

VILLAGE OF ESTERO COUNCIL MEETING
WEDNESDAY, JUNE 2, 2021, 9:30 A.M.

DISCLAIMER:

THIS FILE REPRESENTS AN UNEDITED VERSION OF REALTIME
CAPTIONING WHICH SHOULD NEITHER BE RELIED UPON FOR COMPLETE
ACCURACY NOR USED AS A VERBATIM TRANSCRIPT.
ANY PERSON WHO NEEDS A VERBATIM TRANSCRIPT OF THE
PROCEEDINGS MAY NEED TO HIRE A COURT REPORTER.

09:30:37 >>Mayor Errington: GOOD MORNING.
09:30:39 WELCOME.
09:30:44 TODAY IS WEDNESDAY, JUNE THE 2nd, AND I AM VERY PLEASED TO
09:30:49 CALL TOGETHER THE VILLAGE COUNCIL MEETING TODAY.
09:30:52 SO IF YOU WOULD REMIND YOURSELVES TO SILENCE YOUR PHONES AND
09:31:00 ALSO ANYTHING THAT WOULD MAKE ANY KIND OF NOISE WHILE WE'RE
09:31:03 TALKING AND HAVING OUR MEETING WOULD BE GREATLY APPRECIATED.
09:31:06 TODAY, WE HAVE WITH US RABBI MENDY GREENBERG OF THE CHABAD
09:31:15 OF BONITA SPRINGS AND ESTERO WHO WILL LEAD US IN OUR
09:31:20 INVOCATION.
09:31:21 RABBI, WOULD YOU PLEASE COME FORWARD?
09:31:23 THANK YOU.
09:31:23 WELCOME.
09:31:26 >> THANK YOU.
09:31:27 GOOD MORNING.
09:31:27 PLEASURE TO BE HERE AGAIN.
09:31:33 CONGRATULATE THE NEW MAYOR AND NEW COUNCIL MEMBERS SINCE
09:31:36 LAST TIME I WAS HERE.

09:31:38 DOING AN AMAZING JOB FOR THIS VILLAGE.
09:31:43 GOOD MORNING TO HONORABLE MAYOR, VILLAGE COUNCIL, TOWN
09:31:46 OFFICIALS AND GOOD MORNING TO ALL.
09:31:48 WE GATHER HERE TODAY.
09:31:49 WE WOULD LIKE TO EXTEND THE GOOD WISHES AND BLESSINGS TO THE
09:31:52 MAYOR AND THE VILLAGE COUNCIL.
09:31:54 MAY GOD ALMIGHTY BESTOW UPON THE LEADERS OF THIS GREAT
09:31:57 VILLAGE THE WISDOM AND UNDERSTANDING TO CONTINUE IN THE PATH
09:32:00 OF JUSTICE AND GOODNESS.
09:32:01 BLESS THESE INDIVIDUALS ELECTED BY THE PEOPLE IN WHOM FAITH
09:32:03 AND CONFIDENCE HAS BEEN PLACED TO LEGISLATE LAWS MAKING
09:32:07 DECISIONS THAT WILL AFFECT THE LIVES OF THE CITIZENS.
09:32:09 LET THEM RECOGNIZE THIS IS NOT ONLY A GREAT HONOR AND CIVIC
09:32:12 RESPONSIBILITY BUT A HOLY ENDEAVOR AS WELL.
09:32:14 ALMIGHTY GOD, GRANT THOSE WHO ASSEMBLED HERE TO BE AWARE OF
09:32:17 YOUR PRESENCE AND THIS HOLY MISSION AND MAY WE CONTINUE TO
09:32:20 PROSPER WITH A MESSAGE OF FREEDOM AND ABILITY TO BE JUST AND
09:32:23 KIND WITH CONTINUED ACTS OF GOODNESS AND KINDNESS.

09:32:25 MAY THE VILLAGE OF ESTERO SERVE AS A BEACON OF LIGHT FOR
09:32:28 PEOPLE OF ALL FAITHS AND WALKS OF LIFE TO ACHIEVE THE GOALS
09:32:31 SO POWERFULLY STATED IN THE PLEDGE OF ALLEGIANCE, AMERICA IS
09:32:35 TRULY ONE NATION UNDER GOD, INDIVISIBLE WITH LIBERTY AND
09:32:38 JUSTICE FOR ALL.
09:32:39 LET US SAY AMEN.
09:32:42 >>Mayor Errington: THANK YOU.

09:32:42 COME BACK ANYTIME.
09:32:43 ROLL CALL, MADAM CLERK.
09:32:48 >>Carol Sacco: PLEDGE OF ALLEGIANCE.
09:32:49 >>Mayor Errington: AFTER WE DO THE PLEDGE OF ALLEGIANCE.
09:32:51 [LAUGHTER]
09:32:54 [PLEDGE OF ALLEGIANCE]
09:33:05 >>Mayor Errington: NOW WOULD YOU CALL THE ROLL?
09:33:08 THANK YOU.
09:33:08 >>Carol Sacco: COUNCIL MEMBER RIBBLE?
09:33:10 >>Joanne Ribble: HERE.
09:33:12 >>Larry Fiesel: HERE.
09:33:13 >>Jim Boesch: HERE.
09:33:14 >>Jim Ward: HERE.
09:33:16 >>Jim Wilson: HERE.
09:33:17 >>Vice-Mayor McLain: HERE.
09:33:18 >>Mayor Errington: HERE.
09:33:19 NUMBER TWO ON THE AGENDA IS THE APPROVAL OF THE AGENDA,
09:33:25 ADDITIONS, AND DELETIONS.
09:33:29 AND WE DO HAVE SOME CHANGES.
09:33:31 MADAM CLERK, PLEASE HELP ME OUT IF I DON'T GET THEM ALL,
09:33:36 OKAY?
09:33:36 THE FIRST ONE IS WE WOULD LIKE TO ADD TO NUMBER 7 C, AND YOU
09:33:45 SHOULD HAVE IT IN YOUR PACKET.
09:33:47 I THINK IT WAS GIVEN TO YOU THIS MORNING, A LETTER TO THE
09:33:50 LEE COUNTY VISITOR AND CONVENTION CENTER.

09:33:54 BARRY FREEDMAN WILL BE INTRODUCING THAT.
09:33:56 SO THAT'S 7C.
09:33:58 AND THEN ON 7D, I THINK THAT WAS IN THE AGENDA, ON THE
09:34:11 ACTION ITEMS, LOOK ON YOUR AGENDA, THE BOTTOM ACTION ITEM
09:34:18 NUMBER 7, THE VERY LAST SENTENCE BEFORE IT GOES INTO B, IT
09:34:23 STATES THE FISCAL YEAR 2020-2021 BUDGET FOR WATER AND SEWER
09:34:29 EXPANSION IS 257,400.
09:34:32 PLEASE DELETE THAT.
09:34:35 >>Carol Sacco: THAT'S FOR 7A.
09:34:37 7A ACTION, YES.
09:34:38 >>Mayor Errington: THAT WILL BE 7A ACTION.
09:34:40 TAKE THAT OUT.
09:34:45 >>Carol Sacco: THEN 7D, THE LETTER TO THE U.S. ARMY CORPS OF
09:34:49 ENGINEERS.

09:34:49 >>Mayor Errington: WE MOVED THE LETTER TO COLONEL KELLY WITH
09:34:52 THE U.S. ARMY CORPS OF ENGINEERS.
09:34:55 THAT WILL BE AN ACTION ITEM, AND THAT WILL COME UNDER 7D.
09:34:58 THANK YOU.
09:35:06 >>Jim Boesch: I MAKE A MOTION THAT WE ACCEPT THE AGENDA WITH
09:35:09 THE NEW ADDITIONS ADDED TO IT THAT WE JUST DISCUSSED.
09:35:13 >>Mayor Errington: DO I HAVE A SECOND?
09:35:14 >>Joanne Ribble: SECOND.
09:35:15 >>Mayor Errington: SECOND BY JOANNE RIBBLE.
09:35:17 MADAM CLERK, PLEASE CALL THE ROLL?
09:35:22 >>Joanne Ribble: AYE.

09:35:22 >>Larry Fiesel: AYE.
09:35:23 >>Jim Boesch: AYE.
09:35:25 >>Jim Ward: AYE.
09:35:26 >>Jim Wilson: AYE.
09:35:28 >>Vice-Mayor McLain: AYE.
09:35:29 >>Mayor Errington: AYE.
09:35:30 NEXT ON THE AGENDA IS THE PRESENTATION TO COUNCIL MEMBER
09:35:37 JOANNE RIBBLE.
09:35:40 I'M GOING TO READ FROM HERE, FROM THE DAIS, AND THEN WE WILL
09:35:44 GO DOWN IN FRONT WITH COUNCIL MEMBER RIBBLE FOR A PICTURE
09:35:51 AND PRESENTATION OF THE AWARD.
09:35:53 DISTRICT ONE COUNCIL MEMBER JOANNE RIBBLE HONORED WITH
09:35:58 FLORIDA LEAGUE OF CITIES' 2021 HOME RULE HERO AWARD ON MAY
09:36:02 21st, 2021.
09:36:04 THE FLORIDA LEAGUE OF CITIES RECOGNIZED DISTRICT 1 COUNCIL
09:36:07 MEMBER JOANNE RIBBLE WITH A 2021 HOME RULE HERO AWARD.
09:36:13 RIBBLE EARNED THIS PRESTIGIOUS AWARD FOR HER WORK AND
09:36:16 ADVOCACY EFFORTS DURING THE 2021 LEGISLATIVE SESSION.
09:36:20 HOME RULE IS THE ABILITY FOR A CITY TO ADDRESS LOCAL
09:36:24 PROBLEMS WITH LOCAL SOLUTIONS WITH MINIMAL STATE
09:36:27 INTERFERENCE.
09:36:28 HOME RULE HERO AWARD RECIPIENTS ARE LOCAL GOVERNMENT
09:36:33 OFFICIALS BOTH ELECTED AND NONELECTED WHO CONSISTENTLY
09:36:38 RESPOND TO THE LEAGUE'S REQUEST TO REACH OUT TO MEMBERS OF
09:36:40 THE LEGISLATURE AND HELP GIVE A LOCAL PERSPECTIVE ON AN

09:36:45 ISSUE.
09:36:45 AS DISTRICT ONE COUNCIL MEMBER, RIBBLE IS LIAISON TO THE
09:36:49 FLC, THE UNITED VOICE FOR FLORIDA'S MUNICIPAL GOVERNMENTS.
09:36:54 SHE HAS ALSO BEEN ELECTED TO SERVE AS SECRETARY TO THE
09:36:58 SOUTHWEST CHAPTER OF THE LEAGUE.
09:37:00 WOULD YOU JOIN ME DOWN FRONT, PLEASE?
09:37:02 THANK YOU.
09:37:37 >>Mayor Errington: ITEM NUMBER 4, PUBLIC COMMENT ON
09:38:11 NON-AGENDA ITEMS.
09:38:13 DO WE HAVE ANYONE WISHING TO SPEAK?

09:38:14 >>Carol Sacco: NO, MAYOR.
09:38:16 >>Mayor Errington: THANK YOU.
09:38:17 NUMBER 5, CONSENT AGENDA.
09:38:19 ANY COUNCIL MEMBERS HAVE ANY COMMENTS?
09:38:29 >>Jim Boesch: I MOVE THAT THE CONSENT AGENDA, THAT WE ACCEPT
09:38:33 ITEMS 5A AND 5B AS LISTED ON OUR AGENDA AS TO BE APPROVED.
09:38:42 >>Mayor Errington: MOTION MADE BY COUNCIL MEMBER BOESCH AND
09:38:44 SECONDED BY VICE-MAYOR JON McLAIN.
09:38:47 WOULD YOU PLEASE CALL THE ROLL?
09:38:50 >>Jim Wilson: AYE.
09:38:51 >>Jim Ward: AYE.
09:38:53 >>Jim Boesch: AYE.
09:38:54 >>Larry Fiesel: AYE.
09:38:56 >>Joanne Ribble: AYE.
09:38:58 >>Vice-Mayor McLain: AYE.

09:38:58 >>Mayor Errington: AYE.
09:38:59 ITEM NUMBER 6, WE HAD NO ITEMS DEFERRED, SO WE CAN MOVE TO
09:39:08 7.
09:39:08 ON THE AGENDA IS THE VIA COCONUT LANDSCAPE DESIGN CONTRACT.
09:39:17 AND I WILL ASK OUR VILLAGE MANAGER, STEVE SARKOZY, TO
09:39:23 INTRODUCE THIS TOPIC.
09:39:24 >>Steven Sarkozy: THANK YOU, MAYOR, MEMBERS OF COUNCIL.
09:39:26 THE VIA COCONUT LANDSCAPING PROJECT IS PART OF OUR APPROVED
09:39:30 CAPITAL IMPROVEMENT PROGRAM, AND IT INVOLVES APPROXIMATELY
09:39:34 TWO AND THREE-QUARTER MILES OF LANDSCAPING BOTH ON THE
09:39:38 MEDIAN AND ON THE SIDE BOULEVARDS.
09:39:43 WHAT IS PROPOSED HERE IS TO DEVELOP A CONCEPT PLAN FOR THE
09:39:48 LANDSCAPING THAT WOULD COME BACK TO THE VILLAGE COUNCIL FOR
09:39:51 A REVIEW AND APPROVAL, BUT THE CONCEPT PLAN WOULD BE USED
09:39:58 WHEN WE GO TO FINAL DESIGN, BUT IT WOULD ALSO BE USED TO
09:40:02 GUIDE DEVELOPERS WHEN THEY COME FORWARD WITH THEIR PLANS, WE
09:40:07 WOULD ASK THEM TO DO THE LANDSCAPING AT THEIR EXPENSE ALONG
09:40:11 THOSE PORTIONS OF VIA COCONUT ADJOINING THEIR PROPERTY.
09:40:17 AND IN SOME CASES WE WOULD NEGOTIATE WITH THE DEVELOPER OF
09:40:23 FUTURE PROJECTS THAT THEY WOULD ALSO DO THE MEDIAN BETWEEN
09:40:27 THE NORTH AND SOUTHBOUND LANES.
09:40:30 SO THIS IS A WAY OF GETTING OUT IN FRONT OF THIS KIND OF
09:40:34 ACTIVITY AND ALLOWING US TO INFLUENCE THE TYPE OF DESIGN SO
09:40:40 THAT IT'S CONSISTENT WITH WHAT WE'RE DOING ELSEWHERE IN THE
09:40:45 VILLAGE AND MAKING SURE WE HAVE PRIOR COUNCIL APPROVAL

09:40:47 BEFORE WE PROCEED.
09:40:48 SO THIS COMES TO YOU WITH A RECOMMENDATION THAT WE APPROVE
09:40:54 THE AGREEMENT WITH BRUCE HOWARD AND ASSOCIATES AND RWA
09:40:58 ENGINEERING TO ANALYZE THE CORRIDOR AND COME UP WITH
09:41:02 LANDSCAPE CONCEPTS.
09:41:05 >>Mayor Errington: QUESTIONS BY COUNCIL?

09:41:09 >>Jim Boesch: STEVE, THE PEOPLE FROM DE NOVO, WHICH IS
09:41:14 COLLIER NOW, HAVE THEY AGREED TO DO THE PLANTINGS AND PAY
09:41:20 FOR THAT?
09:41:21 >>Steven Sarkozy: THEY WOULD BE DOING THE PLANTING -- THEY
09:41:24 HAVE DONE SOME PLANTINGS ALREADY THAT HAVE BEEN UNDER OUR
09:41:29 GUIDANCE IN THE MEDIAN AND ALONG THE SIDE OF THE ROAD.
09:41:32 THERE MAY BE SOME SUPPLEMENTAL WORK THAT WE DO TO ADD TO THE
09:41:35 LANDSCAPING OR MODIFY IT SLIGHTLY TO BE MORE CONSISTENT WITH
09:41:39 THE OVERALL PLAN ONCE THAT'S APPROVED BY VILLAGE COUNCIL.
09:41:43 >>Jim Boesch: HOW ABOUT NICK?
09:41:50 I KNOW HE DOESN'T OWN IT ANYMORE.
09:41:52 HAVE THE PEOPLE AGREED TO --
09:41:53 >>Steven Sarkozy: WELL, WE WOULD COME UP WITH A DESIGN AND
09:41:56 ADVOCATE WITH THEM TO MAKE THOSE IMPROVEMENTS.
09:41:58 WE DON'T HAVE ANYTHING THAT THEY WOULD AGREE TO YET BECAUSE
09:42:01 WE HAVEN'T COME UP WITH A DESIGN.
09:42:03 >>Jim Boesch: ORIGINALLY, THEY AGREED TO DO THAT.
09:42:05 >>Steven Sarkozy: CORRECT.
09:42:06 AND WHAT WE WOULD DO IS BRING THAT TO HIM WHEN WE HAVE THAT

09:42:09 CONCEPT DESIGN READY TO GO.
09:42:13 >>Jim Boesch: HOW ABOUT SIMON?
09:42:15 >>Steven Sarkozy: WE HAVEN'T MADE THE CONTACT YET.
09:42:17 >>Jim Boesch: NOBODY ELSE PASSED --
09:42:19 >>Steven Sarkozy: WE'VE WITH HAD A CONVERSATION WITH LEE
09:42:23 HEALTH AND THEY INDICATED AN INTEREST IN DOING IT ALSO AT
09:42:26 THE FAR SOUTH END.
09:42:28 >>Jim Boesch: HOW ABOUT ROOKERY -- OR NOT ROOKERY, BUT THE
09:42:37 HOME ASSOCIATION.
09:42:37 >>Steven Sarkozy: NOT YET, NO.
09:42:38 WE'LL TALK TO THEM AS WELL.
09:42:41 >>Mayor Errington: ANY OTHER COUNCIL COMMENTS, QUESTIONS?
09:42:47 >>Vice-Mayor McLain: IF WE DON'T GET AGREEMENT, I GUESS THE
09:42:49 VILLAGE WOULD BE PICKING UP THE TAB OF THIS.
09:42:52 WHAT'S THE MILEAGE ON THIS?
09:42:55 >>Steven Sarkozy: 2.75 MILES.
09:42:58 >>Vice-Mayor McLain: ARE THEY DOING JUST THE MEDIAN ON THIS?
09:43:01 >>Steven Sarkozy: THE SIDES AND THE MEDIAN.
09:43:06 >>Vice-Mayor McLain: I THINK WE LOST A LITTLE LEVERAGE WITH
09:43:09 SOME OF THESE FOLKS ALREADY SINCE ALREADY IN PLACE AND
09:43:12 THEY'VE GOT DEVELOPMENT ORDERS AND THEY ARE IN PLACE.
09:43:15 I GUESS WE CAN ANTICIPATE THAT IN THE FUTURE THERE COULD BE
09:43:18 SOME CAPITAL EXPENSE.
09:43:19 >>Steven Sarkozy: THERE WOULD BE SOME, YES.
09:43:21 BUT IT IS IN THE C.I.P. FOR THAT PURPOSE.

09:43:26 >>Mayor Errington: ANYONE ELSE HAVE ANY COMMENTS FROM
09:43:29 COUNCIL?

09:43:33 >>Burt Saunders: MAYOR, IF I MIGHT, I WANT TO MAKE ONE
09:43:35 CLARIFICATION.
09:43:35 THE AGENDA INDICATES THAT IT IS A SUPPLEMENTAL TASK
09:43:37 AUTHORIZATION, AND THE SUMMARY TALKS ABOUT A PROPOSED
09:43:42 CONTRACT.
09:43:42 I WANT TO MAKE IT CLEAR -- AND THIS IS KIND OF A QUESTION, I
09:43:46 GUESS -- THERE IS AN EXISTING CONTRACT AND THIS IS A
09:43:49 SUPPLEMENTAL TASK ORDER PURSUANT TO AN EXISTING CONTRACT.
09:43:52 THE REASON I WANTED TO CLARIFY THAT IS, THE VILLAGE HAS A
09:43:56 STANDARD FORM CONTRACT THAT WE PREPARED QUITE SOME TIME AGO.
09:44:01 AND THE NEW MEMBERS MAY NOT BE AWARE OF THAT, BUT DEALS WITH
09:44:04 PUBLIC RECORDS AND TERMINATION AND ALL THOSE PROVISIONS THAT
09:44:07 WOULD BE IMPORTANT TO THE VILLAGE.
09:44:08 I JUST WANT TO MAKE SURE FOR THE RECORD THAT THIS IS
09:44:11 PURSUANT TO AN EXISTING -- THAT EXISTING CONTRACT.
09:44:16 >>Mayor Errington: OKAY.
09:44:17 IS THAT UNDERSTOOD AND AGREED UPON?
09:44:22 >>Jim Wilson: IS A MOTION IN ORDER?
09:44:24 >>Mayor Errington: NO, NOT YET.
09:44:25 WE HAVE TO HEAR FROM THE PUBLIC.
09:44:26 ANY PUBLIC COMMENTS AT ALL ON THAT?
09:44:29 >>Carol Sacco: NO, MAYOR.
09:44:30 >>Mayor Errington: NOW.

09:44:32 >>Jim Wilson: IF IT'S APPROPRIATE, I WOULD MOVE THAT WE
09:44:34 APPROVE BOTH AWARDS.
09:44:37 CAN WE DO THAT IN ONE MOTION?
09:44:40 >>Mayor Errington: CAN WE DO THAT IN ONE MOTION, BURT?
09:44:42 >>Burt Saunders: YES.
09:44:43 >>Mayor Errington: THEN A MOTION HAS BEEN MADE BY COUNCIL
09:44:46 MEMBER JIM WILSON, AND I NEED A SECOND.
09:44:49 SECONDED BY COUNCIL MEMBER LARRY FIESEL.
09:44:53 MADAM CLERK, CALL THE ROLL, PLEASE?
09:44:56 >>Joanne Ribble: AYE.
09:44:58 >>Larry Fiesel: AYE.
09:45:00 >>Jim Boesch: AYE.
09:45:01 >>Jim Ward: AYE.
09:45:03 >>Jim Wilson: AYE.
09:45:03 >>Vice-Mayor McLain: AYE.
09:45:06 >>Mayor Errington: AYE.
09:45:06 ITEM 7B, COMMUNITY DEVELOPMENT SOFTWARE CONSULTANT CONTRACT.
09:45:18 THIS IS RESOLUTION 2021-14.
09:45:22 IT'S A BUDGET AMENDMENT.
09:45:24 AND AT THIS TIME, I WILL ASK THE CLERK TO PLEASE READ THE
09:45:28 RESOLUTION.
09:45:28 >>Carol Sacco: RESOLUTION 2021-14 OF THE VILLAGE COUNCIL OF
09:45:32 THE VILLAGE OF ESTERO, FLORIDA, APPROVING A BUDGET AMENDMENT
09:45:35 FOR FISCAL YEAR 2020-2021 TO PROVIDE FUNDING FOR CONSULTANT

09:45:40 ASSISTANCE FOR THE ACQUISITION AND IMPLEMENTATION OF

09:45:42 COMMUNITY DEVELOPMENT SOFTWARE; AND PROVIDING AN EFFECTIVE

09:45:45 DATE.

09:45:47 >>Mayor Errington: THANK YOU.

09:45:48 STEVE, WOULD YOU LIKE TO INTRODUCE THIS, PLEASE?

09:45:51 >>Steven Sarkozy: [MICROPHONE NOT ON] [INAUDIBLE]

09:46:09 THANK YOU.

09:46:10 THIS HAS BEEN IN THE BUDGET FOR SEVERAL YEARS, BUT WE'VE

09:46:13 BEEN HOLDING OFF BECAUSE WE'VE BEEN PREOCCUPIED IN THE

09:46:17 COMMUNITY DEVELOPMENT DEPARTMENT, PARTICULARLY WITH THE

09:46:21 COMPREHENSIVE PLAN UPDATE AND THE LAND DEVELOPMENT CODE.

09:46:25 BUT THIS PROJECT IS SORELY OVERDUE, AND IT INVOLVES THE

09:46:32 ADOPTION OF NEW SOFTWARE, COMPUTER SOFTWARE THAT WILL HELP

09:46:38 US MANAGE THE ENTIRE COMMUNITY DEVELOPMENT PROCESS,

09:46:41 INCLUDING PERMITTING, DEVELOPMENT ORDERS AND ALL OF THE

09:46:47 PLANNING PROCESS.

09:46:48 THIS IS A HUGE PROJECT FOR US, NOT ONLY IN DOLLAR TERMS, BUT

09:46:55 ALSO IN ORGANIZATIONAL CAPACITY, JUST TO GET THIS THING

09:47:02 DONE.

09:47:02 SINCE WE HAVE BEEN INCORPORATED, WE'VE BEEN UTILIZING

09:47:08 SOFTWARE AVAILABLE TO US -- [MICROPHONE CUT OUT] [INAUDIBLE]

09:47:28 -- THEIR SOFTWARE IS NOT PARTICULARLY GREAT, AND IT'S NOT UP

09:47:34 TO INDUSTRY STANDARDS.

09:47:36 THANK YOU.

09:47:38 IT'S NOT ROBUST.

09:47:39 AND THAT WOULD BE EVEN AN UNDERSTATEMENT, BUT THANK YOU FOR

09:47:45 -- SO WHAT WE'RE PROPOSING IS TO CHANGE OVER OUR SOFTWARE TO

09:47:51 SOMETHING THAT IS INDUSTRY STANDARD AND MORE UP TO DATE AND

09:47:58 MODERN.

09:47:58 THIS IS A BIG PROJECT, AND WHAT WE'RE PROPOSING IS TO BRING

09:48:04 ON BOARD A CONSULTANT TO SERVE AS OUR PRIMARY AGENT IN

09:48:12 GETTING ALL OF THIS ACCOMPLISHED.

09:48:14 THE CONSULTANT WOULD SERVE AS OUR ADVISOR, BUT ALSO AS OUR

09:48:20 IMPLEMENTING ARM OF THIS WHOLE PROJECT.

09:48:24 THIS PROJECT HAS GONE OUT TO BID, AND WE HAVE HAD EIGHT

09:48:29 PROPOSALS.

09:48:30 AND WHAT I'D LIKE TO DO IS CALL ON MARY GIBBS WHO IS GOING

09:48:33 TO BE THE PRIMARY DEPARTMENT DIRECTOR COORDINATING THIS

09:48:38 ALONG WITH BOB FRANCESCHINI, OUR PURCHASING DIRECTOR.

09:48:46 MARY?

09:48:51 >>Mary Gibbs: GOOD MORNING.

09:48:52 BOB AND I ARE GOING TO TAG TEAM A LITTLE BIT, BUT STEVE DID

09:48:56 A GREAT EXPLANATION, SO WE DON'T HAVE A LOT MORE TO SAY.

09:49:00 WHAT WE NEED, AGAIN, IS SOMEBODY FOR TECHNICAL ASSISTANCE

09:49:04 BECAUSE THIS IS SUCH A COMPLEX PROJECT.

09:49:07 WE NEED SOMEBODY WITH I.T. TECHNICAL ASSISTANCE TO HELP US

09:49:11 NAVIGATE THROUGH THIS PROCESS.
09:49:12 WHAT WE NEED HELP ON IS WE STARTED LOOKING AT DIFFERENT
09:49:17 SOFTWARE COMPANIES, AND I THINK I MENTIONED THIS BEFORE WHEN
09:49:19 WE DID OUR WORKSHOP ON THE SOFTWARE.
09:49:22 WE'RE LOOKING AT SOME DIFFERENT COMPANIES.

09:49:23 WE'RE VISITING SOME DIFFERENT PLACES.
09:49:26 WE'VE BEEN TO CITY OF NAPLES, CHARLOTTE COUNTY, MARCO ISLAND
09:49:31 LOOKING AT THE SOFTWARE THAT THEY ARE USING.
09:49:33 AND WE NEED A CONSULTANT TO HELP US ANALYZE THAT TO FIGURE
09:49:36 OUT WHAT IS THE BEST SOFTWARE FOR US.
09:49:38 THEN WHEN WE GET TO THAT, PAST THAT POINT, WHEN WE SELECT A
09:49:42 SOFTWARE, WE'VE GOT TO DO A CONTRACT WITH THE SOFTWARE
09:49:47 COMPANY.
09:49:47 THE CONTRACTS ARE VERY TECHNICAL.
09:49:49 WE HAVE TO MAKE SURE THAT WE HAVE SOMEBODY LOOKING OUT FOR
09:49:53 US.
09:49:54 WHEN WE WERE AT THE COUNTY AND DID SOFTWARE CONTRACTS, WE
09:49:56 HAVE TO GET A LOT OF LEGAL ASSISTANCE, AND YOU HAVE TO MAKE
09:50:00 SURE THAT YOU'RE NOT BAMBOOZLED BY SOME OF THE LANGUAGE IN
09:50:04 THE CONTRACTS.
09:50:04 SO WE NEED HELP WITH THAT.
09:50:07 THEN WE ALSO NEED HELP WHEN WE GET TO THE ACTUAL
09:50:10 IMPLEMENTATION OF THE SOFTWARE, NAVIGATING BETWEEN GETTING
09:50:12 THE SOFTWARE IMPLEMENTED AND THE BUSINESS PROCESSES, THE
09:50:18 FINANCE LINK, GIS AND ALL THOSE THINGS.
09:50:21 >>Jim Boesch: MARY, WE HAVE -- JUST TO -- WE HAVE A SOFTWARE
09:50:27 PROGRAM FOR THE COMMUNITY DEVELOPMENT DEPARTMENT WITH OUR
09:50:32 CONTRACTOR.
09:50:32 DOES HE HAVE A SOFTWARE?
09:50:35 >>Mary Gibbs: THE PROPRIETARY SOFTWARE THAT STEVE MENTIONED.

09:50:39 IT IS PARTIALLY IMPLEMENTED.
09:50:40 IT WAS ONLY IMPLEMENTED FOR BUILDING PERMITS.
09:50:42 NOT THE REST.
09:50:42 >>Jim Boesch: IS THAT OURS OR THEIRS?
09:50:44 >>Mary Gibbs: IT'S THEIRS.
09:50:46 IT'S THEIRS.
09:50:46 >>Jim Boesch: NOW WE'RE GOING TO HAVE OUR OWN SOFTWARE.
09:50:49 >>Mary Gibbs: YES.
09:50:50 >>Jim Boesch: IT'S GOING TO COMBINE WITH THEIRS?
09:50:52 >>Mary Gibbs: NO.
09:50:54 THEIRS WILL BE ESSENTIALLY DISMANTLED.
09:50:57 WE TAKE ALL THE INFORMATION TO DATE AND WE CONVERT THAT OVER
09:51:01 INTO THE SOFTWARE THAT WE USE.
09:51:03 SO THEIR SOFTWARE, WHICH IS SORT OF BAND-AIDED RIGHT NOW,
09:51:07 GOES AWAY, AND THEN WE HAVE A NEW SOFTWARE THAT INTEGRATES
09:51:10 WITH EVERYTHING.

09:51:11 >>Jim Boesch: THIS ONE WILL TAKE CARE OF EVERYTHING.
09:51:13 >>Mary Gibbs: CORRECT.
09:51:14 SO WE NEED HELP WITH ALL THOSE FACETS.
09:51:17 THAT'S WHY WE NEED A CONSULTANT TO HELP US.
09:51:19 I'M GOING TO HAVE BOB EXPLAIN A LITTLE BIT ABOUT THE RFI
09:51:23 PROCESS SO HE CAN TELL YOU WHAT STEPS WE WENT THROUGH TO GET
09:51:27 TO THIS POINT.
09:51:28 >>Vice-Mayor McLain: BEFORE WE GET TO THAT PROCESS, NOT
09:51:30 BEING IN THE PUBLIC SPHERE FOR A LONG PERIOD OF TIME, I

09:51:35 PROBABLY SHOULD HAVE REACHED OUT TO YOU EARLIER, THE
09:51:39 ACTIVITY LEVEL THAT YOU'RE GOING TO EXPERIENCE GOING FORWARD
09:51:43 AS THE VILLAGE MATURES, IS THE ACTIVITY IN THIS AREA GOING
09:51:48 TO MAINTAIN THE CURRENT LEVEL OF ACTIVITY INCREASE OR
09:51:53 DECREASE?
09:51:54 >>Mary Gibbs: WELL, THAT'S HARD TO PREDICT.
09:51:56 I WOULD SAY RIGHT NOW THINGS ARE EXTREMELY ACTIVE.
09:52:01 I SEE THAT CONTINUING PROBABLY AND MAYBE IN FIVE YEARS IF
09:52:06 WE'RE BUILT OUT AND WE DON'T HAVE OTHER PROPERTIES, YOU
09:52:09 KNOW, THAT MIGHT SLOW DOWN AT SOME POINT.
09:52:12 BUT WHAT I SEE IS A LOT -- EVEN IF YOUR NEW DEVELOPMENTS
09:52:17 SLOW DOWN, YOU HAVE A LOT OF REMODELINGS AND A LOT OF
09:52:20 RECONSTRUCTION AND A LOT OF REDEVELOPMENT.
09:52:22 SO WHEN WE FIRST INCORPORATED, EVERYBODY THOUGHT, OH, WE'LL
09:52:26 BE BUSY FOR A COUPLE OF YEARS AND THEN WE WON'T BE.
09:52:28 WELL, WE'RE STILL BUSY.
09:52:29 WE'RE GETTING BUSIER.
09:52:31 I THINK THE ACTIVITY IS GOING TO BE LIKE THIS FOR QUITE SOME
09:52:34 TIME.
09:52:36 >>Vice-Mayor McLain: THE VILLAGE HOPEFULLY IS GOING TO GROW.
09:52:39 JUST THE NORMAL GROWTH, WE'VE TALKED ABOUT 7%, BUT THERE'S
09:52:43 REASON TO THINK WE COULD EXPAND FROM THAT.
09:52:47 THE REASON I ASKED THAT QUESTION IS WE'RE TALKING ABOUT 250
09:52:53 OR 75 THOUSAND FOR CONSULTANT, BUT NOW WE ALSO ARE GOING TO
09:52:58 -- THE REASON WE'RE BRINGING THEM IN IS TO PURCHASE

09:53:01 SOFTWARE, WHICH IS GOING TO COST US ANOTHER 250 OR SO.
09:53:05 SO WE'RE NOT TALKING ABOUT \$250,000 PROJECT.
09:53:07 WE'RE TALKING ABOUT A 500,000.
09:53:10 THE REASON I ASKED THE QUESTION ABOUT THE ACTIVITY LEVEL
09:53:13 GOING UP OR DOWN IS THAT WHEN YOU'RE LOOKING AT 500,000, AS
09:53:18 AN ALTERNATIVE, COULD WE FIND ANOTHER SOURCE FOR THE DAILY
09:53:23 ACTIVITY THAT WOULD BE LESS EXPENSIVE FOR US MOVING THIS
09:53:28 FORWARD.
09:53:29 IT'S NICE TO HAVE OUR OWN, BUT -- AND I'M NOT GOING THE
09:53:33 DAY-TO-DAY ACTIVITY.
09:53:34 WE'VE SURVIVED TO THIS POINT.
09:53:36 IS THERE ANOTHER ALTERNATIVE RATHER THAN GOING FORWARD WITH

09:53:40 500,000 PLUS PROJECT?
09:53:42 >>Mary Gibbs: WELL, I THINK THE ALTERNATIVE WE HAVE IS THE
09:53:46 BAND-AIDED SOFTWARE THAT WE HAVE NOW.
09:53:48 I HAVE TO BE PERFECTLY HONEST.
09:53:50 IT'S BEEN REALLY DIFFICULT.
09:53:52 IT'S BEEN HORRIBLE.
09:53:53 IT'S BAD FOR CUSTOMER SERVICE.
09:53:57 WE DON'T HAVE A GOOD LINK WITH FINANCE.
09:53:58 EVERY DAY WE OVERCHARGE PEOPLE.
09:54:00 WE'RE DEALING WITH REFUNDS.
09:54:01 I'VE NEVER HONESTLY IN ALL MY YEARS OF LEE COUNTY, IF WE
09:54:05 ISSUED A COUPLE OF REFUNDS A YEAR, HERE WE'RE DOING REFUNDS
09:54:09 EVERY DAY BECAUSE SOMEBODY GOT CHARGED FOUR TIMES.

09:54:11 YOU HAVE TO CALL FT. LAUDERDALE TO GET THE HELP DESK TO HELP
09:54:15 YOU.
09:54:15 IT'S MISERABLE.
09:54:17 I HAVE TO TELL YOU IT'S MISERABLE.
09:54:18 COULD YOU FIND A CHEAP SOFTWARE?
09:54:21 YEAH, BUT YOU'RE PROBABLY GOING TO GET WHAT YOU PAY FOR.
09:54:28 >>Mayor Errington: JUST A MOMENT, JIM.
09:54:29 LET JON FINISH.
09:54:30 >>Vice-Mayor McLain: IF I COULD CONTINUE ON THAT.
09:54:33 SO IF THE ACTIVITY LEVEL STAYS OR MAYBE EVEN INCREASE,
09:54:36 BECAUSE I AGREE, THERE'S GOING TO BE REMODELING AND PEOPLE
09:54:38 WILL WANT TO PAINT THEIR BUILDINGS AND ADD TO IT, SO THERE'S
09:54:41 ALWAYS GOING TO BE A LOT OF ACTIVITY, I THINK, IN THE
09:54:43 VILLAGE.
09:54:44 MY UNDERSTANDING, THIS CONSULTANT IS GOING TO BE WORKING
09:54:48 VERY CLOSELY WITH YOU AND YOUR STAFF AND LOOKING AT THE
09:54:52 PROCESSES THAT YOU'RE CURRENTLY USING.
09:54:55 WILL YOU BE ABLE TO ADDRESS THE CHANGING NEEDS OF YOUR
09:54:59 STAFF?
09:55:00 IF THE ACTIVITY LEVEL PICKS UP, I'M CONCERNED WITH THE
09:55:04 CONSULTANT LOOKING AT YOUR EXISTING STAFF, IF THAT STAFF
09:55:08 LEVEL CHANGES AND WE ARE VILLAGE LITE AND WANT TO MAINTAIN
09:55:12 THAT, WOULD WE BE ABLE TO ADDRESS THE ENTIRE PROCESS
09:55:16 IRRESPECTIVE OF HOW MANY STAFF MEMBERS ARE THERE TO
09:55:19 IMPLEMENT THESE PROGRAMS?

09:55:22 >>Mary Gibbs: YEAH.
09:55:23 WE LOOK AT THE PROCESS UP FRONT WHEN WE FIRST IMPLEMENT IT,
09:55:26 BUT YOU CAN ALWAYS MAKE CHANGES.
09:55:28 ONE OF THE THINGS WITH THE SOFTWARE, ALL THESE COMPANIES
09:55:31 CHARGE YOU BY HOW MANY PEOPLE THAT ARE USERS.
09:55:33 SO YOUR ANNUAL FEE DEPENDS ON HOW MANY USERS.
09:55:36 SO LET'S SAY BUILDING ACTIVITY DROPPED OFF, YOU'VE GOT LESS
09:55:40 USERS, SO YOU'RE GOING TO PAY LESS FOR YOUR ANNUAL

09:55:43 MAINTENANCE FEES.
09:55:43 SO THE FEES ADJUST DEPENDING ON YOUR ACTIVITY.
09:55:46 DIRECTLY.
09:55:50 >>Joanne Ribble: MARY, THIS WILL ALSO UPDATE OUR
09:55:52 CYBERSECURITY, THOUGH, WOULDN'T IT?
09:55:54 IS THAT PART OF IT?
09:55:56 >>Mary Gibbs: THIS SOFTWARE WOULD BE BETTER, BUT IN
09:55:59 CONJUNCTION WITH THE CLOUD THAT KYLE IS GOING TO TALK ABOUT
09:56:02 AFTER, BY MOVING OUR INFORMATION FROM THE SERVER INTO THE
09:56:05 CLOUD ALSO HELPS WITH CYBERSECURITY.
09:56:08 IF I CAN JUST MENTION TWO MORE THINGS ABOUT THE CONTRACT,
09:56:11 TOO, SO THIS IS EXPENSIVE BECAUSE WE TRIED TO ESTIMATE WHAT
09:56:17 WE THINK IT'S GOING TO COST.
09:56:19 I THINK IT'S GOING TO BE REALLY AN 18-MONTH PROCESS FROM
09:56:23 LOOKING AT THE SOFTWARE, GETTING A CONTRACT AND GETTING IT
09:56:27 IMPLEMENTED.
09:56:27 SO THE CONSULTANT THAT WE'VE SELECTED -- AND BOB'S GOING TO

09:56:31 EXPLAIN THAT PROCESS -- THE CHARGE IS 150 AN HOUR.
09:56:35 SO IT REALLY DEPENDS ON HOW MANY HOURS ARE PUT IN.
09:56:37 AND THEN THEY WOULD CHARGE MONTHLY.
09:56:39 SO WE HAD TO ESTIMATE NOT KNOWING EXACTLY.
09:56:43 THIS IS KIND OF OUR BEST-GUESS ESTIMATE.
09:56:46 BUT FOR FUNDING THIS, AS STEVE MENTIONED, THIS HAS BEEN IN
09:56:49 THE BUDGET ALREADY.
09:56:50 WE HAD IT IN THE BUDGET FOR A FEW YEARS, BUT WE NEVER
09:56:53 STARTED WITH IT.
09:56:54 NOW WE HAVE TO DO THE BUDGET AMENDMENT BECAUSE EVEN THOUGH
09:56:57 IT WAS IN THE BUDGET, IT WASN'T USED, SO WE DO THE BUDGET
09:57:00 AMENDMENT.
09:57:01 THE FUNDING FOR THIS COMES FROM WHAT WE CALL THE BUILDING
09:57:04 FEE SURPLUS.
09:57:05 SO THE WAY THE STATE LAW WORKS, YOU HAVE TO SET UP A
09:57:10 SEPARATE SUBFUND FOR YOUR BUILDING FEES.
09:57:13 THEY HAVE TO BE KEPT IN THEIR OWN BUCKET BASICALLY.
09:57:15 YOU CAN'T USE THEM FOR OTHER THINGS.
09:57:19 LIKE, IF DAVID WANTED TO BUILD A ROAD, YOU CAN'T LEGALLY USE
09:57:22 THOSE BUILDING FEES FOR THAT TYPE OF THING.
09:57:24 SO YOU CAN ONLY USE THE BUILDING FEES TO SUPPORT THE
09:57:27 BUILDING FUNCTIONS.
09:57:27 SO MOST -- AND THE WAY THE LEGISLATURE HAS CHANGED OVER THE
09:57:31 PAST COUPLE OF YEARS, YOU CAN'T KEEP ACCUMULATING A LOT OF
09:57:36 MONEY.

09:57:37 YOU HAVE TO SPEND IT.
09:57:38 WHAT MOST PLACES DO IS THEY USE IT FOR SOFTWARE BECAUSE IT
09:57:42 INCREASES YOUR EFFICIENCY, AND THERE ARE VERY LIMITED THINGS
09:57:45 THAT YOU CAN USE THAT MONEY FOR.

09:57:47 WE HAVE BUILT UP SOME SURPLUS.
09:57:48 WE REALLY NEED TO DRAW DOWN ON THAT.
09:57:51 BY USING IT FOR THE SOFTWARE AND THE SOFTWARE CONSULTANT IS
09:57:54 A GOOD REASON TO USE THOSE FUNDS.
09:57:57 THERE MAY BE A SMALL PORTION THAT MIGHT HAVE TO COME OUT OF
09:58:01 GENERAL FUND, BUT THE BULK IS COMING OUT OF THIS BUILDING
09:58:05 FEE RESERVE.
09:58:09 >>Jim Boesch: ONE THING I DO WANT TO MENTION IS THAT WE --
09:58:14 IF OUR PERSON WHO IS DOING -- OUR COMPANY DOING THE
09:58:21 COMMUNITY DEVELOPMENT, IF THEY EVER OPTED OUT AND TOOK THEIR
09:58:24 SOFTWARE, WE WOULD REALLY BE STUCK.
09:58:26 IT'S IMPORTANT FOR US TO BE TOTALLY INDEPENDENT.
09:58:30 QUITE HONESTLY, I DON'T KNOW OF A CITY IN THE GROUP THAT WE
09:58:35 WORK WITH MAYORS THAT DOESN'T HAVE THEIR OWN SOFTWARE, NOT
09:58:39 WORKING FOR THEIR OWN ENTITY, THEIR OWN COMMUNITY.
09:58:45 >>Mary Gibbs: IF YOU DON'T HAVE ANY OTHER QUESTIONS RIGHT
09:58:47 NOW, BOB IS HERE TO EXPLAIN A LITTLE BIT ABOUT THIS RFI
09:58:51 PROCESS.
09:58:55 >>Mayor Errington: WELCOME, BOB.
09:58:57 >>Bob Franceschini: GOOD MORNING.
09:58:57 NICE TO SEE YOU ALL.

09:58:58 WE COME TO YOU THIS MORNING WITH THIS RECOMMENDATION AS A
09:59:02 RESULT OF THE RFI PROCESS, WHICH IS THE REQUEST FOR
09:59:06 INFORMATION, WHICH IS PROBABLY ONE OF THE COOLEST TOOLS I
09:59:10 HAVE IN MY PURCHASING TOOLBOX BECAUSE IT ALLOWS US TO HOLD
09:59:14 ALL THE CARDS.
09:59:15 WE HAVE FLEXIBILITY WITHOUT ANY COMMITMENT ON OUR PART,
09:59:20 UNTIL TODAY.
09:59:21 WE ARE ABLE TO GO BACK AND FORTH AND NEGOTIATE, ASK
09:59:26 QUESTIONS, AND REALLY PRESERVE THE COMPETITIVENESS OF THE
09:59:30 PROCESS SO THAT WE KNOW WE'RE GETTING THE BEST QUALIFIED AT
09:59:35 THE BEST PRICE.
09:59:36 AND MARY ALLUDED TO THE 150 AN HOUR.
09:59:39 I CAN TELL YOU I DID A PRICE COMPARISON WITH SOME OF THE
09:59:42 OTHERS, AND THIS IS A GREAT PRICE.
09:59:43 I CAN ASSURE YOU THAT THE RFI, WHILE IT ISN'T OFTEN USE, IT
09:59:50 IS JUDICIOUSLY USED.
09:59:51 WE SELECTED IT IN THIS CASE SIMPLY BECAUSE IT GAVE US THE
09:59:54 FLEXIBILITY WITHOUT OVERCOMMITTING TO ANYBODY THROUGH A
09:59:59 PROCESS THAT WOULD HAMSTRING US AND GAVE US THE ULTIMATE
10:00:02 FLEXIBILITY TO CHOOSE THE BEST CONSULTANT FOR US.
10:00:06 >>Mayor Errington: ANY QUESTIONS FROM COUNCIL?
10:00:08 I HAVE A COMMENT TO MAKE.
10:00:11 IN PREVIOUS YEARS, AT ONE TIME IN MY LIFE, I WORKED FOR IBM
10:00:17 AS AN EDUCATION CONSULTANT, AND MY PROBLEM THAT I HAD AT
10:00:22 THAT TIME WAS FOLLOWING PEOPLE WHO SOLD THE SOFTWARE.

10:00:25 THEY DIDN'T KNOW ANYTHING ABOUT HOW IT WORKED.
10:00:29 YOU FIND THAT TODAY, I TOLD THAT -- I'M TOLD THAT BY PEOPLE
10:00:33 IN THE INDUSTRY.
10:00:34 ANYBODY WHO SELLS SOFTWARE, THEY USUALLY DON'T KNOW HOW IT
10:00:37 WORKS.
10:00:37 YOU HAVE TO HAVE SOMEBODY PICKING UP THE PIECES LATER.
10:00:40 THAT'S WHERE I CAME IN TO DO THAT KIND OF.
10:00:43 SO NOW IT'S EXTREMELY IMPORTANT, BUT WHAT'S REALLY
10:00:47 IMPORTANT, TOO, IS LINKING THAT I.T. WITH CYBERSECURITY.
10:00:51 I MEAN, SOMEBODY, WHOEVER IS GOING TO BE ADVISING -- I MEAN,
10:00:55 WE NEED A SUPPORT FOR ADVICE.
10:00:58 THAT'S A GIVEN, BUT WE NEED THAT CYBER PIECE IN THERE
10:01:04 WHENEVER ANY OF THIS IS PUT IN THERE.
10:01:05 THE CLOUD WILL HELP, BUT IT WON'T TAKE CARE OF ALL OF IT.
10:01:09 IT'S EXCITING TO THINK THAT WE'RE GETTING ALL THIS TOGETHER
10:01:15 AFTER SIX YEARS.
10:01:17 HOPEFULLY WE WILL, BECAUSE IT'S NEEDED, AND IT'S
10:01:24 FRUSTRATING, I WOULD HAVE TO THINK WITH MARY.
10:01:27 THE BAND-AID APPROACH, IT'S NOT THE WAY WE DO IT WITH
10:01:31 TECHNOLOGY ANYMORE.
10:01:32 WHAT'S HAPPENING IN THE UNITED STATES, WE'RE SUFFERING FROM
10:01:34 SITUATIONS LIKE THIS.
10:01:35 BUSINESSES JUST AREN'T UP TO SPEED WITH THEIR TECHNOLOGY.
10:01:39 THAT'S MY POINT.
10:01:44 THANK YOU.

10:01:46 JIM.
10:01:48 >>Jim Wilson: THE BUILDING FEE FUND THAT MARY MADE REFERENCE
10:01:51 HAS \$786,000 IN IT, WHICH I THINK IS GREAT.
10:01:54 CAN THIS CONTRACT BE CHARGED TO THAT OR ONLY THE PURCHASING
10:01:58 SOFTWARE?
10:01:59 >>Mayor Errington: MARY WILL ANSWER THAT?
10:02:02 >>Mary Gibbs: WE CAN CHARGE BOTH OF THESE CONTRACTS TO THAT.
10:02:05 LIKE I SAID, THERE MAY BE A SMALL COMPONENT IN THE GENERAL
10:02:07 FUND BECAUSE YOU HAVE TO BE CAREFUL OF HOW YOU DO THE
10:02:11 ACCOUNTING, BUT THE VAST MAJORITY CAN COME OUT OF THIS FUND.
10:02:15 >>Jim Wilson: GREAT.
10:02:16 THANK YOU.
10:02:16 >>Mayor Errington: COUNCIL, ANY OTHER COMMENTS OR QUESTIONS?
10:02:19 MADAM CLERK, DO WE HAVE ANYONE FROM THE PUBLIC?
10:02:23 >>Carol Sacco: NO, MAYOR.
10:02:25 >>Mayor Errington: OKAY.
10:02:26 SO I WILL NOW ENTERTAIN A MOTION TO PROCEED WITH -- MOTION
10:02:33 MADE BY JON McLAIN AND SECONDED BY JOANNE RIBBLE.
10:02:37 MADAM CLERK, PLEASE CALL THE ROLL.
10:02:39 >>Jim Wilson: AYE.
10:02:42 >>Jim Ward: AYE.
10:02:44 >>Jim Boesch: AYE.

10:02:45 >>Larry Fiesel: AYE.
10:02:47 >>Joanne Ribble: AYE.
10:02:49 >>Vice-Mayor McLain: AYE.

10:02:49 >>Mayor Errington: AYE.

10:02:51 THANK YOU.

10:02:55 WE WILL NOW GO INTO OUR ADDED ITEM, NUMBER C, AND THIS IS --

10:03:06 WILL BE BROUGHT TO YOU BY BARRY FREEDMAN.

10:03:10 BARRY, IF YOU WOULD COME UP AND EXPLAIN.

10:03:12 DID YOU GET THE PACKET THIS MORNING?

10:03:16 EVERYBODY HAS A COPY.

10:03:17 IT IS THE LEE COUNTY VISITOR AND CONVENTION BUREAU ESTERO

10:03:22 VIRTUAL VISITOR CENTER.

10:03:23 BARRY.

10:03:27 >>Barry Freedman: GOOD MORNING.

10:03:28 FOR THE RECORD, MY NAME IS BARRY FREEDMAN.

10:03:30 I LIVE IN THE VINES COMMUNITY OF THE ESTERO COUNTRY CLUB.

10:03:33 MANY OF YOU MAY KNOW ME AS A FORMER MEMBER OF THE VILLAGE

10:03:37 DESIGN REVIEW BOARD AND FORMER MEMBER OF THE ECCL EXECUTIVE

10:03:41 MANAGEMENT TEAM.

10:03:42 I'M HERE TODAY AS A REPRESENTATIVE OF A TASK FORCE

10:03:46 REPRESENTING SEVERAL VILLAGE ORGANIZATIONS, INCLUDING THE

10:03:49 ESTERO CHAMBER OF COMMERCE, ECCL, THE ESTERO FOREVER

10:03:54 FOUNDATION, THE VILLAGE REPRESENTED BY KYLE COLEMAN AND THE

10:03:58 ESTERO ROTARY CLUB.

10:03:59 WE'RE SEEKING YOUR SUPPORT OF OUR EFFORTS TO RECEIVE A GRANT

10:04:03 FROM THE ATTRACTIONS AND MARKETING DEPARTMENT OF THE LEE

10:04:06 VISITORS AND CONVENTION BUREAU.

10:04:10 THAT'S THE VCB.

10:04:11 THE GRANT REQUEST IS DUE TO THE VCB THIS FRIDAY.

10:04:15 THAT'S THE REASON I'M HERE NOW.

10:04:17 AS YOU MAY KNOW, THE VILLAGE OF ESTERO PROVIDED LEE COUNTY

10:04:21 WITH \$900,000 IN OCCUPANCY TAX MONEY.

10:04:26 THAT'S THE 5% TAX THAT'S PAID BY VISITORS IN ESTERO HOTELS.

10:04:31 IN FISCAL YEAR 2019-2020, SO THAT'S OVER A YEAR AGO.

10:04:36 I'M SURE IT'S DOWN IN THE PAST YEAR, BUT THAT'S WHERE IT WAS

10:04:38 A YEAR AGO.

10:04:39 THAT MONEY SUPPORTS THE ADMINISTRATION OF THE VCB.

10:04:43 IN AN EFFORT TO GIVE BACK TO THE COMMUNITY, THE LEE VCB

10:04:47 ANNUALLY PROVIDES GRANT FUNDING TO 501(C)(3) ORGANIZATIONS

10:04:51 THAT ARE PROMOTING VISITORS TO LEE COUNTY.

10:04:54 IN THE LAST FISCAL YEAR, THEY GAVE GRANTS TOTALING \$425,000

10:05:01 TO 33 ORGANIZATIONS.

10:05:03 I SHOWED THE MAYOR THE LIST, BUT I HAVE IT.

10:05:06 IF ANYBODY WOULD LIKE TO SEE THE LIST THAT VCB GAVE OUT LAST

10:05:11 YEAR, I CAN PROVIDE IT TO YOU.

10:05:13 AS YOU MAY KNOW, THE TASK FORCE CREATED A REQUEST FOR

10:05:19 PROPOSAL BACK IN APRIL 2021 SEEKING DESTINATION MARKETING
10:05:23 AND DEVELOPMENT ORGANIZATIONS TO DEVELOP A VIRTUAL VISITOR
10:05:27 CENTER WEBSITE FOR THE VILLAGE OF ESTERO.
10:05:29 THAT EFFORT IS TO PROMOTE ESTERO AS THE BEST PLACE TO VISIT,
10:05:34 LIVE, WORK AND PLAY IN SOUTHWEST FLORIDA.
10:05:37 THE EFFORT IS ONGOING AND WILL COME TO A CONCLUSION LATER
10:05:41 THIS SUMMER.

10:05:43 IN A MEETING I HAD LAST THURSDAY WITH MAYOR ERRINGTON, CITY
10:05:46 MANAGER STEVE SARKOZY AND HIS ASSISTANT KYLE COLEMAN, I WENT
10:05:50 THROUGH THE HISTORY OF THIS EFFORT AND WOULD BE PLEASED TO
10:05:53 PRESENT IT TO YOU AT A WORKSHOP LATER THIS MONTH.
10:05:57 LETTERS OF SUPPORT OF OUR HE WAS TO THE LEE VCB ATTRACTIONS
10:06:02 MARKETING FUNDING DEPARTMENT ARE ATTACHED TO OUR
10:06:06 APPLICATION, AND THEY COME FROM ECCL, THE CHAMBER, AND THE
10:06:10 ROTARY.
10:06:11 WE SEEK YOUR SUPPORT OF THIS EFFORT TO FUND A PORTION OF THE
10:06:14 WEBSITE DEVELOPMENT FROM LEE VCB FUNDS.
10:06:16 I BELIEVE YOU HAVE A DRAFT OF THE LETTER TO BE SIGNED BY
10:06:19 MAYOR ERRINGTON TO ACCOMPANY OUR GRANT REQUEST.
10:06:21 THANK YOU FOR YOUR TIME, AND I'LL TRY TO ANSWER ANY
10:06:24 QUESTIONS YOU MIGHT HAVE.
10:06:27 >>Jim Boesch: YOU'RE LOOKING FOR COUNCIL APPROVAL TODAY OR
10:06:30 SOMETHING?
10:06:32 >>Barry Freedman: TODAY, OF THE CONCEPT.
10:06:34 >>Jim Boesch: THAT WOULD BE TO APPLY FOR A GRANT?
10:06:38 >>Barry Freedman: APPLYING FOR A GRANT FROM THE LEE VCB TO
10:06:42 SUPPORT THE EFFORT TO DEVELOP THIS VIRTUAL VISITOR CENTER
10:06:45 WEBSITE.
10:06:45 YOU HAVE TO BE A 501(C)(3) ORGANIZATION.
10:06:48 IT WILL BE FUNDED THROUGH OUR 501(C)(3) AS ALL OF THOSE
10:06:53 GRANTS ARE.
10:06:54 THAT'S ONE OF THEIR STIPULATIONS.

10:06:57 AND YOUR OBJECTIVE MUST BE TO BRING VISITORS INTO THE
10:07:00 HOTELS.
10:07:02 THAT'S WHAT LEE VCB IS ALL ABOUT.
10:07:04 THAT'S THE 5% OCCUPANCY TAX.
10:07:07 >>Jim Boesch: HOW MUCH OF A GRANT WILL YOU BE LOOKING FOR,
10:07:09 BARRY?
10:07:10 >>Barry Freedman: I'M REQUESTING \$40,000.
10:07:16 >>Vice-Mayor McLain: I'M ON THE TOURIST DEVELOPMENT COUNCIL
10:07:18 WHICH IS WHERE THE MONEY FUNNELS THROUGH.
10:07:21 IN THAT POSITION, I DO GET TO HELP DOLE OUT THE BUDGETS FOR
10:07:25 THE FUNDS THAT WE HAVE.
10:07:27 I'M FAMILIAR WITH THAT LIST THAT YOU'VE GOT.
10:07:31 BUT, GENERALLY, WHAT YOU'RE GOING TO FIND ON WHERE THOSE
10:07:35 DOLLARS GO IS TO THE BEACH RENOURISHMENT PROJECTS, THE

10:07:38 EQUIPMENT OUT THERE, REALLY FOCUSED ON THE BEACHES, WHICH
10:07:41 ARE A MAJOR ATTRACTION, BUT BARRY AND I TALKED.
10:07:45 IT'S BEEN SIX, EIGHT MONTHS AGO, MAYBE, ABOUT THIS PROJECT,
10:07:49 AS HE WAS GETTING IT STARTED, AND I THINK IT'S A GOOD IDEA
10:07:55 FOR LEE COUNTY, ALSO, FOR THE \$900 MILLION THAT LEE AND
10:08:00 ESTERO CONTRACT, IF WE ASK FOR 40,000, THAT'S A MINIMAL
10:08:04 AMOUNT OF MONEY THAT THEY DOLE OUT TO OTHER ORGANIZATIONS.
10:08:08 I THINK THE BENEFIT FOR HAVING ANOTHER SITE THAT PROMOTES
10:08:12 NOT JUST ESTERO, BUT IT'S REALLY THE WHOLE GEOGRAPHIC AREA.
10:08:17 >>Barry Freedman: GREATER ESTERO SITE.
10:08:20 >>Vice-Mayor McLain: I THINK IT'S A BIG DEAL.

10:08:22 SO I DON'T KNOW IF THIS WILL HAVE TO COME TO THE TOURIST
10:08:24 DEVELOPMENT COUNCIL FOR A VOTE.
10:08:25 IT'S NOT A LOT OF MONEY WHEN I LOOK AT THE DOLLARS THAT
10:08:28 THEY'VE DONE.
10:08:29 I HOPE -- I'D BE MORE THAN HAPPY TO SUPPORT.
10:08:33 OBVIOUSLY, THERE'S A LOT OF WORK TO MAKE THIS THING A VIABLE
10:08:37 TOOL TO ATTRACT POTENTIAL VISITORS THAT COME DOWN HERE.
10:08:41 THAT'S REALLY WHAT IT'S ABOUT.
10:08:43 GET THEM IN OUR HOTELS OR OTHER HOTELS.
10:08:46 IT DOESN'T REALLY MATTER AS LONG AS THEY ARE COMING AND
10:08:48 VISITING OUR AREA.
10:08:50 THAT'S A GOOD THING --
10:08:51 >>Barry Freedman: IF YOU INVITE ME TO COME BACK AND GIVE YOU
10:08:54 THE HISTORY OF THE DEVELOPMENT OF THE PROJECT AT YOUR
10:08:56 COUNCIL MEETING IN, SAY, TWO OR THREE WEEKS, I'LL GIVE YOU
10:09:00 EXAMPLES OF THESE VIRTUAL VISITOR CENTER WEBSITES THAT ARE
10:09:04 SET UP NOT ONLY AROUND FLORIDA BUT ALL OVER THE COUNTRY AND
10:09:07 DEVELOPED BY DESTINATION MANAGEMENT COMPANIES IN A VERY
10:09:09 PROFESSIONAL WAY.
10:09:10 AND WE'RE LOOKING AT PROPOSALS FROM THOSE TO SELECT ONE HERE
10:09:14 IN ESTERO.
10:09:15 AND I WANT TO PRESUPPOSE A QUESTION, WHICH YOU PROBABLY
10:09:19 SHOULD ASK.
10:09:19 WHAT HAPPENS IF I'M NOT HERE TO DO THIS PROJECT?
10:09:21 MAYOR ERRINGTON ASKED ME ABOUT THAT EARLIER.

10:09:27 THE TASK FORCE CURRENTLY CONSISTS OF SEVEN PEOPLE.
10:09:31 ANY ONE OF WHOM COULD EASILY TAKE OVER FOR ME IF I POP OUT
10:09:35 OF THE PICTURE IN A DAY AND A HALF.
10:09:37 THEY ALL ARE VERY FAMILIAR.
10:09:39 THEY ARE READING ALL THE PROPOSALS WHICH WERE DUE YESTERDAY.
10:09:43 SO I'M ORGANIZING THEM THIS WEEK TO SEND THEM OUT TO THE
10:09:45 TASK FORCE TO READ THE PROPOSALS.
10:09:47 BUT THAT'S DOWN THE ROAD.
10:09:50 TODAY IT'S TO GET LEE VCB TO ACCEPT OUR APPLICATION.
10:09:54 NOW THEY EXTENDED THE APPLICATION PERIOD FROM JUNE 1 TO JUNE

10:09:58 4.
10:09:58 THAT JUST HAPPENED WHEN I WAS WITH KATY ON THURSDAY.
10:10:00 SENT ME AN E-MAIL WHILE WE WERE IN THE MEETING, PROBABLY
10:10:03 BECAUSE OF THE HOLIDAY THEY PUSHED IT OFF FOR A FEW DAYS.
10:10:06 YOUR LETTER WILL BE THE LAST ATTACHMENT TO GO WITH THE
10:10:10 APPLICATION WHICH IS RATHER DETAILED, BUT I HAVE IT.
10:10:13 IT'S ALL DONE EXCEPT FOR THE APPLICATION.
10:10:15 >>Larry Fiesel: IS THERE ANY RATIONALE TO THE 40,000?
10:10:22 SHOULD BE IT 60, 100?
10:10:24 >>Barry Freedman: NORMALLY THEY HAVE GIVEN NO MORE THAN
10:10:26 \$20,000 TO ANY ONE ORGANIZATION IN ANY ONE YEAR, BUT THEY
10:10:29 TEND TO REPEAT THAT ON A REGULAR BASIS TO THE SAME
10:10:32 ORGANIZATIONS THAT APPLY YEAR IN AND YEAR OUT AS A
10:10:35 501(C)(3).
10:10:36 WE NEVER HAD THE REASON TO, AS FAR AS I KNOW.

10:10:39 I DON'T KNOW OF ANY OTHER 501(C)(3) ORGANIZATION IN THE
10:10:42 VILLAGE THAT ACTUALLY APPLIED FOR ANY MONEY.
10:10:45 I HAVE A LIST OF WHO GOT IT.
10:10:46 NOBODY IN ESTERO GOT IT.
10:10:48 WHETHER THEY APPLIED OR NOT, I SUPPOSE I DON'T KNOW THAT.
10:10:50 SO WE'RE GOING TO ASK FOR MORE THAN WE'LL PROBABLY GET, BUT
10:10:54 WE'LL ASK FOR IT ON A REGULAR BASIS.
10:10:56 YOU KNOW HOW IT IS, IF YOU ASK FOR A HUNDRED, YOU MIGHT GET
10:10:59 50.
10:11:03 >>Jim Boesch: BARRY, THE INFORMATION THAT YOU'RE GOING TO
10:11:07 PASS IN YOUR GRANT, WE HAVE FIVE NEW HOSPITALS THAT HAVE
10:11:10 BEEN APPROVED TO BE BUILT HERE IN ESTERO IN ADDITION TO WHAT
10:11:13 WE HAVE.
10:11:14 SO WHEN YOU ADD THAT TOGETHER FOR THIS PARTICULAR -- THAT
10:11:21 YOU'RE APPLYING FOR, THAT'S IMPORTANT INFORMATION TO KNOW OF
10:11:25 DESTINATIONS OF SOME OF THESE PEOPLE THAT ARE GOING TO BE
10:11:28 PROVIDING MONEY TO THAT PARTICULAR BUREAU.
10:11:33 >>Mayor Errington: JOANNE.
10:11:34 >>Joanne Ribble: DO ANY OF THE SURROUNDING CITIES HAVE -- DO
10:11:37 ANY OF THE SURROUNDING CITIES HAVE A VIRTUAL VISITOR CENTER?
10:11:43 >>Barry Freedman: THE ONLY ONE RIGHT AROUND HERE IS RUN BY
10:11:46 THE LEE VCB, AND IT'S CALLED THE FORT MYERS BEACH SANIBEL
10:11:50 WEBSITE.
10:11:51 AND, OF COURSE, NAPLES HAS THEIR OWN.
10:11:53 BUT NONE OF THE OTHERS DO.

10:11:55 GO UP TO PUNTA GORDA HAS ONE AND THEN YOU GO ALL OVER THE
10:11:59 STATE.
10:11:59 THE COMPANIES THAT WE'RE LOOKING TO -- THAT WE LOOK TO TO
10:12:06 PROPOSE THE EFFORT THAT WE WANT TO DEVELOP OUR OWN HAVE
10:12:09 WORKED IN THE STATE OF FLORIDA ON SOME OF THOSE THAT YOU
10:12:13 WOULD KNOW AND HAVE -- SOME OF THEM HAVE AS MANY AS 900

10:12:17 CLIENTS THROUGHOUT THE WORLD.
10:12:18 SO WE'RE DEALING WITH SOME PRETTY BIG COMPANIES.
10:12:21 >>Joanne Ribble: IF YOU'RE SUCCESSFUL AND GET THE GRANT, WHO
10:12:24 MANAGES THE WEBSITE?
10:12:26 >>Barry Freedman: THE MANAGEMENT OF THE WEBSITE WILL BE
10:12:29 THROUGH THE ORGANIZATIONS HERE IN THE VILLAGE THAT ARE
10:12:32 REPRESENTED ON THE TASK FORCE.
10:12:34 IT WILL BE A COMBINATION OF ECCL, CHAMBER AND THE VILLAGE,
10:12:39 PRIMARILY.
10:12:39 WE'RE WORKING ON HOW DO WE SET UP BASICALLY AN ACCOUNT WHERE
10:12:43 MONEY COMES IN AND MONEY GOES OUT, AND IT THERE BE THROUGH A
10:12:46 501(C)(3) AND AN AUDITABLE ACCOUNT THAT WAY WITH.
10:12:54 IT HAS TO BE.
10:12:56 >>Vice-Mayor McLain: BARRY, IF I REMEMBER THE CONVERSATION,
10:12:58 SET THIS UP WOULD BE 150,000 OR SO IS THE INITIAL SETUP
10:13:02 COST.
10:13:02 >>Barry Freedman: NO, NOT EVEN HALF OF THAT.
10:13:08 >>Vice-Mayor McLain: WHAT IS THE ONGOING COST, OBVIOUSLY
10:13:10 CONTINUALLY UPDATED, WILL THIS BE FUNDED BY SOME COMMERCIAL

10:13:15 AREAS OUT OF ESTERO?
10:13:16 >>Barry Freedman: YES.
10:13:17 WE ANTICIPATE -- I DIDN'T WANT TO GET INTO THAT HERE BECAUSE
10:13:20 IT'S NOT NECESSARILY RELEVANT BUT HE ASKED THE QUESTION.
10:13:23 >>Mayor Errington: GO AHEAD.
10:13:24 >>Barry Freedman: WE'RE LOOKING TO MONETIZE THE WEBSITE
10:13:27 THROUGH A TIERED SYSTEM OF PARTICIPATION BY VARIOUS KINDS OF
10:13:32 COMPANIES AND ORGANIZATIONS.
10:13:34 WE'LL HAVE PLATINUM, GOLD, SILVER, AND BRONZE LEVEL FUNDING.
10:13:38 FOR EXAMPLE, IF A PARTICULAR REALTOR WANTS TO BE ON JUST
10:13:43 ABOUT ANY PAGE YOU OPEN UP ON THE WEBSITE, THAT REALTOR
10:13:47 MIGHT BE A GOLD SPONSOR AND PAY X DOLLARS PER MONTH.
10:13:51 A RESTAURANT THAT MIGHT WANT TO LINK TO THEIR WEBSITE MIGHT
10:13:55 PAY A MINIMAL AMOUNT PER MONTH.
10:13:58 IT DEPENDS ON THE LEVEL OF ADVERTISING.
10:14:00 IN ADDITION, WE FOUND OUT THAT WE CAN APPLY FOR AND ARE
10:14:03 LIKELY TO GET ADVERTISING DOLLARS FROM MAJOR COMPANIES THAT
10:14:09 ARE BRINGING PEOPLE TO THE AREA.
10:14:13 WE DON'T HAVE A MARRIOTT HOTEL HERE, SO I'LL USE THEM AS AN
10:14:16 EXAMPLE.
10:14:16 BUT IF MARRIOTT HAS AN OPPORTUNITY HERE, THEY ARE GOING TO
10:14:21 WANT TO BE ON EVERY PAGE OF THE WEBSITE SO THAT PEOPLE WHO
10:14:23 FIND SOMETHING ABOUT THE VILLAGE OF ESTERO IN A SEARCH WILL
10:14:27 SEE THAT MARRIOTT HAS A HOTEL FOR THEM AND THEY ARE GOING TO
10:14:31 WANT TO STAY HERE.

10:14:31 THEY PAY FOR THAT SORT OF THING.
10:14:34 >>Vice-Mayor McLain: LEE COUNTY SITE, DO THEY HAVE

10:14:35 ADVERTISING ON THAT ALSO?
10:14:37 >>Barry Freedman: VERY LITTLE.
10:14:38 THE REASON IS -- IT'S A GOOD POINT.
10:14:40 THE REASON THEY DON'T HAVE A LOT OF ADVERTISING IS THAT
10:14:43 THEIR SITE IS 100% PAID FOR BY THE OCCUPANCY TAX.
10:14:48 SO THEY CAN LET ANYBODY ON THE SITE AS LONG AS THEY ARE A
10:14:52 LEGITIMATE BUSINESS AND NOT HAVE TO WORRY ABOUT IT.
10:14:55 WE DON'T HAVE THAT OPPORTUNITY YET.
10:14:58 WE COULD TALK ABOUT IT --
10:15:00 >>Vice-Mayor McLain: THANK YOU FOR THAT.
10:15:01 >>Mayor Errington: I THINK TODAY WHAT WE WANT TO DO IS WE
10:15:04 PROCEED WITH HOPEFULLY TO APPROVE THIS AND LET YOU GET IT ON
10:15:07 THE APPLICATION.
10:15:09 AND THEN HAVE YOU COME BACK.
10:15:11 WE'RE DOING IT A LITTLE BACKWARDS, BUT IT'S BECAUSE OF TIME.
10:15:15 >>Barry Freedman: A LITTLE BIT.
10:15:16 I NEEDED IT BY FRIDAY.
10:15:17 >>Mayor Errington: EVEN THEN, IF THINGS CHANGE, WE'RE JUST
10:15:20 ALLOWING YOU PERMISSION TO GO AHEAD AND TRY TO PURSUE THIS
10:15:23 GRANT.
10:15:23 >>Barry Freedman: I CAN PURSUE THE GRANT, BUT I WANT YOUR
10:15:26 ACKNOWLEDGMENT THAT YOU THINK IT IS A WORTHWHILE THING FOR
10:15:28 US TO DO.

10:15:29 >>Mayor Errington: AND THEN INVITE YOU TO COME BACK.
10:15:32 >>Barry Freedman: PLEASE.
10:15:32 >>Mayor Errington: AND SPEND TIME AND SHE EXAMPLES.
10:15:35 >>Barry Freedman: I'LL HAVE THE PowerPoint PRESENTATION.
10:15:37 MAYBE I'LL TAKE A HALF HOUR.
10:15:39 >>Mayor Errington: RIGHT NOW, WE NEED TO GET THIS THING
10:15:41 BECAUSE FRIDAY IS RIGHT AROUND THE CORNER.
10:15:43 >>Jim Boesch: MAYOR, AFTER PUBLIC INPUT, WOULD IT BE
10:15:48 APPROPRIATE TO PROPOSE A MOTION?
10:15:50 >>Mayor Errington: YES.
10:15:51 WE'RE LOOKING FOR -- HAS ANYONE FROM THE PUBLIC --
10:15:54 >>Carol Sacco: NO, MAYOR.
10:15:56 >>Mayor Errington: THANK YOU.
10:15:57 NOW I WILL -- LARRY FIESEL MAKES THE MOTION, AND I NEED A
10:16:04 SECOND.
10:16:04 SECONDED BY JIM BOESCH.
10:16:06 PLEASE CALL THE ROLL.
10:16:09 >>Joanne Ribble: AYE.
10:16:11 >>Larry Fiesel: AYE.
10:16:13 >>Jim Boesch: AYE.
10:16:14 >>Jim Ward: AYE.
10:16:17 >>Jim Wilson: AYE.
10:16:18 >>Vice-Mayor McLain: AYE.
10:16:18 >>Mayor Errington: AYE.

10:16:19 THE NEXT ONE IS, THAT WAS REVISED AND ADDED TO -- ARE YOU

10:16:30 OKAY?

10:16:31 >> MOSQUITO OR SOMETHING.

10:16:33 I DIDN'T GET HIM.

10:16:34 >>Mayor Errington: DID WE PAY OUR MOSQUITO TAXES, STEVE?

10:16:39 [LAUGHTER]

10:16:39 BIG PORTION OF THAT COMES OUT.

10:16:41 7D.

10:16:44 THIS IS THE LETTER TO COLONEL KELLY WITH U.S. ARMY CORPS OF

10:16:49 ENGINEERS.

10:16:49 I'M GOING TO TURN THIS OVER TO STEVE TO INTRODUCE THIS

10:16:53 SUBJECT.

10:16:53 >>Steven Sarkozy: THANK YOU, MAYOR.

10:16:56 [MICROPHONE CUT OUT] [INAUDIBLE] -- KEVIN RUANE WHO ARE

10:17:20 ACTIVELY INVOLVED IN THE CALOOSAHATCHEE ISSUES REGARDING

10:17:26 BLUE-GREEN ALGAE AND LAKE OKEECHOBEE LAKE LEVELS.

10:17:32 WHAT'S PROPOSED HERE IS A LETTER TO THE CORPS OF ENGINEERS,

10:17:37 WHICH CONTROLS THE LEVELS OF LAKE OKEECHOBEE AND THE OUTFALL

10:17:41 OF THE LAKE INTO THE CALOOSAHATCHEE IN A MANNER THAT WOULD

10:17:46 REDUCE THE AMOUNT OF FLOW DOWN THE RIVER AND THUS HELP US

10:17:53 MITIGATE SOME OF THE BLUE-GREEN ALGAE BLOOMS AS WELL AS THE

10:17:59 RED TIDE.

10:17:59 LAST YEAR, THE CORPS OF ENGINEERS TOOK A MUCH MORE ACTIVE

10:18:08 APPROACH TOWARDS CONTROLLING THE RED TIDE AND THE BLUE-GREEN

10:18:14 ALGAE OUTBREAKS, AND THEY DID SO WITH GREAT SUCCESS FOR THAT

10:18:18 PURPOSE.

10:18:19 WHAT THEY DID IS HELD BACK A LOT OF THE WATER AND TRIED TO

10:18:22 DIVERT AS MUCH OF IT AS THEY COULD TO OTHER AREAS,

10:18:26 PARTICULARLY GOING DOWN TOWARDS THE FLORIDA BAY.

10:18:34 BUT WHAT IS BEING PROPOSED HERE IS SIMILAR ACTION THIS YEAR

10:18:39 WITH THE SAME FOCUS AND HOPE FOR A SAME OUTCOME.

10:18:43 SO THE CORPS OF ENGINEERS IS CONFLICTED WITH A LOT OF

10:18:50 DIFFERENT MISSIONS OR OBJECTIVES, ONE BEING FLOOD CONTROL

10:18:54 THROUGH THE MIDDLE OF THE STATE.

10:18:56 BUT CERTAINLY, WE'RE MOST CONCERNED WITH THE WATER QUALITY

10:19:00 ISSUES HERE ON THIS SIDE OF THE STATE.

10:19:03 THIS IS AN EFFORT THAT'S BEING COORDINATED BY KEVIN RUANE

10:19:08 AND OTHERS, NOT ONLY ON THIS SIDE OF THE STATE, BUT ALSO ON

10:19:11 THE EAST SIDE TO TRY TO ENCOURAGE THE CORPS OF ENGINEERS TO

10:19:15 BE MORE RECEPTIVE TO OUR ENVIRONMENTAL AND POLLUTION

10:19:21 CONCERNS.

10:19:22 SO THIS CAME TO US FROM THE COUNTY COMMISSION.

10:19:25 IT'S NOT SOMETHING THAT WE ARE THAT ACTIVE IN BECAUSE WE'RE

10:19:29 NOT A COASTAL COMMUNITY, PER SE, BUT IN SUPPORT OF THEIR

10:19:34 EFFORTS, IT'S RECOMMENDED THAT WE AUTHORIZE THE MAYOR AND,

10:19:41 IN FACT, ALL OF THE COUNCIL MEMBERS TO SIGN THIS AS A SHOW

10:19:45 OF SUPPORT TO THOSE COMMUNITIES AND TO THE OVERALL ECONOMY
10:19:49 HERE THAT'S, OF COURSE, VERY DEPENDENT ON TOURISM.
10:19:53 SO THERE ARE NO FINANCIAL IMPLICATIONS HERE.
10:19:58 THIS IS PART OF JUST THE INTERGOVERNMENTAL EFFORT IN
10:20:03 SOUTHWEST FLORIDA TO DO EVERYTHING POSSIBLE TO LIMIT

10:20:08 BLUE-GREEN ALGAE AND RED TIDE AS A RESULT OF THE DISCHARGE
10:20:13 FROM LAKE OKEECHOBEE.
10:20:16 >>Mayor Errington: THANK YOU.
10:20:18 I THINK TO REINFORCE WHAT YOU SAID, IT'S SHOWING SUPPORT FOR
10:20:22 OUR NEIGHBORS.
10:20:23 WE ARE IN THIS ALL TOGETHER.
10:20:26 DO YOU HAVE ANYONE FROM --
10:20:28 >>Carol Sacco: NO, MAYOR.
10:20:29 >>Mayor Errington: COUNCIL MEMBERS, ANY COMMENCE?
10:20:30 PRO?
10:20:32 CON?
10:20:32 OKAY.
10:20:33 I NEED A MOTION THEN TO APPROVE.
10:20:36 >>Joanne Ribble: SO MOVED.
10:20:37 >>Mayor Errington: MOTION MADE BY JOANNE RIBBLE AND SECONDED
10:20:40 BY VICE-MAYOR McLAIN.
10:20:42 WILL YOU CALL THE ROLL, PLEASE?
10:20:45 >>Jim Wilson: AYE.
10:20:46 >>Jim Ward: AYE.
10:20:48 >>Jim Boesch: AYE.
10:20:48 >>Larry Fiesel: AYE.
10:20:51 >>Joanne Ribble: AYE.
10:20:53 >>Vice-Mayor McLain: AYE.
10:20:53 >>Mayor Errington: AYE.
10:20:54 SIGN AFTER THE MEETING OR DURING BREAK.

10:21:00 WE'LL TAKE A BREAK AND THEN SIGN THEN.
10:21:02 OKAY.
10:21:03 THANK YOU.
10:21:03 ITEM NUMBER 8 IS THE FIRST READING FOR ORDINANCE NUMBER
10:21:11 2021-04.
10:21:14 MADAM CLERK, PLEASE READ THIS ORDINANCE?
10:21:16 >>Carol Sacco: ORDINANCE 2021-04, AN ORDINANCE OF THE
10:21:20 VILLAGE COUNCIL OF THE VILLAGE OF ESTERO, FLORIDA, AMENDING
10:21:22 THE VILLAGE LAND DEVELOPMENT CODE TO ESTABLISH AUTHORITY TO
10:21:25 APPOINT CO-CHAIR PERSONS TO THE PLANNING ZONING AND DESIGN
10:21:29 BOARD; PROVIDING A SEVERABILITY CLAUSE, A GENERAL REPEALER
10:21:33 CLAUSE, AND AN EFFECTIVE DATE.
10:21:36 >>Mayor Errington: THANK YOU.
10:21:37 STEVE, PLEASE.
10:21:39 >>Steven Sarkozy: THANK YOU.
10:21:40 MADAM MAYOR, MEMBERS OF COUNCIL, THIS COMES TO YOU AS A

10:21:44 TECHNICAL MODIFICATION TO OUR LAND DEVELOPMENT CODE MADE
10:21:49 NECESSARY BY SOME OF THE CHANGES THAT COUNCIL MADE IN THE
10:21:53 PLANNING ZONING AND DESIGN BOARD ABOUT THE MAY TIME FRAME.
10:21:58 THE LAND DEVELOPMENT CODE WAS ORIGINALLY ADOPTED BY THE
10:22:02 VILLAGE COUNCIL ON JANUARY 27th OF THIS YEAR.
10:22:08 AT THAT TIME, WE DID NOT CONTEMPLATE A CHANGE IN THE
10:22:13 COMPOSITION OF THE PLANNING AND ZONING BOARD OR EVEN THE
10:22:19 COMBINATION OF THE BOARDS.
10:22:21 WHEN YOU DID THAT AND COMBINE THE BOARDS, IT WAS ONE OF THE

10:22:24 LAST ACTIONS OF THE FORMER COUNCIL, YOU CREATED A LEADERSHIP
10:22:30 ROLE THERE FOR THE CHAIRPERSON WHERE YOU WOULD HAVE
10:22:35 CO-CHAIRS THAT WOULD SHARE THE RESPONSIBILITY OF LEADING THE
10:22:40 MEETINGS AND REPORTING BACK TO THE VILLAGE COUNCIL.
10:22:42 YOU DID THAT BY ORDINANCE, AND THAT NOW IS IN CONFLICT WITH
10:22:52 THE ORIGINAL LAND DEVELOPMENT CODE.
10:22:55 THIS IS SIMPLY A MODIFICATION IN THE LAND DEVELOPMENT CODE
10:22:59 TO REFLECT THAT WE WILL HAVE CO-CHAIRS.
10:23:02 YOU'LL RECALL THAT WE HAVE HOWARD LEVITAN AND SCOTTY AS THE
10:23:10 CO-CHAIRS.
10:23:10 AND WHAT THEY HAVE ARRANGED TO DO IS ALTERNATE THEIR
10:23:15 CHAIRMANSHIP OF EACH OF THOSE BOARD MEETINGS.
10:23:17 AND WHEN THEY ARE NOT SITTING AS CHAIR, THEY WOULD ALSO
10:23:20 SERVE AS SIMPLY AS A MEMBER OF THE BOARD.
10:23:23 SO THIS COMES TO YOU WITH A RECOMMENDATION FOR APPROVAL TO
10:23:27 MAKE CONSISTENT OUR TWO POLICY DOCUMENTS HERE.
10:23:34 >>Mayor Errington: THANK YOU.
10:23:35 COUNCIL, ANY COMMENTS -- FIRST, DO YOU HAVE ANY COMMENCE
10:23:38 FROM THE PUBLIC?
10:23:39 >>Carol Sacco: NO, MAYOR.
10:23:40 >>Mayor Errington: ANY COUNCIL COMMENTS?
10:23:42 QUESTIONS?
10:23:43 >>Jim Boesch: I WOULD LIKE TO MAKE ONE.
10:23:47 THE CONCEPT OF THIS WAS THE FACT THAT DURING THE SUMMER
10:23:52 MONTHS, THERE MAY BE APPLICATIONS -- IT DOES ALLOW THE

10:24:01 CHAIRMAN THE ABILITY TO HAVE SOMEBODY HERE AND ONE CHAIRMAN
10:24:09 HERE FOR THE MEETING.
10:24:10 I THINK IT'S A FAIR REQUEST THAT WE DID IN ORDER TO PUT THIS
10:24:17 ENTIRE NEW CONCEPT OF PLANNING AND ZONING TOGETHER WITH NINE
10:24:23 PEOPLE ON THE TOWN PLANNING AND ZONING.
10:24:25 IT ALLOWS A LITTLE BIT MORE FLEXIBILITY SO THAT IT DOESN'T
10:24:31 PUT THE ONUS ON THE CHAIRMAN IF HE HAD A LOT OF MEETINGS HE
10:24:35 HAD TO GO TO SO THAT WE WOULD ALLOW TWO COCHAIRMAN AND THE
10:24:44 AVAILABILITY IF ONE WAS NOT HERE TO GO FORWARD WITH THE
10:24:47 MEETINGS.
10:24:48 I BELIEVE IT'S A FAIR, IN CONJUNCTION WITH THE NEW LAND --
10:24:55 TOWN PLANNING AND ZONING COMMITTEE, THAT WE ALLOW THIS TO GO

10:25:00 FORWARD.
10:25:00 SO I MAKE THIS MOTION THAT WE ADOPT THIS ORDINANCE 2021-04
10:25:12 ALLOW COCHAIRMAN TO SIT ON THE TOWN PLANNING AND ZONING.
10:25:17 >>Mayor Errington: A MOTION HAS BEEN MADE.
10:25:18 DO I HAVE A SECOND?
10:25:20 SECOND BY --
10:25:21 >>Carol Sacco: MAYOR, EXCUSE ME.
10:25:22 THE MOTION SHOULD BE TO APPROVE THE FIRST READING AND THEN
10:25:25 TO HAVE THE SECOND READING ON JUNE 16th, 2021.
10:25:30 >>Mayor Errington: YES.
10:25:31 WE'VE ALREADY HAD THE MOTION AND THE SECOND.
10:25:33 >>Carol Sacco: I'M SORRY.
10:25:35 >>Mayor Errington: THE MOTION MADE BY JIM BOESCH AND THEN

10:25:37 SECONDED BY COUNCIL MEMBER JIM WARD.
10:25:40 WOULD YOU CALL THE ROLL?
10:25:44 >>Joanne Ribble: AYE.
10:25:46 >>Larry Fiesel: AYE.
10:25:48 >>Jim Boesch: AYE.
10:25:48 >>Jim Ward: AYE.
10:25:51 >>Jim Wilson: AYE.
10:25:51 >>Vice-Mayor McLain: AYE.
10:25:53 >>Mayor Errington: AYE.
10:25:54 ITEM NUMBER 8B, ORDINANCE 2021-08.
10:26:04 MADAM CLERK, PLEASE READ THE ORDINANCE.
10:26:07 >>Carol Sacco: ORDINANCE 2021-08, AN ORDINANCE OF THE
10:26:10 VILLAGE COUNCIL OF THE VILLAGE OF ESTERO, FLORIDA, AMENDING
10:26:12 THE VILLAGE CODE, CHAPTER 28 -- ROADS AND BRIDGES, ARTICLE
10:26:17 VI -- COMMERCIAL USE OF RIGHT-OF-WAYS, RELATING TO DANGEROUS
10:26:21 USE OF RIGHT-OF-WAYS; PROVIDING FOR THE PROHIBITION OF
10:26:24 STOPPING OR STANDING IN A MEDIAN THAT IS NOT A SUFFICIENT
10:26:30 PEDESTRIAN REFUGE; PROVIDING FOR THE PROHIBITION OF PHYSICAL
10:26:33 INTERACTION BETWEEN A PEDESTRIAN AND AN OCCUPANT OF A MOTOR
10:26:37 VEHICLE THAT IS NOT LEGALLY PARKED; PROVIDING FOR CONFLICT;
10:26:41 PROVIDING FOR SEVERABILITY; PROVIDING FOR CODIFICATION;
10:26:44 PROVIDING AN EFFECTIVE DATE.
10:26:45 >>Mayor Errington: THANK YOU.
10:26:46 STEVE.
10:26:46 >>Steven Sarkozy: THANK YOU, MADAM MAYOR, MEMBERS OF

10:26:49 COUNCIL.
10:26:49 THIS COMES TO US AT THE REQUEST OF THE LEE COUNTY SHERIFF'S
10:26:53 OFFICE WHO IS LOOKING FOR CONSISTENCY IN OUR ORDINANCES
10:26:59 COUNTYWIDE ON THE TOPIC OF HOW TO BEST CONTROL PEDESTRIAN
10:27:05 ACTIVITY IN OUR MEDIANS AND IN THE RIGHT-OF-WAYS FOR OUR
10:27:10 ROADS.
10:27:11 THIS IS AN ORDINANCE THAT HAS BEEN ADOPTED IN ALMOST
10:27:16 IDENTICAL FORM, TO YOUR KNOWLEDGE, AT LEE COUNTY WHERE THE

10:27:20 SHERIFF HAS DIRECT ACCESS.
10:27:23 BUT NOW THE SHERIFF IS ALSO ENCOURAGING ALL OF THE OTHER
10:27:28 CITIES TO ADOPT A SIMILAR ORDINANCE, PARTICULARLY THOSE
10:27:32 CITIES WHERE THE SHERIFF PROVIDES THE PRIMARY LAW
10:27:36 ENFORCEMENT DUTIES.
10:27:38 WHAT THIS DOES IS GIVES THE SHERIFF CONTROL OF THOSE PUBLIC
10:27:43 RIGHTS-OF-WAY AND THE ABILITY THEN TO RESTRICT PEDESTRIAN
10:27:49 ACTIVITY OR WHOMEVER MIGHT BE USING THE RIGHT-OF-WAYS FOR
10:27:53 WHATEVER REASON IN ORDER TO PROTECT THIS PUBLIC SAFETY.
10:27:59 SO THIS HAS BEEN RECENTLY ADOPTED BY BONITA AND OTHER
10:28:03 COMMUNITIES AROUND THE COUNTY.
10:28:05 WE'RE TAGGING ALONG AT THE REQUEST OF THE SHERIFF WITH THE
10:28:10 OPINION THAT THIS IS THE BEST WAY TO PROVIDE A UNIFORM LEVEL
10:28:16 OF PUBLIC SAFETY AND ENFORCEMENT COUNTYWIDE.
10:28:21 >>Mayor Errington: THANK YOU.
10:28:22 COUNCIL, ANY QUESTIONS, COMMENTS?
10:28:23 ANY PUBLIC COMMENTS?

10:28:28 >>Carol Sacco: NO, MAYOR.
10:28:28 >>Mayor Errington: OKAY.
10:28:29 I WILL ENTERTAIN A MOTION.
10:28:33 MOTION BY JIM WILSON.
10:28:34 >>Jim Wilson: PASS THE FIRST READING AND SET THE SECOND
10:28:37 READING FOR JUNE 16th.
10:28:41 >>Mayor Errington: WE HAVE THE MOTION.
10:28:42 I NEED A SECOND.
10:28:44 SECONDED BY JIM WARD.
10:28:48 MADAM CLERK, PLEASE CALL THE ROLL.
10:28:53 >>Jim Wilson: AYE.
10:28:54 >>Jim Ward: AYE.
10:28:55 >>Jim Boesch: AYE.
10:28:55 >>Larry Fiesel: AYE.
10:28:57 >>Joanne Ribble: AYE.
10:28:59 >>Vice-Mayor McLain: AYE.
10:28:59 >>Mayor Errington: AYE.
10:29:01 ITEM NUMBER 9, PUBLIC COMMENT ON NON-AGENDA ITEMS.
10:29:09 >>Carol Sacco: MAYOR, WE HAVE NO ONE SIGNED UP.
10:29:11 >>Mayor Errington: NO ONE.
10:29:12 OKAY.
10:29:12 WE ARE ON ITEM NUMBER 10, COUNCIL COMMUNICATIONS.
10:29:16 TODAY, LET'S START WITH COUNCIL MEMBER JIM WILSON.
10:29:20 >>Jim Wilson: THIS WEEK, I GOT SOME BAD NEWS THAT MAY BE
10:29:24 GOOD NEWS.

10:29:25 THE BAD NEWS IS THAT THE CONSTRUCTION INDUSTRY WITH THEIR
10:29:29 VARIOUS DELAYS MAY NOW TAKE AS MUCH AS TWO YEARS TO DELIVER
10:29:34 A NEW HOUSE IN SOME OF THE HOUSING DEVELOPMENTS TO OUR EAST.
10:29:38 SO THAT'S THE BAD NEWS.

10:29:40 THE GOOD NEWS IS THAT IF THAT'S TRUE, THAT WILL GIVE LEE
10:29:43 COUNTY AND THEIR CONTRACTORS TIME TO GET CORKSCREW ROAD
10:29:48 READY FOR THE FIVE OR SIX OR TEN THOUSAND NEW RESIDENTS THAT
10:29:52 ARE GOING TO BE TRAVELING WEST TO GET TO THE BEACH OR TO GET
10:29:55 TO THE BUSINESS AREAS HERE IN ESTERO.
10:29:58 SO THANK YOU.
10:29:59 >>Mayor Errington: THANK YOU.
10:30:00 INTERESTING OBSERVATION.
10:30:01 COUNCIL MEMBER JIM WARD.
10:30:04 >>Jim Ward: ON MEMORIAL DAY, WE HAD THE OPPORTUNITY TO
10:30:08 ATTEND AN EVENT AT THE ELKS CLUB IN ESTERO.
10:30:12 IT WAS VERY WELL DONE.
10:30:13 A LOT OF PEOPLE ATTENDED.
10:30:16 OUR GUEST SPEAKER WAS KATY.
10:30:18 SHE DID A VERY NICE JOB.
10:30:19 JUST WANT TO LET YOU KNOW WE WERE WELL REPRESENTED AT THE
10:30:24 ELKS CLUB.
10:30:25 THE SECOND POINT TO MARY, DON'T UNDERESTIMATE THE TIME OF
10:30:30 THIS PROJECT.
10:30:31 I'VE DONE MANY OF THEM.
10:30:32 I KNOW YOUR PLATE IS FULL WITH A LOT OF THINGS.

10:30:36 PLEASE DON'T UNDERESTIMATE THE TIME THIS PROJECT IS GOING TO
10:30:38 TAKE.
10:30:40 THIRDLY, STEVE, JUST LOOKING AT THIS OKEECHOBEE ISSUE, IS
10:30:45 THERE AN OPPORTUNITY FOR US TO HAVE SOMEONE COME IN AND
10:30:48 EDUCATE US ON THE PROCESS, THE NEED, AND THE CONSEQUENCES OF
10:30:54 OKEECHOBEE BEING -- THE WATER BEING RELEASED?
10:30:59 >>Steven Sarkozy: SURE.
10:31:01 WE CAN LINE THAT UP.
10:31:01 I'M NOT SURE HOW QUICKLY WE CAN DO IT, BUT, YES, WE'LL GET
10:31:05 SOMEONE IN.
10:31:06 >>Mayor Errington: VERY GOOD QUESTION.
10:31:07 JIM?
10:31:09 >>Jim Boesch: I WOULD LIKE TO MAKE A COMMENT THAT LAST WEEK
10:31:12 I SAW THAT IN THE PAPER THAT SOMEONE HAS COME UP WITH A
10:31:18 POWDER TO ELIMINATE BLUE AND GREEN ALGAE.
10:31:22 IT'S TOO BAD THAT JOE ISN'T HERE THAT WE COULD PRESENT TO
10:31:26 HIM WITH AN ARTICLE AND SEE HOW THAT RELATES TO HIS
10:31:31 PHILOSOPHY.
10:31:32 IT WOULD BE A WONDERFUL MIRACLE IF THAT STUFF DOES WHAT THEY
10:31:40 CLAIM THAT IT DOES DO.
10:31:43 WE'LL PASS IT OUT TO JOE, AND IT WOULD BE INTERESTING TO SEE
10:31:48 IF THAT'S GOING TO BE A VALUABLE TOOL FOR US IN THE FUTURE
10:31:52 IN ADDRESSING THIS BLUE-GREEN ALGAE.
10:31:56 >>Mayor Errington: THANK YOU.
10:31:56 JOANNE RIBBLE?

10:31:58 >>Joanne Ribble: I HAVE NOTHING.
10:31:59 >>Mayor Errington: LARRY?
10:32:01 >>Larry Fiesel: I'D LIKE TO SUGGEST AS JIM DID THAT WE BRING
10:32:07 SOMEONE IN TO DISCUSS THIS LAKE O.
10:32:12 TRYING TO READ ARTICLES IN THE NEWSPAPER OVER THE LAST
10:32:15 SEVERAL YEARS, THERE ARE SO MANY DIFFERENT PEOPLE WITH SO
10:32:17 MANY WAYS THAT THEY ARE APPROACHING THIS, FOR SOMEONE LIKE
10:32:22 MYSELF WHO HAS NOT EVER BEEN IN LAKE AND RIVER MANAGEMENT,
10:32:25 I'M NOT SURE SOMETIMES IF THEY ARE TELLING ME A GOOD STORY
10:32:28 OR A BAD STORY AND WHICH I'M SUPPOSED TO BELIEVE AND WHICH
10:32:31 I'M NOT SUPPOSED TO BELIEVE.
10:32:32 IT'S DEFINITELY AN ISSUE FOR BOTH THE EAST COAST, THE WEST
10:32:35 COAST.
10:32:36 WE DON'T WANT TO GO THROUGH WHAT WE DID TWO OR THREE YEARS
10:32:38 AGO WHEN THE CANALS AND THE RIVERS WERE GREEN, WHICH WAS
10:32:45 DRIVING THE TOURISTS BACK NORTH.
10:32:47 SO I'D LIKE TO HAVE A BETTER UNDERSTANDING OF WHAT THIS
10:32:52 WHOLE PROCESS IS, AND WHAT IS THE RIGHT STORY AND SO FORTH.
10:32:56 IT'S JUST LIKE THE COVID EXPLANATIONS THAT I KEEP READING
10:33:01 ABOUT.
10:33:02 I WAS READING AN ARTICLE IN THE PAPER THIS MORNING ABOUT HOW
10:33:05 THE COVID HAS DROPPED OFF IN THE STATE OF FLORIDA
10:33:10 DRAMATICALLY.
10:33:12 AT THE SAME TIME THAT I'M READING THAT ARTICLE, I'M WATCHING
10:33:14 THE MORNING NEWS AND THEY ARE TALKING ABOUT HOW FLORIDA IS

10:33:17 SUCH A HOT STATE FOR COVID.
10:33:20 I'M NOT SURE THAT IT'S PLUMMETING, HOW THAT COINCIDES WITH
10:33:24 IT IF WE'RE A HOT STATE.
10:33:27 THAT IS ALWAYS -- I GUESS, THE BOTTOM LINE ON THAT IS MAYBE
10:33:33 I SHOULDN'T READ THE NEWSPAPER.
10:33:35 >>Mayor Errington: THANK YOU.
10:33:36 JON.
10:33:36 >>Vice-Mayor McLain: JUST ONE ITEM.
10:33:38 I HATE TO PREACH, BUT RECENTLY, AS I DRIVE AROUND OUR
10:33:43 COMMUNITY AND THROUGHOUT LEE COUNTY, THE TRAFFIC ENCOUNTERS
10:33:49 THAT WE'RE EXPERIENCING, I WOULD JUST ENCOURAGE ALL OF US
10:33:53 THAT BEFORE WE GET BEHIND THE WHEEL THAT WE TAKE A DEEP
10:33:57 BREATH AND REALIZE THAT WE'RE IN A VEHICLE THAT CAN MAIM
10:34:00 PEOPLE, KILL PEOPLE AND THE LIKE.
10:34:03 THIS MORNING, JUST COMING FROM ON ESTERO PARKWAY, WE HAVE A
10:34:09 TRAFFIC SIGN IN THERE THAT INDICATES THE SPEED.
10:34:12 IT WAS VERY INTERESTING TO ME, AND I'VE BEEN THINKING, A
10:34:17 PROPORTIONATE OF PUTTING UP FLASHING SPEED SIGNS THAT SAY
10:34:20 OUR SPEED IS 45 AND YOU'RE GOING X.
10:34:23 TODAY, I WAS FOLLOWING PROBABLY EIGHT CARS, AVERAGE SPEED 57
10:34:30 MILES AN HOUR THAT I COULD SEE FLASHING UP IN FRONT OF ME.
10:34:33 THE SPEED LIMIT IS 45.

10:34:35 THERE ARE SIGNIFICANT INPUTS OF TRAFFIC GOING IN THERE.
10:34:39 SO WHEN PEOPLE ARE TRYING TO JUDGE SOMEBODY GOING 45 AND
10:34:43 THEY ARE GOING CLOSER TO 60, THAT'S AN ACCIDENT WAITING TO

10:34:46 HAPPEN.
10:34:46 AND I SEE THAT THROUGHOUT LEE COUNTY WITH PEOPLE RUNNING RED
10:34:53 LIGHTS.
10:34:53 I DON'T KNOW IF IT'S A RESULT OF COVID OR NOT, BUT I'M
10:34:56 REMINDING MYSELF AS I GET BEHIND THE WHEEL NOT TO BE
10:35:01 JUDGMENTAL BUT JUST TO DRIVE IN MY LANE AND FOLLOW THE SPEED
10:35:05 LIMITS AND BE SAFE.
10:35:07 I ENCOURAGE ALL OF US HERE AND IF ANYBODY IS WATCHING, TO
10:35:11 TAKE THAT INTO CONSIDERATION BECAUSE IT'S A BEAUTIFUL AREA
10:35:16 WE LIVE IN AND THAT CAN ALL GET RUINED PRETTY QUICKLY WITH A
10:35:20 SERIOUS ACCIDENT.
10:35:23 >>Mayor Errington: THANK YOU.
10:35:24 I HAVE A COUPLE OF THINGS.
10:35:25 I WANT TO EXTEND MY THANKS TO PETE AND SHIRLEY THOMPSON WITH
10:35:31 THE ELKS LODGE FOR SPONSORING AND SUPPORTING THE MEMORIAL
10:35:34 DAY EVENT FOR ESTERO.
10:35:38 IF THEY HAD NOT DONE THAT, WE WOULD NOT HAVE HAD ANYTHING
10:35:41 HERE IN ESTERO AS FAR AS I KNOW UNLESS IT WOULD HAVE BEEN IN
10:35:45 INDIVIDUAL DEVELOPMENTS.
10:35:48 BUT IT'S IMPORTANT THAT WE KEEP THAT DAY IN OUR MEMORY AND
10:35:53 HAVE FOLKS WHO FEEL LIKE THEY NEED TO REACH OUT AND HELP US
10:35:59 TO DO THAT.
10:36:00 I DIDN'T MENTION THIS A FEW WEEKS AGO, WE HAD A NATIONAL DAY
10:36:05 OF PRAYER, WHICH WE'VE HAD EVERY YEAR, EXCEPT I GUESS IT WAS
10:36:13 BY ZOOM LAST YEAR.

10:36:14 I DID NOT PARTICIPATE LAST YEAR.
10:36:16 SEVERAL WEEKS AGO.
10:36:19 THANKS TO ALL OF THE COUNCIL MEMBERS WHO WERE THERE, WHAT
10:36:23 HAPPENED ON THE DAY, I HAD NEW PEOPLE WHO HAD MOVED IN FROM
10:36:28 THE CASCADES AND THEY CAME TO ME AND SAID, "I CAN'T BELIEVE
10:36:34 SO MANY COUNCIL MEMBERS CAME TO THIS."
10:36:37 I SAID, WHAT?
10:36:39 "NO, THIS IS WONDERFUL.
10:36:41 WONDERFUL.
10:36:41 WE JUST MOVED HERE TO ESTERO AND IT'S JUST WONDERFUL SEEING
10:36:44 SO MANY COUNCIL MEMBERS PARTICIPATING IN THIS."
10:36:46 SO I SHOULD HAVE TOLD YOU EARLIER, BUT IT'S LATER NOW, BUT
10:36:51 THAT WAS EXTREMELY IMPORTANT.
10:36:53 SO THANK YOU.
10:36:54 THANK YOU FOR COMING.
10:36:55 OUR VILLAGE ATTORNEY.
10:36:59 >>Burt Saunders: I DON'T HAVE ANYTHING TO ADD.
10:37:02 >>Mayor Errington: OKAY.

10:37:03 VILLAGE MANAGER REPORT.
10:37:04 >>Steven Sarkozy: NOTHING.
10:37:06 >>Mayor Errington: AND IT SAYS HERE, A POSSIBLE BREAK.
10:37:09 LET'S TAKE A BREAK AND THEN WE'LL COME BACK TO -- ANYONE
10:37:14 MAKE A MOTION TO TAKE A BREAK?
10:37:16 OKAY.
10:37:17 WE'VE GOT IT.

10:37:18 TEN MINUTES.
10:37:18 PLEASE COME BACK AT ABOUT TEN TILL.
10:37:23 [RECESS]
10:49:48 >>Mayor Errington: WELCOME BACK.
10:49:51 WE ARE READY FOR THE WORKSHOP NOW.
10:49:57 THE FIRST WORKSHOP IS RELATING TO THE FISCAL YEAR 21-22
10:50:07 BUDGET INTRODUCTION.
10:50:08 STEVE, I'M GOING TO TURN THIS OVER TO YOU.
10:50:10 >>Steven Sarkozy: THANK YOU, MAYOR, MEMBERS OF COUNCIL.
10:50:12 AS YOU'RE WELL AWARE, THE BUDGET IS OUR MOST SIGNIFICANT
10:50:17 POLICY DOCUMENT THAT THE COUNCIL WILL BE INVOLVED IN DURING
10:50:21 THE COURSE OF A CALENDAR YEAR.
10:50:24 AND WHAT WE'RE DOING WITH THIS BUDGET IS BASICALLY A
10:50:28 CONTINUATION OF THE APPROACH POLICIES AND PRINCIPLES THAT
10:50:34 WE'VE DONE IN YEARS PAST.
10:50:35 THIS BUDGET WE ANTICIPATED WOULD BE DEEPLY AFFECTED BY THE
10:50:42 COVID CRISIS, AND YOU'LL RECALL THAT WE TOOK SOME MAJOR
10:50:46 STEPS TO SCALE BACK SOME OF OUR REVENUE PROJECTIONS BASED ON
10:50:51 WHAT WE ASSUMED WOULD BE THE IMPACTS OF COVID AND OUR ACTING
10:50:57 FINANCE DIRECTOR HAS BEEN UPDATING YOU EACH MONTH WITH THE
10:51:01 IMPACTS THAT WE ACTUALLY HAVE SEEN REGARDING COVID.
10:51:05 AND THANKFULLY THOSE IMPACTS TO DATE HAVE NOT BEEN AS
10:51:08 SIGNIFICANT AS WE ORIGINALLY THOUGHT.
10:51:10 SO WE'RE IN A VERY GOOD POSITION.
10:51:15 THE COUNCIL IS AWARE THAT WE HAVE ORGANIZED OUR BUDGET IN A

10:51:22 WAY THAT WE HAVE ESTABLISHED VERY HEALTHY RESERVES IN EVERY
10:51:29 AREA THAT WE COULD THINK OF TRYING TO MAKE SURE THAT OUR
10:51:35 BUDGET WAS VERY STABLE AND SUSTAINABLE LONG TERM.
10:51:41 AND I WON'T BELABOR THIS DISCUSSION WITH A REVIEW OF THOSE
10:51:46 RESERVES, BUT THEY ARE UPDATED IN YOUR CONSENT AGENDA IN
10:51:50 THIS PACKAGE SO YOU CAN SEE WHERE THEY ARE AT.
10:51:54 WHAT WE'VE GOT TODAY IS A VERY SHORT PRESENTATION WHERE
10:51:59 WE'LL TALK ABOUT THE PURPOSE OF THE BUDGET, THE PRINCIPLES,
10:52:01 AND PARTICULARLY THE CALENDAR.
10:52:04 THIS WILL COME UP AND BE MORE OF A TOPIC IN JULY AND
10:52:09 SEPTEMBER.
10:52:10 AND BY THE FIRST MEETING IN SEPTEMBER, WE'LL BE INVOLVED IN
10:52:14 ORDINANCES TO ADOPT NOT ONLY THE BUDGET, BUT ALSO OUR TAX
10:52:18 RATE.

10:52:19 SO WITH THAT, I'D LIKE TO TURN IT OVER TO KYLE COLEMAN, WHO
10:52:25 IS PRIMARILY INVOLVED THIS YEAR IN THE PREPARATION OF THE
10:52:30 BUDGET FOR YOUR CONSIDERATION.
10:52:32 KYLE.
10:52:34 >>Mayor Errington: WELCOME, KYLE.
10:52:36 >>Kyle Coleman: GOOD MORNING.
10:52:37 >>Mayor Errington: GOOD MORNING.
10:53:18 >>Kyle Coleman: I GUESS I'M NOT THE I.T. PERSON.
10:53:20 SO THIS WILL BE BRIEF, KEEPING IN MIND MEETING IS RUNNING A
10:53:30 LITTLE LONG.
10:53:31 QUICKLY HERE, WE WANT TO GO THROUGH WHAT THE BUDGET PURPOSE

10:53:34 IS.
10:53:35 IT'S MORE THAN JUST FINANCIAL DOCUMENTS.
10:53:37 STEVE SAID IT IS A POLICY DOCUMENT.
10:53:39 WHAT THOSE PRINCIPLES ARE, STEVE OUTLINED A FEW OF THEM
10:53:44 ALREADY.
10:53:44 THE CALENDAR, KIND OF UPCOMING BIG DATES WHEN YOU HAVE TO
10:53:47 TAKE ACTION AND WHEN YOU GET TO SEE DRAFTS OF THE BUDGET AND
10:53:50 THINGS LIKE THAT.
10:53:51 AND THEN JUST SOME GENERAL IDEAS ABOUT THE REVENUE AND COST
10:53:55 PROJECTIONS JUST TO GIVE YOU A SENSE OF IT.
10:53:58 AGAIN, IT'S NOT A FULL-BLOWN DRAFT YET AS STATE REVENUE
10:54:03 COMES IN IN JULY.
10:54:05 SO I THINK IT'S IMPORTANT HERE TO REALLY HIGHLIGHT THAT IT'S
10:54:12 A POLICY DOCUMENT AND WHAT THAT MEANS.
10:54:14 SO WE'VE GONE THROUGH GREAT PAINS AS AN ORGANIZATION TO DO
10:54:18 MASTER PLANNING PROCESSES BEFORE WE SPEND LARGE AMOUNTS OF
10:54:23 MONEY.
10:54:23 SO WHETHER IT'S A TRAFFIC STUDY BEFORE WE GO OUT AND DO
10:54:27 ROUNDABOUTS AND THINGS LIKE THAT.
10:54:29 PARK PLANNING PROCESS, IT'S ALL VERY DELIBERATE, SO WE'RE
10:54:33 NOT PUTTING THOSE FUNDS OUT THERE UNTIL WE'VE GONE THROUGH,
10:54:36 HAD AN EXPERT LOOK AT IT.
10:54:38 THEY SURVEY THE COMMUNITY.
10:54:40 IT'S A VERY DELIBERATIVE APPROACH.
10:54:44 THEN AFTER THAT COMES THE C.I.P.

10:54:46 DAVID HAS ALREADY GIVEN YOU A DRAFT OF THAT.
10:54:50 VOTES ON THAT WILL COME IN JULY.
10:54:52 WE'LL GIVE YOU THE BASIC REVENUE COST FUND BALANCE FIGURES
10:54:57 TO MAKE THOSE DECISIONS.
10:54:59 SO YOU'RE TAKING THE MASTER PLANS.
10:55:01 YOU'RE APPLYING THAT AND PUTTING FUNDS INTO PROJECTS THAT
10:55:04 ADDRESS WHAT THE PLANS SAY IS NEEDED.
10:55:07 THEN THE BUDGET COMES.
10:55:10 AND THE BUDGET -- THREE AND FOUR ARE KIND OF
10:55:13 INTERCHANGEABLE.

10:55:13 IF YOU'RE THINKING ABOUT CAPITAL PROJECTS AS MASTER PLANNED
10:55:19 SURVEY WORK, ON THE OTHER SIDE IS OPERATIONS, DAY TO DAY,
10:55:24 KEEPING -- YOU KNOW, MAINTAINING WHAT YOU BUILD, THAT'S
10:55:27 WHERE PERFORMANCE METRICS COME IN.
10:55:29 HOW LONG DOES IT TAKE US TO REPAIR A POTHOLE ON THE ROAD YOU
10:55:32 BUILT?
10:55:33 HOW LONG DOES IT TAKE TO MOW THE GRASS ON THE LANDSCAPING
10:55:36 YOU INSTALLED?
10:55:38 OR HOW LONG -- HERE IS A GOOD ONE.
10:55:43 HOW LONG DOES IT TAKE TO RESPOND TO A FENCE PERMIT
10:55:45 APPLICATION?
10:55:47 IF THAT'S SLOW, IT US THAT MEAN WE NEED SOFTWARE TO IMPROVE
10:55:50 OUR PROCESSES TO DO IT?
10:55:51 YOU'VE GOT THESE TWO DIFFERENT THINGS, METRICS AND MASTER
10:55:57 PLANS THAT FEED YOUR DECISION MAKING AND MAKE IT VERY CLEAR

10:56:01 TO THE PUBLIC WHY YOU'RE DOING WHAT YOU'RE DOING.
10:56:04 THE BUDGET IS A CULMINATION OF THAT.
10:56:06 YOU'LL HAVE THERE THIS YEAR'S BUDGET SOME REFERENCES TO THE
10:56:09 MASTER PLANS.
10:56:10 IT MIGHT BE ABSTRACTS, BUT REFERENCES, THEN YOU'LL HAVE
10:56:14 METRICS.
10:56:14 THEN YOU HAVE THE CIP AND THEN YOU HAVE THE BUDGET.
10:56:17 IT'S A COMPREHENSIVE PACKAGE THAT SHOWS STARTING WITH THE
10:56:22 HISTORY OF ESTERO, WHEN ESTERO PARKWAY WAS APPROVED, WHEN
10:56:27 U.S. 41 LANDSCAPING WAS APPROVED AND WHEN FIRST COUNCIL
10:56:30 MEETING WAS.
10:56:31 IT'S VERY DELIBERATE, ALL THE WAY THROUGH.
10:56:33 SO SOMEBODY CAN PICK UP THE BUDGET AND UNDERSTAND WHY
10:56:36 DECISIONS ARE BEING MADE AND WHERE WITH THEIR TAX DOLLARS
10:56:39 ARE GOING.
10:56:40 THIS IS WHAT STEVE TALKED ABOUT REALLY ALREADY.
10:56:46 DEDICATED RESERVES.
10:56:47 OPERATING RESERVES, 12 MONTHS OF OPERATING RESERVES IS
10:56:50 REALLY UNHEARD OF.
10:56:52 SO IT'S WELL BEYOND WHAT ANY OTHER LOCAL GOVERNMENT IS
10:56:55 DOING.
10:56:57 LEGAL DEFENSE, SO YOU CAN TAKE VOTES.
10:57:00 YOU CAN MAKE STANDS ON THINGS, AND YOU CAN DEFEND YOURSELF
10:57:03 IN COURT.
10:57:04 MAJOR MAINTENANCE, ROAD MAINTENANCE.

10:57:08 JUST LIKE YOU MIGHT PUT ASIDE MONEY TO REPLACE A ROOF THAT
10:57:12 YOU KNOW IS GOING TO BE NEEDED IN FIVE YEARS, WE PUT ASIDE
10:57:15 MONEY EVERY YEAR TO REPLACE OUR ROADS BECAUSE WE KNOW WE
10:57:18 JUST FINISHED ESTERO PARKWAY, AND IN 20 YEARS, IT WILL NEED
10:57:22 TO BE REPLACED AGAIN.
10:57:24 25.

10:57:24 SOME THINGS OF NOTE HERE, TOO, WE HAVE ZERO PENSION
10:57:31 LIABILITIES, WHICH IS REALLY RARE FOR A GOVERNMENT.
10:57:33 THE ONLY DEBT THAT YOU HAVE IS FOR THE LAND THAT YOU OWN.
10:57:38 IT'S AN ASSET.
10:57:39 LOWEST STAFF RATE IN THE REGION BY A GOOD AMOUNT, AND THAT'S
10:57:43 WHEN YOU'RE LOOKING AT FULL-TIME STAFF, PART-TIME STAFF, AND
10:57:47 EVEN WHEN YOU INCLUDE CONTRACTED STAFF, WE'RE STILL THE
10:57:50 LOWEST.
10:57:50 AND THEN THE LOWEST TAX RATE IN THE REGION.
10:57:53 ALL RIGHT.
10:58:06 SO WE HAD THE LAST MEETING, THAT WAS DAVID'S INTRODUCTION,
10:58:12 THE C.I.P.
10:58:13 OBVIOUSLY, THIS IS THE BUDGET INTRODUCTION TODAY.
10:58:16 JULY IS A BIG MONTH FOR GETTING INFORMATION FROM THE STATE.
10:58:21 THAT'S WHEN THEY PROVIDE US REVENUE ESTIMATES, WHICH FILL
10:58:24 OUT OUR BUDGET ESTIMATES.
10:58:29 AND RECENTLY, WE GOT SOME PRELIMINARY TAX VALUES.
10:58:33 THOSE BEGIN TO GET FLESHED OUT MORE IN JULY.
10:58:35 AND THEN WE'RE PLANNING FOR SOME TIME IN JULY AN EVENING

10:58:41 PUBLIC BUDGETING WORKSHOP.
10:58:42 AGAIN, IT'S FOLLOWING ON THE SAME THING AS THE BUDGET,
10:58:46 EXPLAINING TO PEOPLE, HAVING LONG-FORM CONVERSATIONS, WHAT
10:58:50 IS THIS ITEM?
10:58:51 WHERE ARE THESE FUNDS COMING FROM, ET CETERA?
10:58:54 THE C.I.P. FIRST AND SECOND HEARINGS ARE IN JULY.
10:58:58 THAT'S WHEN YOU ACTUALLY APPROVE IT AS WELL AS WE'LL GIVE A
10:59:02 DRAFT BUDGET INTRODUCTION THEN JUST SO YOU KNOW WHAT FUNDS
10:59:07 YOU'RE WORKING WITH.
10:59:08 AND THEN IN SEPTEMBER 8th AND THE 22nd, YOU'RE APPROVING
10:59:13 THE BUDGET AND THE MILL RATE, WHICH IS THE PROPERTY TAX.
10:59:17 AND THEN OCTOBER 1 START THE NEW FISCAL YEAR, AND THEN YOU
10:59:20 SEE WHEN TAXES ARE DUE AND DELINQUENT.
10:59:23 SO, AGAIN, WE'RE STILL WORKING ON IT.
10:59:28 WE JUST PHYSICALLY DON'T HAVE THE DATA FROM THE STATE YET,
10:59:31 SO WE CAN'T GIVE YOU THE FULL ESTIMATES.
10:59:33 ESSENTIALLY, IT'S WHAT STEVE SAID.
10:59:35 WHAT DAVID SAID LAST TIME.
10:59:37 CONSTRUCTION COSTS ARE UP, REVENUES ARE PRETTY STABLE,
10:59:41 OPERATING COSTS ARE PRETTY STABLE.
10:59:43 A LOT OF OUR CONTRACTS ARE MULTIYEAR CONTRACTS, SO THEY ARE
10:59:47 NOT AS AFFECTED BY THE FLUCTUATIONS IN THE MARKET.
10:59:51 AND THEN COME BACK IN JULY WHEN YOU'VE GOT THE C.I.P.
10:59:54 WE'LL GIVE YOU WHAT OUR REVENUES ARE, COSTS ARE, WHAT YOU'VE
10:59:58 GOT TO WORK WITH.

10:59:59 ANY QUESTIONS?
11:00:04 >>Jim Boesch: I'D LIKE TO MAKE A SUGGESTION.

11:00:07 I THINK ALL THE -- THE NEW COUNCIL PEOPLE HAVE PROBABLY
11:00:15 GOTTEN THIS DOCUMENT.
11:00:16 IF NOT, I THINK -- SHOULD HAVE THE DOCUMENT.
11:00:21 FOUR OF US HERE HAVE HAD SIX YEARS OF GOING OVER THE BUDGET
11:00:32 AND HAVE A PRETTY GOOD UNDERSTANDING, BUT I REALLY HAVE
11:00:36 EMPATHIZED WITH THE NEW PEOPLE THAT THIS IS A HUGE DOCUMENT
11:00:41 FOR ANYBODY TO JUST LOOK THROUGH AND TRY TO GET JUST EVEN
11:00:47 COMFORTABLE WITH IT.
11:00:50 SO I WOULD RECOMMEND THAT WE HAVE A WORKSHOP IN JUNE, NOT
11:00:55 EVEN A COUNCIL MEETING, BUT A WORKSHOP WHERE WE CAN SPEND A
11:00:58 COUPLE OF HOURS AND TAKE THIS BOOK, AND YOU GO OVER THE
11:01:02 ACTUAL BUDGET THAT WE'RE LOOKING AT IN COMPARISON TO WHERE
11:01:06 IT'S GOING TO BE IN JULY, RATHER THAN WAIT UNTIL JULY UNTIL
11:01:11 WE GET QUESTIONS BECAUSE THIS IS SUCH AN EXTENSIVE DOCUMENT
11:01:17 AND SOMETHING EVERY ONE OF US -- EVEN US SHOULD BE FAMILIAR,
11:01:22 HAPPY TO GO OVER WITH ANYHOW.
11:01:26 SO THERE'S AN UNDERSTANDING FROM ALL SEVEN PEOPLE ON THIS
11:01:30 DOCUMENT OF THE DETAILS OF SOME OF THESE THINGS.
11:01:32 I WOULD WONDER IF EVERYBODY UNDERSTANDS WE HAVE A SEPARATE
11:01:41 ENTITY THAT DOES THE COMMUNITY DEVELOPMENT.
11:01:48 AND THERE'S A LOT OF DIFFERENT THINGS THAT I THINK THEY NEED
11:01:54 TO UNDERSTAND.
11:01:54 SO I WOULD RECOMMEND THAT SOMETIME IN JUNE HAVE ALL THE

11:02:05 COUNCIL -- WE HAVE JUST A WORKSHOP WITH A TIME THAT WOULD BE
11:02:10 CONVENIENT WITH THE COUNCIL AND GOING OVER THE 2021 BOOK AND
11:02:18 HOW IT'S GOING TO BE COMING FORTH IN OUR NEW BUDGET PLAN.
11:02:24 I PRESUME THAT WE'LL HAVE A BOOK THAT'S FOR 2021 TO 2022.
11:02:33 IS THAT CORRECT?
11:02:34 >> CORRECT.
11:02:36 >>Jim Boesch: STEVE, I THINK JUNE IS A BETTER DATE IN GOING
11:02:42 OVER THAT.
11:02:43 YOU ELIMINATE A LOT OF QUESTIONS THAT YOU'RE GOING TO GET
11:02:46 DURING THE MONTH OF JULY, AND BY THE TIME WE GET TO JULY
11:02:51 7th, IF WE HAVE JUST SOME OF THE ESTIMATES, I THINK MOST
11:02:55 OF THEM WOULD BE BEHIND US AT THAT TIME.
11:02:58 >>Steven Sarkozy: WE'LL TAKE A LOOK AT THE CALENDAR.
11:03:00 YOU'VE GOT A BUSY JUNE WITH THE PUBLIC MEETINGS SET UP.
11:03:04 THE 22nd WILL BE ANOTHER BIG MEETING, WE THINK.
11:03:07 BUT WE'LL FIND A WAY TO GET THAT INFORMATION OUT TO YOU.
11:03:16 >>Mayor Errington: THANK YOU.
11:03:16 ANY OTHER QUESTIONS?
11:03:18 THANK YOU, KYLE.
11:03:18 GOOD PRESENTATION.
11:03:19 THE SECOND WORKSHOP ITEM RELATES TO THE RFP FOR STATE
11:03:27 LEGISLATIVE AND EXECUTIVE BRANCH LOBBYING SERVICES.
11:03:31 STEVE?
11:03:33 >>Steven Sarkozy: THANK YOU, MAYOR AND MEMBERS OF COUNCIL.

11:03:35 THIS COMES BACK TO YOU.

11:03:38 THIS WAS AN ITEM THAT WAS BROUGHT UP AT A PRIOR COUNCIL
11:03:42 MEETING WHERE THE SUGGESTION WAS MADE THAT WE SHOULD GO OUT
11:03:45 FOR AN RFP, REQUEST FOR PROPOSAL FOR LOBBYING SERVICES.
11:03:52 WE'VE COME BACK HERE TODAY WITH A SUGGESTED PACKAGE WHERE WE
11:04:00 WOULD SOLICIT THIS OUT ON THE MARKET AND THEN BRING BACK
11:04:06 IDEAS OR OPTIONS FOR THE VILLAGE COUNCIL.
11:04:08 WITH US TODAY IS BOB FRANCESCHINI, WHO HAS PREPARED THE
11:04:14 LOBBYING SERVICES RFP.
11:04:16 I'LL ASK BOB TO GO THROUGH A BRIEF PowerPoint PRESENTATION
11:04:19 THAT DESCRIBES OUR SUGGESTED COURSE OF ACTION.
11:04:23 >>Mayor Errington: THANK YOU.
11:04:24 WELCOME BACK, BOB.
11:04:26 >>Bob Franceschini: GOOD MORNING AGAIN, EVERYONE.
11:04:28 THANK YOU.
11:04:29 SO WE'VE ALREADY TALKED ABOUT THE RFI THIS MORNING.
11:04:33 NOW LET'S TALK ABOUT THE RFP, REQUEST FOR PROPOSALS.
11:04:35 SO WHAT IS IT?
11:04:38 A REQUEST FOR PROPOSALS IS A PURCHASING METHODOLOGY THAT
11:04:40 ALLOWS US, STAFF, TO EVALUATE THE QUALIFICATIONS OF A FIRM
11:04:44 AS WELL AS THE COST.
11:04:45 BUT WHAT'S IMPORTANT HERE IS THAT AWARD ISN'T NECESSARILY TO
11:04:49 THE FIRM WITH THE LOWEST COST.
11:04:51 THE COST IS A COMPONENT OF THE EVALUATION, WHICH YOU'LL SEE
11:04:56 IN JUST A MOMENT.
11:04:57 THE PROCESS IS THAT OUR PACKAGE WILL BE POSTED ONLINE,

11:05:03 PUBLICIZED TO LOBBYING FIRMS THAT WE KNOW.
11:05:06 AND IT'S AMAZING WHEN YOU GET OUT THERE ON THE WORLD WIDE
11:05:08 WEB HOW MANY THERE ACTUALLY ARE.
11:05:10 AND WE WILL ALLOW FIRMS FOUR WEEKS TO RETURN THEIR
11:05:13 RESPONSES.
11:05:14 AND THE REASON FOR FOUR WEEKS IS THAT THIS IS PRETTY
11:05:16 INVOLVED AND IT'S PRETTY LAYERED.
11:05:18 SO WE WANT TO GIVE -- WHOOPS -- WE WANT TO GIVE THEM AMPLE
11:05:23 TIME TO GET BACK A COMPREHENSIVE RESPONSE TO US.
11:05:26 THE RESPONSES TO THE EVALUATION, THE RESPONSES WILL BE
11:05:32 EVALUATED AND RANKED BY VILLAGE STAFF.
11:05:35 RANKING ORDER IS ACHIEVED VIA A POINTS-BASED SET OF CRITERIA
11:05:38 WHICH ARE OBVIOUSLY INCLUDED IN THE RFP.
11:05:41 THERE ARE NO SECRETS.
11:05:41 THEY KNOW EXACTLY HOW THEY WILL BE EVALUATED.
11:05:43 AND WE ALSO LEAVE OPEN THE OPTION TO INVITE FOR INTERVIEWS
11:05:47 OR MAKE PRESENTATIONS AND SO FORTH.
11:05:49 SO THERE'S THAT AS WELL.
11:05:50 SO WHAT ARE THOSE CRITERIA AND WHAT ARE THE POINTS ASSIGNED
11:05:55 TO EACH OF THEM?

11:05:57 THERE ARE FOUR.
11:05:57 QUALIFICATIONS OF THE FIRM, 35 POINTS.
11:06:00 THE FIRM'S RELEVANT EXPERIENCE AND REFERENCES, WHICH IS 10
11:06:04 POINTS.
11:06:04 THEIR PLAN OF APPROACH AND PERSONNEL EXPERIENCE, WHICH IS 30

11:06:07 POINTS.
11:06:08 AND THEN PRICE, WHICH IS 25 POINTS.
11:06:11 IT'S IMPORTANT TO NOTE AGAIN THAT PRICE IS 25 POINTS.
11:06:15 SO IT'S POSSIBLE THAT WE COULD GET NOT NECESSARILY THE MOST
11:06:19 ECONOMICAL, BUT THE BEST.
11:06:21 AND THAT'S REALLY WHAT A PROPOSAL ALLOWS YOU TO DO.
11:06:24 IF YOU GO OUT FOR REQUEST FOR BIDS, OH, BOY, HERE WE ARE
11:06:28 WITH LOW BIDDER, LOW BIDDER.
11:06:30 THIS IS WHAT THIS ALLOWS US TO DO A LITTLE BIT.
11:06:32 OUR GOAL, OF COURSE, IS TO ENGAGE A FIRM THAT BOTH YOU AS
11:06:35 COUNCIL AND STAFF ARE COMFORTABLE WORKING WITH AND WILL
11:06:38 PROFESSIONALLY AND EFFECTIVELY REPRESENT OUR INTERESTS TO
11:06:40 THE STATE.
11:06:40 THAT BASICALLY IS WHAT WE WILL DO.
11:06:44 ANY QUESTIONS ON ANY OF THAT?
11:06:46 JOANNE.
11:06:47 >>Joanne Ribble: I ASSUME STAFF WILL GO THROUGH AND THEN
11:06:50 BRING BACK ONE OR A FEW?
11:06:56 HOW DO YOU VISUALIZE YOU BRINGING YOUR CHOICES TO US OR A
11:07:00 CHOICE TO US?
11:07:02 WHAT WILL THAT LOOK LIKE?
11:07:03 >>Bob Franceschini: THAT IS A GREAT QUESTION.
11:07:04 THEY WILL BE RANKED ACCORDING TO THOSE POINTS.
11:07:07 BASICALLY WHAT HAPPENS IS THE COMMITTEE MEMBERS, WE RECEIVE
11:07:09 THE RFPs IN.

11:07:11 THEY TAKE THEM.
11:07:12 THEY REVIEW THEM.
11:07:13 WE MEET AS A COMMITTEE.
11:07:13 IT'S A PUBLIC MEETING.
11:07:14 IT'S ALL RECORDED AND ALL OF THAT.
11:07:16 AND THEN WE RANK THEM BY THE POINTS.
11:07:18 AND YOU ARE AVERAGE OUT THE POINTS, AND THEN YOU GET A
11:07:21 RANKING.
11:07:21 1, 2, 3, 4, WHATEVER.
11:07:23 THAT IS WHAT WE BRING TO YOU, THE RANKING OF 1, 2, 3, 4.
11:07:26 OBVIOUSLY WITH THE RECOMMENDATION TO AWARD TO THE NUMBER ONE
11:07:29 RANKED FIRM.
11:07:32 >>Mayor Errington: ANY OTHER?
11:07:33 JON?
11:07:33 >>Vice-Mayor McLain: WHO IS ON THE COMMITTEE?
11:07:36 >>Bob Franceschini: STEVE, KYLE, AND MARY ARE VOTING.

11:07:39 I WILL BE THERE TO OFFICIATE.
11:07:42 I DON'T VOTE.
11:07:46 >> THAT'S IT.
11:07:48 >>Mayor Errington: OKAY.
11:07:49 ANY OTHER QUESTIONS?
11:07:50 THANK YOU.
11:07:55 THANK YOU VERY MUCH.
11:07:55 APPRECIATE IT.
11:07:56 THE LAST ITEM ON THE AGENDA IS THE CLOUD SERVER TRANSITION.

11:08:06 STEVE, BACK TO YOU AGAIN, PLEASE.
11:08:08 >>Steven Sarkozy: THANK YOU.
11:08:10 MAYOR, MEMBERS OF COUNCIL, THIS IS PART OF OUR ONGOING
11:08:17 EFFORT TO CREATE A VERY CURRENT OR MODERN APPROACH TO THE
11:08:23 WAY WE HANDLE OUR I.T. SERVICES, BUT ALSO CONNECTIVITY TO
11:08:29 OUR I.T. AND ALL OF THE FILES THAT WE HAVE HERE AT THE
11:08:33 VILLAGE.
11:08:34 YOU'LL RECALL BACK WHEN WE WENT THROUGH HURRICANE IRMA AND
11:08:40 EVEN BEFORE THAT, WE WERE CONTEMPLATING HOW WOULD THE
11:08:44 VILLAGE MAINTAIN A SUSTAINABLE OPERATION EVEN IN THE EVENT
11:08:50 OF A MAJOR HURRICANE OR OTHER DISASTER.
11:08:54 WE CONTEMPLATED WHEN WE MOVED INTO THIS BUILDING THE
11:08:58 POSSIBILITY OF HARDENING THIS BUILDING SO THAT WE COULD
11:09:04 SUSTAIN OUR OPERATIONS HERE AND WHAT THAT WOULD MEAN IS
11:09:09 CREATING SAFE PLACES WITHIN THE BUILDING AS WELL AS
11:09:14 GENERATOR CAPACITIES IF THE ELECTRICITY WENT OUT, WE COULD
11:09:20 CONTINUE OUR OPERATIONS HERE.
11:09:21 WELL, WE WEREN'T SURE HOW LONG WE WERE GOING TO STAY HERE.
11:09:27 IT ALSO RAISED A WHOLE BUNCH OF ISSUES ABOUT, IS THAT REALLY
11:09:31 THE SMARTEST WAY TO GO GIVEN THE NEW TRENDS IN TECHNOLOGY?
11:09:35 AND WHAT WE'VE DECIDED TO DO IS MAKE SURE THAT ALL OF OUR
11:09:40 RECORDS AND ALL OF OUR COMPUTERS AND PHONES FOR THAT MATTER
11:09:46 ARE ON SEPARATE SYSTEMS THAT WE CAN SIMPLY PICK UP AND GO TO
11:09:51 SOME OTHER LOCATION AND OPERATE WITHOUT ANY KIND OF
11:09:55 DISRUPTION.

11:09:56 SO WHAT WE'VE DONE, AND YOU'LL RECALL SOME OF THIS, WHEN WE
11:10:04 HAD THE COVID CRISIS, THAT KIND OF EASED US INTO THIS
11:10:10 APPROACH A LITTLE MORE AGGRESSIVELY.
11:10:13 WHAT WE DID IS WE WENT OUT AND BOUGHT ALL NEW LAPTOPS FOR
11:10:17 EVERYBODY THAT HAD THE CAPACITY TO DO ZOOMS AT EACH OF THE
11:10:23 LAPTOPS THAT HAD ENOUGH STORAGE CAPACITY AND CONNECTIVITY
11:10:27 THAT WE COULD ACCESS OUR FILES.
11:10:29 SO A LOT OF PEOPLE DURING THE COVID CRISIS WERE WORKING
11:10:34 REMOTELY, TOTALLY TRANSPARENT TO THE PUBLIC.
11:10:37 WE MAINTAINED 100% OPERATIONAL CONTINUITY WITHOUT ANY
11:10:42 HICCUPS.
11:10:44 SO THE LAST REMAINING PIECE IN THE PROCESS IS THE ACCESS TO

11:10:52 ALL OF OUR DATA.
11:10:54 AND UPSTAIRS WE HAVE A SERVER ROOM THAT HAS ITS OWN AIR
11:11:01 CONDITIONING AND THE OLD-STYLE LIST OF SERVERS, BUT WE THINK
11:11:08 THERE'S A BETTER WAY TO DO THIS.
11:11:09 THAT'S THE CLOUD COMPUTING OPTION THAT WE'D LIKE TO TALK TO
11:11:15 YOU ABOUT TODAY.
11:11:16 IT NOT ONLY MAINTAINS THE ABILITY TO WORK REMOTELY AND WORK
11:11:24 WITH COMPLETE CONTINUITY, BUT IT ALSO IN THE LONG RUN IS
11:11:28 CHEAPER.
11:11:28 SO I'D LIKE TO CALL KYLE BACK UP TO WALK THROUGH A BRIEF
11:11:32 PRESENTATION THAT DESCRIBES THIS NEXT STEP IN OUR EFFORTS TO
11:11:40 PROVIDE ONGOING ACCESS TO OUR DATA.
11:11:45 >>Kyle Coleman: SURE.

11:11:47 JUST REALLY BRIEFLY, THIS WILL BE AN INTRODUCTION INTO WHAT
11:11:51 THE CLOUD IS FOR SOME OF THE PUBLIC.
11:11:54 THERE'S A LOT OF MISINFORMATION ABOUT IT.
11:11:57 IS IT MAINSTREAM?
11:12:00 AS A GOVERNMENT, WE NEED TO MITIGATE OUR RISK.
11:12:03 THIS IS TO REVIEW -- THIS IS PRETTY WELL ESTABLISHED.
11:12:05 IT'S NOT A RISKY ENDEAVOR TO GET INTO THE CLOUD.
11:12:09 HOW IT WOULD BENEFIT ESTERO?
11:12:12 WHAT IS THE SCOPE, TIMELINE, AND COST?
11:12:14 SO ON THE RIGHT IS WHAT OUR SYSTEM LOOKS LIKE.
11:12:20 AS STEVE SAID, IT'S VERY TRADITIONAL, KIND OF HOW MOST
11:12:24 PEOPLE THINK OF COMPUTERS AND STORAGE AND THINGS LIKE THAT.
11:12:27 IT'S NOT ACTUALLY A COMPUTER SITTING IN THE CLOUD EITHER.
11:12:31 IT'S REALLY JUST A SERIES OF SERVERS THAT ARE HOSTED IN
11:12:36 DIFFERENT PARTS OF THE COUNTRY OR WORLD.
11:12:38 AND WE'RE TAPPING INTO THEM.
11:12:40 SO YOU THINK ABOUT IT, IF A HURRICANE COMES AND KNOCKS OUT
11:12:43 ONE OF THEM IN, LET'S SAY, MIAMI, THE ONE IN COLORADO IS
11:12:48 PROBABLY OKAY.
11:12:49 AND THAT'S THE IDEA.
11:12:50 IT'S A NETWORK OF THESE PHYSICAL SERVERS, AND WE'RE JUST
11:12:53 POPPING IN TO GET OUR DATA FROM ANY ONE OF THEM.
11:12:57 IT'S A LOT MORE SECURE, BUT IT'S NOT ACTUALLY IN THE CLOUDS.
11:13:01 SO AS YOU CAN SEE THERE, IT MIGHT BE A LITTLE TOUGH TO SEE.
11:13:08 FROM 2015 TO 2020, THE SHARE OF TOTAL CORPORATE DATA

11:13:14 ACTUALLY GREW FROM 30% TO 50% IN THE CLOUD.
11:13:18 SO THIS QUESTION OF IS IT MAINSTREAM?
11:13:20 WELL, HALF OF ALL CORPORATE DATA HAS ALREADY BEEN MOVED TO
11:13:23 THE CLOUD.
11:13:24 SO THIS IS NOT A FIRST ADOPTER.
11:13:27 WE'RE NOT GETTING OUT ON A LEDGE HERE.
11:13:29 HOW WOULD IT BENEFIT ESTERO?
11:13:31 FOUR REASONS.

11:13:33 THE FIRST OF THEM IS SECURITY.
11:13:35 THERE ARE TWO KIND OF GENERALLY ACCEPTED APPROACHES TO
11:13:39 CYBERSECURITY TODAY, PARTICULARLY FOR SMALLER ORGANIZATIONS.
11:13:43 SO THE FIRST IS BUILD AS BIG A WALL AS YOU CAN, BIG MOAT AND
11:13:49 TRY TO PROTECT PEOPLE FROM GETTING INTO YOUR SYSTEM.
11:13:51 SO PART OF THAT IS WORKING WITH AMAZON OR MICROSOFT CLOUD
11:13:57 BECAUSE THEY HAVE A BUNCH OF ENGINEERS WHO JUST WORK ON
11:13:59 THAT, AND WE DON'T HAVE THAT.
11:14:01 THE SECOND PIECE OF THAT IS WE TRAIN OUR EMPLOYEES TO SPOT
11:14:10 PHISHING ATTACKS.
11:14:12 ALL OF YOU ARE TRAINED IN THAT, TOO.
11:14:14 BECAUSE OFTEN, THE WAY PEOPLE GET INTO A SYSTEM IS NOT --
11:14:18 IT'S NOT LIKE A BANK ROBBERY.
11:14:20 THEY ARE NOT BREAKING IN TO STEAL YOUR ACCOUNT FUNDS.
11:14:24 GENERALLY NOT HOW IT WORKS.
11:14:25 GENERALLY, IT'S MORE OF A HOSTAGE.
11:14:27 THEY GET CONTROL OF AN ACCOUNT AND TRY TO SHUT IT DOWN, AND

11:14:31 YOU PAY THE RANSOM.
11:14:32 SO THAT'S GENERALLY HOW CYBER ATTACK HAPPENS.
11:14:38 TRAIN OUR PEOPLE TO SPOT IT SO THEY DON'T CLICK ON LINKS,
11:14:42 DON'T GIVE OUT THEIR ACCOUNT INFORMATION.
11:14:44 PAY SOMEBODY LIKE MICROSOFT OR AMAZON TO DO A REALLY STRONG
11:14:48 CYBER DEFENSE, STRONGER THAN MOST CAN DO.
11:14:51 AND THEN THE BACKUP PLAN.
11:14:53 THAT'S THE OTHER HALF OF THE APPROACH WHICH IS OKAY.
11:14:56 IF SOMEONE IS SUCCESSFUL, WHAT DO WE DO THE NEXT DAY?
11:15:00 WHAT YOU DO IS YOU RESTORE FROM YESTERDAY'S FILES.
11:15:05 YOU DEAL WITH WHAT YOU LOST TODAY, AND YOU MOVE ON.
11:15:08 YOU RESET EVERYBODY'S ACCOUNT INFORMATION AND YOU JUST MOVE
11:15:12 ON.
11:15:13 SO YOU'RE REALLY LIMITING THE COST OF STARTING OVER.
11:15:17 THAT IS THE VALUE OF THE CLOUD.
11:15:18 SO THE LEVERAGE AGAINST AN ORGANIZATION IS, YOU CAN'T
11:15:22 RESTART; WE'RE GOING TO HOLD YOUR DATA.
11:15:25 THIS LIMITS THAT RISK AND THAT LEVERAGE AGAINST US.
11:15:27 THE SECOND REASON, STEVE ALREADY WENT THROUGH THIS.
11:15:35 THE GIST IS, WHEN WE LEFT FOR THE -- WHEN WE LEFT THE
11:15:39 OFFICES FOR COVID, WE WERE LITERALLY CARRYING OUR MONITORS
11:15:42 AND OUR DESKTOP COMPUTERS.
11:15:44 WE TOOK THE NEXT STEP WHICH IS A LAPTOP COMPUTER, BUT THAT
11:15:48 IS NOT REAL USEFUL IF THE SERVER IN THE BUILDING GETS
11:15:53 FLOODED DURING A HURRICANE BECAUSE YOU STILL HAVE TO GO

11:15:56 THROUGH THAT.
11:15:56 THAT'S YOUR KIND OF CHOKE POINT.
11:15:58 SO THIS ADDRESSES THAT.
11:16:00 YOU HAVE A MOBILE PHYSICAL COMPUTER, AND YOU HAVE A MOBILE

11:16:05 CONNECTION TO YOUR SOFTWARE.
11:16:07 THE TWO OF THEM MAKE YOU ACTUALLY MOBILE AND ABLE TO ACCESS
11:16:12 YOUR FILES FROM WHEREVER YOU ARE.
11:16:14 THE THIRD IS RELIABILITY.
11:16:18 JUST BECAUSE OF THE WAY WE'RE SET UP, WE'RE GOVERNMENT LITE,
11:16:24 WE TRY TO LIMIT OUR ASSETS IN-HOUSE, AND WE TRY TO LIMIT OUR
11:16:28 STAFFING LEVELS HERE.
11:16:29 IF SOMETHING BREAKS IN OUR SERVER, IT'S LITERALLY SOMEONE
11:16:33 FROM THE EAST COAST HAS TO COME AND FIX IT.
11:16:36 AND THAT JUST REALLY DOESN'T HAPPEN WITH SOME OF THESE
11:16:40 LARGER CLOUD COMPANIES.
11:16:41 THEY DON'T HAVE THAT KIND OF DOWN TIME.
11:16:43 YOU'RE NOT WAITING FOR SOMEBODY TO PHYSICALLY DRIVE OVER TO
11:16:48 FIX YOUR SERVER.
11:16:49 LASTLY, I SORT OF TOUCHED ON THIS, WE ARE COMFORTABLE WITH
11:16:57 CONTRACTING FOR MOWING OR LANDSCAPING.
11:17:00 WHY NOT CONTRACT FOR OUR I.T. SUPPORT AND FOR OUR
11:17:04 CYBERSECURITY?
11:17:05 THIS FOLLOWS GOVERNMENT LITE.
11:17:07 IT REDUCES OUR NEED FOR IN-HOUSE SUPPORT, AND, FRANKLY, I
11:17:12 THINK YOU GET BETTER SUPPORT BECAUSE YOU'RE WORKING WITH

11:17:14 PEOPLE.
11:17:15 KIND OF THE PHILOSOPHY MOST OF US SUBSCRIBE TO THAT YOU WANT
11:17:20 TO WORK WITH PEOPLE WHO SPECIALIZE IN THAT THING.
11:17:23 IF WE'RE GOING TO TALK ABOUT A CLOUD ISSUE, WE WANT TO TALK
11:17:27 WITH MICROSOFT, GOOGLE, OR AMAZON BECAUSE THAT'S EXACTLY
11:17:30 WHAT THEY DO.
11:17:31 THEN THIS IS THE SCOPE.
11:17:35 SO LONG TERM -- LONG TERM, I MEAN A YEAR TO MAYBE NINE
11:17:39 MONTHS FOR SOME OF THESE.
11:17:42 SO COMMUNITY DEVELOPMENT MARY TOUCHED ON IT.
11:17:44 HERS WILL SIT IN ITS OWN SPACE, ITS OWN CLOUD.
11:17:48 PUBLIC WORKS IS ALREADY ON THE CLOUD.
11:17:52 FINANCE, STEVE TALKED ABOUT WE'D LIKE TO DO THAT AFTER
11:17:54 COMMUNITY DEVELOPMENT.
11:17:55 AND THEN DAILY FILES THROUGH MICROSOFT, AND THEN OUR PUBLIC
11:17:59 RECORDS.
11:18:00 MUCH LIKE SOME OTHER GOVERNMENTS HAVE, IF SOMEBODY WANTS TO
11:18:04 FIND THEIR PERMIT, THEY CAN SEARCH IT IN HERE.
11:18:06 IT WILL BE A PUBLIC FACING ACCESSIBLE DOCUMENTS, AND THEY
11:18:09 CAN FIND IT INSTEAD OF HAVING TO FILE A PUBLIC RECORDS
11:18:13 REQUEST.
11:18:13 IT'S MORE CUSTOMER SERVICE FRIENDLY, AND IT'S MORE EFFICIENT
11:18:18 FOR US.
11:18:18 THOSE ARE FEWER REQUESTS THAT WE'RE GETTING.
11:18:20 IT'S A SERIES OF THESE CLOUDS WHICH ADDS A LITTLE REDUNDANCY

11:18:25 FOR US, TOO.
11:18:26 TIMELINE, AGAIN, PUBLIC WORKS IS ALREADY ON THE CLOUD FOR
11:18:32 ALMOST EVERYTHING OUTSIDE OF A FEW DOCUMENTS.
11:18:35 DAILY FILES, RECORDS, AND WHAT WE'RE CALLING KIND OF A
11:18:41 HYBRID FINANCE APPROACH, IT'S A SORT OF WORK-AROUND TO GET
11:18:45 IT INTO THE CLOUD FOR NOW.
11:18:47 WE'RE EXPECTING THAT BY THE END OF THIS YEAR FOR ALL OF THAT
11:18:52 TO BE IMPLEMENTED, HOPEFULLY A LITTLE EARLIER.
11:18:54 AND THEN COMMUNITY DEVELOPMENT AND A REAL CLOUD FINANCE
11:18:59 SYSTEM HOPEFULLY BY THE START OF 2023.
11:19:06 IT'S A LITTLE BIT LONGER.
11:19:07 THERE'S A LOT MORE INVOLVED IN MARY'S PROJECT.
11:19:10 SO THIS IS NOT THE FOCUS OF IT.
11:19:14 THE FOCUS IS THE OPERATION, ACCESSIBILITY AND CYBERSECURITY.
11:19:19 BUT IT DOES SAVE US SOME MONEY EACH YEAR THAT'S PROJECTED.
11:19:24 YOU'RE PAYING IT TO MICROSOFT INSTEAD OF HAVING SOMEBODY
11:19:27 COME IN AND DO THE WORK.
11:19:30 EVERY FIVE YEARS, YOU HAVE AN ESTIMATED COST OF 75,000 TO
11:19:33 REPLACE THE PHYSICAL EQUIPMENT.
11:19:35 SO IT'S A GOOD AMOUNT OF MONEY THAT THOSE PHYSICAL ASSETS
11:19:38 THAT WE WON'T HAVE TO REPLACE.
11:19:40 ANY QUESTIONS?
11:19:49 >>Jim Ward: I THINK YOU JUST REFERENCED MARY'S PROJECT.
11:19:51 WOULD THIS BE DONE IN CONJUNCTION WITH THE NEW SOFTWARE
11:19:54 DEVELOPMENT?

11:19:57 >>Kyle Coleman: YES, SO THESE KIND OF RUN PARALLEL.
11:19:58 HERS WOULD BE IN ITS OWN SPACE.
11:19:59 AND THEN EVERYONE ELSE IN THE VILLAGE WOULD BE IN ITS OWN
11:20:01 SEPARATE SPACE.
11:20:05 >>Jim Ward: I MEAN, OBVIOUSLY, RECENTLY, WE'VE SEEN THE
11:20:06 HACKS THAT HAVE HAPPENED TO COLONIAL AND NOW SOMETHING THIS
11:20:08 MORNING WITH ONE OF THE BEEF MANUFACTURERS.
11:20:10 VERY OFTEN YOU ALSO HEAR ABOUT ATTACKS ON CITY GOVERNMENT,
11:20:15 AND THAT SEEMED TO BE VERY PREVALENT PRIOR TO THE COLONIAL
11:20:20 INCIDENT.
11:20:20 SO WHEN YOU TALK ABOUT HAVING BACKUP PLANS AND STUFF LIKE
11:20:23 THAT, I'M SURE MOST OF THE PEOPLE WHO HAVE DONE THESE
11:20:27 PROJECTS BEFORE HAVE BACKUP PLANS AND THEY ARE STILL
11:20:30 VULNERABLE TO THESE HACKS AND RANSOMWARE.
11:20:35 PROBABLY NO PERFECT SOLUTION.
11:20:38 THE QUESTION, I GUESS, IS IF YOU'RE ON THE CLOUD, ARE YOU
11:20:41 MORE VULNERABLE?
11:20:43 >>Kyle Coleman: NO, I DON'T THINK SO.
11:20:45 I THINK THE MAIN VULNERABILITY IS STILL THAT SOMEONE FROM
11:20:49 YOUR TEAM GIVES OUT THEIR PASSWORD OR USER NAME, AND THEN
11:20:53 THAT ALLOWS SOMEBODY ACCESS INTO YOUR SYSTEM.
11:20:55 I THINK THAT'S STILL THE MAIN VULNERABILITY.

11:21:00 BUT THE VALUE WITH THE CLOUD IS THAT IT'S BACKED UP SO
11:21:03 FREQUENTLY THAT YOU CAN SHUT IT DOWN, RESET AND RESTART FROM
11:21:07 YESTERDAY.

11:21:08 SO THAT TAKES AWAY SOME OF THE LEVERAGE.

11:21:11 >>Jim Ward: FOR EXAMPLE, WHY COULDN'T COLONIAL HAVE DONE
11:21:14 THAT?

11:21:15 >>Kyle Coleman: WELL, WHAT'S INTERESTING, IT'S MORE OF A
11:21:17 HUMAN BEHAVIOR THING IN A LOT OF SITUATIONS.

11:21:19 A LOT OF PEOPLE HOLD ON TO THEIR IN-HOUSE SERVER EQUIPMENT
11:21:23 BECAUSE THEY FEEL THAT THEY CAN PROTECT IT BETTER THAN
11:21:26 TRUSTING SOMEBODY ELSE.

11:21:27 AND THE TROUBLE IS THAT BECAUSE THESE ARE CRIMINAL ACTS,
11:21:34 LIKE, FOR INSTANCE, A YEAR OR TWO AGO, LEE COUNTY WAS
11:21:37 HACKED, BUT NO LOCAL GOVERNMENTS IN THE AREA WERE TOLD WHAT
11:21:40 HAPPENED BECAUSE IT'S A CRIMINAL INVESTIGATION.

11:21:43 IT'S TOUGH TO KNOW WHAT REALLY HAPPENED THERE, BUT I HAVE
11:21:47 READ ON A FEW OF THOSE THAT THEY INSISTED ON KEEPING IT
11:21:50 IN-HOUSE BECAUSE THEY FELT LIKE THEY COULD GUARD IT BETTER.

11:21:54 SO THEY RESISTED CLOUD --

11:21:56 >>Jim Ward: AS OPPOSED TO GOING TO MICROSOFT OR AMAZON.

11:21:59 >>Kyle Coleman: YEAH.

11:22:00 IT'S PRIDE IN SOME CASES.

11:22:01 IT MIGHT BE DIFFERENT, TOO, FOR LARGE ORGANIZATIONS WHERE
11:22:06 THEY CAN HIRE A BUNCH OF ENGINEERS.

11:22:07 WE DON'T HAVE THAT.

11:22:10 >>Jim Boesch: DO WE GET RID OF THE SERVER?

11:22:13 >>Kyle Coleman: YEAH, EVENTUALLY.

11:22:17 >>Jim Boesch: GOOD REASON IN THE FIRST PLACE.

11:22:21 SHOCKED TO SAY SOMETHING WENT DOWN, WE'D HAVE TO CALL
11:22:26 SOMEBODY FROM THE EAST COAST TO COME OVER HERE.

11:22:28 THAT IS NOT GOOD PREPARATION.

11:22:30 I THINK THIS IS DEFINITELY -- SOME OF THE MAJOR PROBLEMS
11:22:36 GOING ON TODAY.

11:22:37 I WOULD PROBABLY SAY MOST PROFESSIONAL ORGANIZATIONS LIKE US
11:22:42 ARE IN THE CLOUD ALREADY, PROBABLY, I WOULD GUESS.

11:22:45 I'M HAPPY THAT WE'RE DOING -- ARE WE GOING TO GO INTO THE
11:22:52 CLOUD AND THEN DO THE WORK ON THE SOFTWARE?

11:22:57 >>Steven Sarkozy: THEY'LL GO ON CONCURRENTLY.

11:22:59 SO THOSE ARE EFFORTS.

11:23:01 WE'LL TRANSITION TO A NEW SOFTWARE DURING THE SAME TIME
11:23:04 PERIOD THAT WE'RE TRANSITIONING INTO THE CLOUD.

11:23:09 >>Jim Boesch: DAVE PROBABLY HAS ALREADY PUT HIS STUFF ON THE
11:23:12 CLOUD, RIGHT?

11:23:12 >>Steven Sarkozy: NOT YET.

11:23:13 SOME OF IT HAS BEEN.

11:23:19 >>Mayor Errington: ANYONE ELSE?

11:23:20 >>Larry Fiesel: I DON'T KNOW ANYTHING ABOUT COMPUTERS AND
11:23:22 CLOUD AND SO FORTH, EXCEPT I KEEP GETTING INDICATIONS THAT
11:23:26 I'VE USED ALL THE CLOUD SPACE THAT I'M ALLOWED ON MY IPAD
11:23:30 AND FOR ANOTHER DOLLAR I CAN BUY MORE CLOUD SPACE.
11:23:33 THESE CLOUDS ARE ALL OVER THE WORLD, I SUPPOSE.
11:23:37 AND WHEN YOU GO TO A CLOUD WITH THE SYSTEM HERE, DOES IT GO
11:23:41 TO ONE PARTICULAR ONE OR IS IT SHARED?

11:23:44 WHAT IF ONE OF THOSE SYSTEMS GOES DOWN IN, SAY, COLORADO OR
11:23:48 WHATEVER?

11:23:49 HOW DO YOU GET BACK THE INFORMATION THAT YOU HAD IN THAT
11:23:52 CLOUD?

11:23:52 >>Kyle Coleman: SURE.

11:23:53 IT DISTRIBUTES YOUR DATA ACROSS A BUNCH OF THEM.

11:23:55 YOU CAN ALWAYS ACCESS IT, BUT THAT'S THE VALUE OF IT, THAT

11:23:58 THEY PURPOSELY PUT IT IN GEOGRAPHICAL DIFFERENCES.

11:24:03 THEY'LL HAVE ONE IN MIAMI.

11:24:04 THEY'LL HAVE ONE IN COLORADO.

11:24:05 AND THEY MIGHT HAVE -- MICROSOFT HAS PROBABLY HUNDREDS OF
11:24:08 THEM.

11:24:09 AND THEN YOU MIGHT HAVE ONE IN NEW MEXICO.

11:24:12 SO THEY PURPOSELY PICK THESE AREAS THAT ARE VERY UNLIKELY TO
11:24:15 HAVE SOME KIND OF A STORM AT THE SAME TIME.

11:24:22 >>Larry Fiesel: JUST TO SHOW YOU HOW MUCH I KNOW ABOUT THE
11:24:24 CLOUDS, WE HAVE SOME BEAUTIFUL SKIES HERE IN FLORIDA WITH NO
11:24:27 CLOUDS, AND I'M LOOKING UP, HOW CAN I STORE SOMETHING?
11:24:32 WHERE IS THE CLOUD IT'S GOING TO.

11:24:33 [LAUGHTER]

11:24:34 I HAVE TO TALK TO MY GRANDCHILDREN TO FIGURE THIS STUFF OUT.

11:24:37 >>Mayor Errington: ANYONE ELSE?

11:24:38 KYLE, DID YOU DO THE SLIDE PRESENTATION, DID YOU ACTUALLY
11:24:43 PHYSICALLY MAKE THAT?

11:24:45 >>Kyle Coleman: YEAH.

11:24:46 >>Mayor Errington: IT'S BEAUTIFUL.

11:24:47 >>Kyle Coleman: THANK YOU.

11:24:48 >>Mayor Errington: VERY, VERY CREATIVE.
11:24:49 THANK YOU.

11:24:49 YEAH, IT WAS FUN.

11:24:53 >>Kyle Coleman: I WASN'T SURE IF THE CARTOONS WERE TOO MUCH.

11:24:55 >>Mayor Errington: I HAVE TO SAY, I'VE BEEN EDUCATED

11:24:58 RECENTLY -- I HAVE A MEMBER OF MY FAMILY WHO IS IN

11:25:02 CYBERSECURITY AND TEACHING ME HOW TO USE MY APPLE PAY.

11:25:07 I'VE HAD SO MUCH FUN.

11:25:08 IF YOU HAVEN'T USED APPLE PAY, YOU HAVE TO LEARN HOW TO DO

11:25:11 THAT BECAUSE SOMETIMES YOU CAN SHOW OFF AT THE SUPERMARKET
11:25:15 AND HOLD YOUR WATCH UP AND PAY.

11:25:17 IT'S KIND OF NICE.

11:25:18 BUT APPLE PAY, I DO IT AT SERVICE STATIONS.
11:25:22 I'M DOING IT EVERYWHERE NOW.
11:25:24 IT'S FUN.
11:25:24 YOU HOLD YOUR WATCH UP OR YOUR PHONE AND DO APPLE PAY.
11:25:28 YOU CAN AVOID PEOPLE TRYING TO STEAL FROM YOU.
11:25:31 THAT IS THE BIGGEST THING, THE FRAUD THAT'S OUT THERE.
11:25:34 THERE'S NO TRACING OF WHO -- YOUR NUMBER OR ANYTHING.
11:25:40 IT'S PRETTY SECURE.
11:25:41 DID YOU HAVE ANYBODY IN MIND WHEN YOU HAD THAT HAMMER WITH
11:25:49 SOMEBODY SITTING THERE GOING AND HITTING THE COMPUTER?
11:25:51 [LAUGHTER]

11:25:52 >>Kyle Coleman: I THINK THAT WAS ALL OF US.
11:25:56 >>Mayor Errington: THANK YOU.
11:25:57 THANK YOU SO MUCH.
11:25:57 DO I HAVE A MOTION FOR ADJOURNMENT?
11:26:01 >> SO MOVED.
11:26:02 >>Mayor Errington: SO MOVED.
11:26:03 MEETING ADJOURNED.
11:26:04 [SOUNDING GAVEL]
11:26:04 THANK YOU.

DISCLAIMER:

THIS FILE REPRESENTS AN UNEDITED VERSION OF REALTIME
CAPTIONING WHICH SHOULD NEITHER BE RELIED UPON FOR COMPLETE
ACCURACY NOR USED AS A VERBATIM TRANSCRIPT.
ANY PERSON WHO NEEDS A VERBATIM TRANSCRIPT OF THE
PROCEEDINGS MAY NEED TO HIRE A COURT REPORTER.