

**MINUTES OF WORKSHOP MEETING**  
**BALLANTRAE**  
**COMMUNITY DEVELOPMENT DISTRICT**

A workshop meeting of the Board of Supervisors of the Ballantrae Community Development District was held on **Monday, February 22, 2010 at 6:37 p.m.** at the Ballantrae Community Center, located at 17611 Mentmore Boulevard, Land O'Lakes, FL 34638.

Present and constituting a quorum:

James Flateau	<b>Board Supervisor, Chairman</b>
Amanda Battistoni	<b>Board Supervisor, Vice Chairman</b>
Kelly Moseley	<b>Board Supervisor, Assistant Secretary</b>
Richard Levy	<b>Board Supervisor, Assistant Secretary</b>
Steve White	<b>Board Supervisor, Assistant Secretary</b>

Also present was:

Tracy Robin	<b>District Counsel, Straley &amp; Robin</b>
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Chairman Jim Flateau convened the meeting and noted the presence of all five Board members as well as the District Counsel. There was no audience present for any part of the meeting.

Mr. Robin noted the purpose of the workshop was to review proposals received from six vendors to serve as district manager for the next three years. He noted that the process for selection of the district manager does not require selection of the low bidder; that the District may select the proposal most beneficial to the District. He also noted that, since this was a workshop session, no formal vote or decision could be taken until a future meeting of the Board of Supervisors.

Mr. Flateau separated the discussion into two parts based upon the cost of each proposal. The Board first reviewed what was referred to as the "outliers," being the three proposals outside the second group referred to as the "cluster" of three mid-range proposals within 5 percent of one another.

Among the "outliers," Board members determined that Fishkind & Associates, located in Orlando, would be too distant for meeting the day-to-day needs of the District, and that the proposed cost was at such a variance from the other proposals as to indicate an error or mistake in the cost or a material misunderstanding about the services required by the District, or both. The Board further concluded that neither Wrathell, Hart, Hunt and Associates, LLC, nor Severn Trent Management Services submitted cost competitive proposals for the required management services.

In reviewing the "cluster," the Board noted that current vendor Rizzetta & Co. reduced its current price by approximately 23 percent to a fixed \$55,000. The Board members noted that the reduction in cost made Rizzetta competitive with the same services offered in the fixed price proposals from Development Planning & Financing Group, Inc., and District Management Services, Inc. Board

members noted Rizzetta's "intangibles," beginning with its wide and deep knowledge of District needs, issues and history based upon its six years as District Manager. Board members also cited their general approval of the professionalism and performance of the Rizzetta staff assigned to the District. Board members also noted Rizzetta's extensive contacts throughout Pasco County that would continue to benefit the District.

Based upon its review, Board members concluded they had sufficient information upon which to select a cost effective vendor beneficial to the District, and determined it unnecessary to hold interviews with proposers prior to making a selection. Board members agreed to schedule an agenda item for selection of a District Manager at the March 1, 2010 regular meeting to award the three-year contract.

The workshop was adjourned at 7:35 p.m.



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James B. Fleteau

Chairman