - **3 courts per year:** \$23,700 includes 3 tons of clay per court with new lines and 2 tons of clay for the other 3 courts (15 tons in total)
- **Category 3:** Top-dress courts only – no laser-grade resurfacing or new line tapes replaced
 - **Vendor does all 6 courts:** \$17,400 - \$18,000 for 1.4 tons of clay per court (8.4 tons in total or ~\$3,000 per court)
 - **In-house does all 6 courts:** \$4,700 - \$5,250 PLUS cost of contractors and truck unloading equipment

Recommendation from RSAC Committee

- **Category 2:** No laser-grade resurfacing; install new line tapes and top-dress courts
 - **All 6 courts:** \$30,000 total includes 3 tons of clay per court (18 tons in total)
 - Ritzman will remove all debris; Venetian will not need to pay for dumpster
 - Ritzman requires 8 days to complete project – allows for weather delays
 - ✓ Some courts will be available to play during project
 - ✓ Workmanship guaranteed for a period of one year - standard
 - Timing to be negotiated
 - All supplemental top-dressing of courts after completion of this project for the year ahead should be performed by Venetian staff personnel
- Tennis courts are a valuable amenity; impacts property values

ESTIMATE

Artistry Painting LLC
230 Tamiami Trl S Ste 3D
Venice, FL 34285

info@artistrypaintingco.com
+1 (941) 484-3805
www.artistrypaintingco.com



Venetian Community Development District

Bill to

Rizzetta & Company, Inc.
3434 Colwell Ave
suite 200
Tampa, FL 33614

Ship to

Rizzetta & Company, Inc.
502 Veneto Blvd
Nokomis, FL 34275

Estimate details

Estimate no.: 1140

Estimate date: 07/11/2025

#	Date	Product or service	Description	Qty	Rate	Amount
1.	07/11/2025	02 Site Work	Venetian River Club repainting of 28 various monument signs. Scope of work consisting of the following: Clean & prep monuments Prime surfaces warranting such step Paint one coat with Emerald Refresh pain Paint the walls a similar color new wall color Paint the existing lighter color surfaces – the new trim color Paint the lettering to match the mannix bronze of the W/D trims. Paint rear side of monuments Leave all tile and other surfaces as is	1	\$34,950.00	\$34,950.00
2.	07/11/2025	02 Site Work	Exclusions: Any repairs. Trimming of bushes, disturbance of beds, and any irrigation tasks are HOA responsibilities.	1	\$0.00	\$0.00
3.	07/21/2025	02 Site Work	Additional work: 9 pots to be removed from specific monuments.	1	\$5,800.00	\$5,800.00
4.	07/21/2025	02 Site Work	4 Lions to be removed from specific monuments.	1	\$5,200.00	\$5,200.00

Total

\$45,950.00

Accepted date

Accepted by

VENETIAN COMMUNITY DEVELOPMENT DISTRICT

DISTRICT OFFICE · FT. MYERS, FLORIDA 33912 - (831) 933-5571
MAILING ADDRESS · 3434 COLWELL AVENUE · SUITE 200 · TAMPA, FLORIDA 33614
venetiancdd.org

Operation and Maintenance Expenditures June 2025 For Board Approval

Attached please find the check register listing the Operation and Maintenance expenditures paid from June 1, 2025 through June 30, 2025. This does not include expenditures previously approved by the Board.

The total items being presented: **\$194,812.56**

Approval of Expenditures:

_____ Chairperson

_____ Vice Chairperson

_____ Assistant Secretary

Venetian Community Development District

Paid Operation & Maintenance Expenditures

June 1, 2025 Through June 30, 2025

<u>Vendor Name</u>	<u>Check Number</u>	<u>Invoice Number</u>	<u>Invoice Description</u>	<u>Invoice Amount</u>
AMF Mark Mobile Welding, LLC	300085	2885	Weld Mailbox 05/25	\$150.00
AMF Mark Mobile Welding, LLC	300090	2887	Weld Mailbox 06/25	\$150.00
Cheryl Harmon Terrana	300111	CH041425	Board of Supervisor Meeting 04/14/25	\$100.00
Cheryl Harmon Terrana	300111	CH042825	Board of Supervisor Meeting 04/28/25	\$100.00
Cheryl Harmon Terrana	300111	CH051225	Board of Supervisor Meeting 05/12/25	\$100.00
Cheryl Harmon Terrana	300111	CH052125	Board of Supervisor Meeting 05/21/25	\$100.00
Cheryl Harmon Terrana	300111	CT061125	Board of Supervisor Meeting 06/11/25	\$100.00
Cheryl Harmon Terrana	300115	CH062325	Board of Supervisor Meeting 06/23/25	\$100.00
City of Venice	300106	44300-59516 05/25	101 Veneto Blvd 05/25	\$86.72
City of Venice	300106	76604-72272 05/25	111 Asti Ct 05/25	\$8.55
COMCAST	20250605-1	8535 10 050 0439604 06/25 ACH	Phone & Internet 06/25	\$486.92
COMCAST	20250618-1	8535 10 050 0435487 06/25 ACH	Guardhouse Phone & Internet 06/25	\$119.85
Crosscreek Environmental, Inc.	300107	21569	Pond Maintenance 06/25	\$3,980.00

Venetian Community Development District

Paid Operation & Maintenance Expenditures

June 1, 2025 Through June 30, 2025

<u>Vendor Name</u>	<u>Check Number</u>	<u>Invoice Number</u>	<u>Invoice Description</u>	<u>Invoice Amount</u>
Crosscreek Environmental, Inc.	300107	21671	Aeration Maintenance 06/25	\$650.00
Crosscreek Environmental, Inc.	300107	21672	Quarterly Wetland Maintenance 06/25	\$10,800.00
Cynthia M. Sniezek	300112	CS041425	Board of Supervisor Meeting 04/14/25	\$100.00
Cynthia M. Sniezek	300112	CS042825	Board of Supervisor Meeting 04/28/25	\$100.00
Cynthia M. Sniezek	300112	CS051225	Board of Supervisor Meeting 05/12/25	\$100.00
Cynthia M. Sniezek	300112	CS052125	Board of Supervisor Meeting 05/21/25	\$100.00
Cynthia M. Sniezek	300112	CS061125	Board of Supervisor Meeting 06/11/25	\$100.00
Cynthia M. Sniezek	300116	CS062325	Board of Supervisor Meeting 06/23/25	\$100.00
Florida Power & Light Company	20250611-1	FPL Summary 05/25 ACH-264	FPL Summary 05/25 ACH	\$4,461.58
Frontier Florida, LLC	20250601-1	941-485-8500-120513-5 05/25 ACH	Phone and Internet 05/25	\$512.28
Gannett Florida LocaliQ	300096	0007037342	Legal Advertising 03/25	\$362.50
Gannett Florida LocaliQ	300096	0007143709	Legal Advertising 05/25	\$80.84
Jill Pozarek	300113	JP041425	Board of Supervisor Meeting 04/14/25	\$100.00

Venetian Community Development District

Paid Operation & Maintenance Expenditures

June 1, 2025 Through June 30, 2025

Vendor Name	Check Number	Invoice Number	Invoice Description	Invoice Amount
Jill Pozarek	300113	JP042825	Board of Supervisor Meeting 04/28/25	\$100.00
Jill Pozarek	300113	JP051225	Board of Supervisor Meeting 05/12/25	\$100.00
Jill Pozarek	300113	JP052125	Board of Supervisor Meeting 05/21/25	\$100.00
Jill Pozarek	300113	JP061125	Board of Supervisor Meeting 06/11/25	\$100.00
Jill Pozarek	300117	JP062325	Board of Supervisor Meeting 06/23/25	\$100.00
Kenneth J. Smaha	300114	KS041425	Board of Supervisor Meeting 04/14/25	\$100.00
Kenneth J. Smaha	300114	KS042825	Board of Supervisor Meeting 04/28/25	\$100.00
Kenneth J. Smaha	300114	KS051225	Board of Supervisor Meeting 05/12/25	\$100.00
Kenneth J. Smaha	300114	KS052125	Board of Supervisor Meeting 05/21/25	\$100.00
Kenneth J. Smaha	300114	KS061125	Board of Supervisor Meeting 06/11/25	\$100.00
Kenneth J. Smaha	300118	KS062325	Board of Supervisor Meeting 06/23/25	\$100.00
Landscape Maintenance Professionals, Inc.	300086	187884	Hurricane Milton Recovery 10/24	\$14,250.00
Landscape Maintenance Professionals, Inc.	300086	334251	Fertilize 05/25	\$11,760.00

Venetian Community Development District

Paid Operation & Maintenance Expenditures

June 1, 2025 Through June 30, 2025

Vendor Name	Check Number	Invoice Number	Invoice Description	Invoice Amount
Landscape Maintenance Professionals, Inc.	300088	334785	Tree Removal 05/25	\$275.00
Landscape Maintenance Professionals, Inc.	300088	334788	Sabal Palm Removal 05/25	\$350.00
Landscape Maintenance Professionals, Inc.	300088	335280	Pest Control Services 05/25	\$800.00
Landscape Maintenance Professionals, Inc.	300088	335281	Pepper Tree Removal 05/25	\$350.00
Landscape Maintenance Professionals, Inc.	300108	338263	Monthly Maintenance & Irrigation 06/25	\$29,683.33
Landscape Maintenance Professionals, Inc.	300108	338922	Tree Removal 06/25	\$350.00
Landscape Maintenance Professionals, Inc.	300108	338923	Annual Flowers 06/25	\$5,775.00
Persson, Cohen & Mooney, P.A.	300091	6061	Legal Services 05/25	\$8,771.85
Rizzetta & Company, Inc.	300084	INV0000099654	District Management Services 06/25	\$6,842.42
Rizzetta & Company, Inc.	300089	INV0000099773	Amenity Management & Oversight Personnel	\$9,062.87
Rizzetta & Company, Inc.	300095	INV0000099615	Personnel Reimbursement 05/25	\$8,265.74
Rizzetta & Company, Inc.	300099	INV0000099797	Cell Phone 05/25	\$50.00
Rizzetta & Company, Inc.	300104	INV0000100253	Personnel Reimbursement 06/25	\$8,289.44

Venetian Community Development District

Paid Operation & Maintenance Expenditures

June 1, 2025 Through June 30, 2025

<u>Vendor Name</u>	<u>Check Number</u>	<u>Invoice Number</u>	<u>Invoice Description</u>	<u>Invoice Amount</u>
Schappacher Engineering, LLC	300100	2887	Engineering Services 05/25	\$3,987.50
Staples	300097	6032745187	Office Supplies 05/25	\$73.49
Staples	300097	6032745188	Office Supplies 05/24	\$22.28
Staples	300097	6032745189	Office Supplies 05/24	\$323.74
Staples	300105	6034245032	Office Supplies 06/25	\$93.46
Universal Access, LLC	300087	AAAI3108	Management System 05/25	\$825.00
Universal Access, LLC	300092	AAAI3115	Side View Tags 05/25	\$2,500.00
Universal Access, LLC	300109	AAAI3143	New Resident Gate 06/25	\$7,987.63
Universal Protection Service, LLC	300101	17119738	Security Services 04/25/25 - 05/29/25	\$42,917.12
Venetian Golf Club	300102	46819	Effluent Water Use 04-04-25 to 05-05-25	\$1,181.53
Venetian Golf Club	300102	48616	Effluent Water Use 01-07-25 to 02-05-25	\$997.79
Venetian Golf Club	300102	48617	Effluent Water Use 02-05-25 to 03-07-25	\$1,678.83
Venetian Golf Club	300110	46820	Effluent Water Use 05-05-25 to 06-07-25	\$1,057.46

Venetian Community Development District

Paid Operation & Maintenance Expenditures

June 1, 2025 Through June 30, 2025

<u>Vendor Name</u>	<u>Check Number</u>	<u>Invoice Number</u>	<u>Invoice Description</u>	<u>Invoice Amount</u>
Venetian Golf Club	300110	48625	Effluent Water Use 03-08-25 to 04-03-25	\$1,837.64
Water Boy Inc.	300094	544611	Finance Charge 05/25	\$0.45
Water Boy Inc.	300098	21132401	Water Delivery 04/25	\$30.15
Water Boy Inc.	300103	21134867	Water Delivery 06/25	\$23.60
Water Equipment Technologies of Southwest Florida LLC	300093	26348	Weekly Fountain Maintenance 05/25	<u>\$150.00</u>
Total Report				<u>\$ 194,812.56</u>

Venetian Community Development District
502 Veneto Boulevard
North Venice, FL 34275
Racquet Sports Advisory Committee (RSAC)
Meeting Minutes – June 9, 2025

Attending Members: Mark Faford (MF), Karen Wilson (KW), Gary Wein (GW), Pat Carr (PC), Joe Spallina (JS) phoned in to meeting

VCDD: Cyndi Snizek (CS), Board Liaison

Staff: Julie Cortina (JC), Vesta; Kelso Ballantyne (KB), Vesta; Sam Dejardin (SD), Tennis and Pickleball Director

1. Call to Order: Meeting was called to order by MF at 2:01 p.m.
2. Establish Quorum: A quorum was established by MF.
3. A motion was made by GW for JS to participate and vote remotely by phone. MF seconded it. The motion was passed 5-0.
4. Approval of Minutes: Minutes from the April 10, 2025 RSAC were reviewed. With several minor revisions, a motion was made by GW and seconded by KW to accept the Minutes. The motion passed 5-0.
5. Public Comments: None at this time
6. Liaison Statement: CS believes the new pickleballs has successfully made an impact on lowering the sound levels on the pickleball courts. The only negative comment heard was possibly some residents might be using wooden paddles. CS doesn't believe that is the case. Most likely stronger players are hitting the balls harder causing the level of sound to be higher.

CS confirmed the need to purchase new pickleball and tennis furniture: pickleball area: 12 armless chairs, 6 round tables, 2 wind sails tennis area: 36 armless chairs, 9 tables, 9 umbrellas 7-1/2', 5 new bases (need 9 but using 4 old bases and repainting them). Per KB, the new umbrella bases are not as resilient as the old bases. Need updated pricing on furniture before Wednesday, June 11 for the CCD meeting to be included in the 2025-2026 budget and not to exceed \$35,000. Per JC, Steven is to be getting updated quotes on the furniture.

Old Business:

Tennis Director's Report - Highlights from SD handout:

1. Numbers of players for tennis/pickleball events has dwindled down due to the time of year. Mini round robin of two teams showed up. Last two pickleball classes were full. Intermediate pickleball class had five people. Dinks & Drinks has gone down significantly.
2. SD and MF have been talking to different companies discussing future projects for the tennis courts. SD talked with Dick Smith about the clay running off the courts due to rain. Need to keep up with the blue bags for the lines and black bags for around the courts.
3. In the future SD will be doing more footwork cardio classes instructing how to move safely and correctly on the courts. An example, this past Friday someone exerted themselves incorrectly and got injured.
4. MF questioned SD Director's Report as it is exactly the same report every month. GW suggested to SD to note on his report the date each item was completed and what is still in progress. After showing its completion – never mention it again in future reports. MF confirmed to SD that 2 more tennis benches need to be painted.

5. MF mentioned to SD: tennis sidewalks need to be cleaned; need schedule of tennis staff posted; need SD's contact number on the bulletin board.
6. SD advised he will be displaying the tennis staff schedule on the board plus his cell phone number and KB offered his number to be listed too. Monday-Friday will be Nick: 6 a.m. to 2 p.m. & Saturday 6 a.m. to 10:30 a.m.; Sunday will be Rolando 6 a.m. to 9:30 a.m.
7. The Committee discussed protocol to be followed when a resident gets hurt on our tennis courts and calling 911. CS feels Vesta needs to make this protocol.
8. SD was questioned by PC why he cancels classes on the same day it is scheduled. SD response was doctor appointments.
9. MF questioned SD if he is utilizing Matt Liverman for guidance on maintaining the tennis courts. MF questioned if SD is working on his to do list.
10. MF questioned SD the disposal of the old ball machine that has been sitting outside the tennis shed.
11. MF questioned SD about non-member tennis players and if they are being charged for use on the tennis courts. JS suggested a letter to notify residents when they have a guest using tennis/pickleball courts that are against the tennis rule.
12. MF discussed Jonas issues. CS believes when Jonas was tested prior to it going live ... the system worked exactly as our community needed. MF informed us the ball machine booking is still not right. It only lets you book for 1-1/2 hrs. and you have to put in two names. MF is still trying endlessly to correct the Jonas system with the company for the needs of the Venetian. Single tennis play is still allowed on the tennis courts during prime time. The rule was not changed.

New Business:

1. SD presented the Hurricane Plan Recommendations to the RSAC. GW suggested to SD to give Mary Rau-Foster, head of the Hurricane Response Committee, a copy.
2. Tennis Court Topdressing Update: MF looked into different vendors for pricing of topdressing on the tennis courts which is done every year. Laser resurfacing should be done every five to seven years. A vendor was found to do all the lines @ \$30,000 and three tons of clay per court if all six courts are done at once. To save money – possibly do three courts one year and three courts the following year. Need to vote on the recommendation from the committee to decide the right course.
3. 2025-26 Venetian River Club Tennis Leagues & Interclubs: Discussed upcoming season leagues, days and times using the Venetian Courts.

Public Comment:

1. Tim Carr 's questions summarized. Is there a minimum number of players required to form a Venetian tennis team? Will captain's names and team members and age be published? How do you contact and join a tennis team? Where do you find tennis team rules? Bids should go out for the new tennis/pickleball furniture. After it rains, pickleball and tennis courts are slippery, they should be shut down. Who polices the tennis courts for non-residents when staff is not here? Tennis lines are in bad shape on all courts. An e-blast should be sent out to the community notifying signups for the tennis teams.

Committee Member Comments: No comments at the time.

Next meeting and Adjournment:

- Next meeting to be held on July 7, 2025 @ 2 p.m.
- Meeting adjourned at 3:55 p.m. Minutes submitted by Pat Carr, Secretary for this meeting.

Venetian Community Development District
502 Veneto Boulevard
North Venice, FL 34272
Social and Dining Advisory Committee
Meeting Minutes – May 14, 2025

Attending Members: Darlene Schimberg, Sarah Quinn, Ginny Keller, Linda Cautero
Management: Julie Cortina, Bryan Mattson, Juan Quinones
CDD Liaison Jill Pozarek
Absent: Livvy Faford

Darlene Schimberg, Chairperson, called the meeting to order at 10:07 AM
A quorum was established. Minutes from April 8, 2025 were approved as corrected.

Public comment: none

Update from Vesta Management

- A. No handheld devices yet for the Jonas system. Waiting for one additional quote. Should be ordered within two weeks.
- B. Jonas development should include radio buttons for custom options for food i.e., types of cheese for burgers or add on toppings for pizza to allow servers to place orders correctly and easier.
- C. Stephanie has access to the website and is in charge of marketing. Stephanie will resume being full time receptionist.
- D. When Juan assumes his new role, he will oversee this. Food runners need to have pagers to deliver food in a timely manner.
- E. Gratuity for takeout orders has been removed.
- F. Lobby screen looks great.
- G. New menus should be out at end May/early June. Cooking classes have been popular so Bryan is going to start International global cuisine. More discussion will follow.
- H. Update on previous events
 - Poor turnout for Cinco de Mayo. Should events be cancelled? Juan feels that they shouldn't. They need to be marketed better. Mother's Day was excellent!
- I. Management at the River Club needs to follow up on music and deposits for events.

Committee Comments

- A. Litter at the pool was reported.
- B. Should the newsletter stay as it is or be printed in house?. Committee feels it should stay as it currently is.
- C. Staff needs better training. As part of that training, servers should be encouraged to promote upcoming events when interacting with customers.
- D. Special event groups will be given a price that reflects service and bartending.

Old Business

- A. More communication is needed for reserving a room for a meeting. And a new system. Management is working on it. No room rental charges.
- B. Social Committee Charter was approved and sent to Belinda.

**Venetian Community Development District
502 Veneto Boulevard
North Venice, FL 34272
Social and Dining Advisory Committee
Meeting Minutes – May 14, 2025**

New Business

- A. Morena will reach out to Julie and Juan to set up an event for Our Mothers House.
- B. A top ten events blast was suggested.
- C. 25th Anniversary of the River Club is in 2027.

CDD Liaison

- A. Many residents said they loved attending events at the River Club.
- B. All CDD minutes and charters will now be on the CDD site instead of the River Club.
- C. New GM will start early June.

Discussion of upcoming August Social Committee meeting.

Meeting adjourned at 11:45 AM

Next meeting July 9, 2025 at 10:00 AM

Minutes submitted by Linda Cautero