

MINUTES OF WORKSHOP CELEBRATION COMMUNITY DEVELOPMENT DISTRICT

A workshop of the Board of Supervisors of the Celebration Community Development District was held Tuesday, July 20, 2010, at 3:30 p.m. at 851 Celebration Avenue, Celebration, Florida.

Present from the Board were:

Cliff Akey	Chairman
Paul Collins	Vice Chairman
Tom Sunnarborg	Secretary
Lee Moore	Treasurer
Bruce Carlson	Assistant Secretary

Also present were:

Gary Moyer	Manager: Moyer Management Group
Jan Carpenter	Attorney: Latham, Shuker, Eden & Beaudine
Maria Fuentes	Severn Trent Services
Dr. Ray Parsons	Consultant
Brian Smith	Severn Trent Services
Residents and members of the public	

This is not a certified or verbatim transcript but rather represents the context and summary of the workshop.

FIRST ORDER OF BUSINESS

Call to Order

Mr. Akey called the workshop to order at 3:30 p.m.

SECOND ORDER OF BUSINESS

Roll Call

Mr. Moyer called the roll.

THIRD ORDER OF BUSINESS

Discussion of Mosquito Control Proposals and Evaluation Criteria

Mr. Smith stated Dr. Parsons, Ms. Fuentes and I reviewed all the bid packages and we created these forms for your review. We called three references for each contractor and the results are shown on a graph. We called four references for Vector but we received only two responses. We diligently tried to reach the other two, but they never called us back. That is why their reference score is lower. We provided a comparison for the first-year contract amounts based on their bid forms. Some of the contractors did not fill out the bid forms properly, so that is why it looks like their bids are all over. We also prepared a sheet showing the quantities based on the scope of services. For light traps, the quantity is 1,134 light traps and the frequency is for 10 traps. We show the calculations

for how many times per month or per week they are supposed to do that. There are 214 days, 30 weeks, 10 traps at three times per week and that gives you 917. They provided a unit cost per trap count.

Mr. Sunnarborg stated you gave them a description but you did not give them the quantities.

Mr. Smith stated that is correct. We did that because if I had provided all the numbers on the forms, they tend not to do anything. They do not understand the bid package and they do not do their research. That is why we leave it a little ambiguous so they at least read the scope of services. On the other hand, what happens is we get strange numbers.

Mr. Sunnarborg stated I do not want to say that your RFP was ambiguous because it was not. It was very good. Your strategy of not giving them the quantities and making them figure those out is excellent.

Mr. Smith stated we wanted them to create the route maps. The goal of this bid is to get a very good mosquito control program, not necessarily based on dollars. We are more concerned with the quality of the program, and that is what we are trying to get: a good, qualified contractor and the best possible program we can get.

Mr. Moore stated we are asking the contractors for their light trap counts and then their price to eradicate that number of mosquitoes and the program they would implement.

Mr. Smith stated that is correct. They count the mosquitoes in the traps and they perform their services based on those counts.

Mr. Moore stated vendors can come up with many different ways to eradicate the mosquitoes based on those trap counts.

Mr. Smith stated no, the ULV is spraying for the mosquitoes that they find in the traps. One guy could spray once a year and someone else can spray every day. In order to get a structured number, we gave them a description in the scope of services framing up how often they should be spraying and doing ULV treatments.

Mr. Moore stated we always talked about Celebration's comfort level with mosquitoes. I think we have established that, but I am not sure if it is something we have held onto for 12 years or if we should be adjusting our comfort level to be spraying less. Do we effectively want more mosquito bites in order to be spraying less? We gave them a base of information.

Mr. Smith stated what we can do from that base is determine who the best qualified contractor is. Then we can take that and address our issues and decide how much control we want.

Mr. Moore stated I am not saying we want more or less, but I would like the vendor to come in and tell us what they can do differently. I am not sure there is a huge difference between then. I would like for a vendor to tell me they want to try certain other things. We do have some residents who want less spraying, but is that realistic.

Mr. Smith stated we came up with a list of questions that we want to ask each contractor based on their bid submittal. The biggest issue is the ULV treatment because that is really what is going to control mosquitoes the best. ULV is ultra-low volume, and that is when they spray from the vehicles that drive through the community. The top page is their actual bid form with their bid price. In the first column, we put in the scope of treatments per village, which is 219. You can see their numbers vary widely. Two contractors, Clarke and Southern, both used 219. In order to compare them all, we took the other bids and showed the difference if they used 219. That will be a question we have for two of the contractors as to where they got those numbers when the scope said to use 219 for bidding purposes.

Mr. Sunnarborg asked so you plugged in 219 and calculated the miles for Vector and Fleming?

Mr. Smith stated yes, based on the information they gave us. That is how we came up with 11,000 miles for Fleming and that is why that dollar amount changes.

Mr. Collins asked is the dollar amount the result of quantity times frequency times unit cost for ULV?

Mr. Smith stated yes.

Mr. Akey stated the yellow column is the number provided by each contractor. The blue column is the number that staff calculated by referring back to our original scope.

Mr. Smith stated we asked for bid forms and unit cost forms. We used those unit cost numbers and applied them to this other form. We used 219 which is treatment per village. We multiplied that by the number of miles per village, which gives you the total number of miles for the year. Then you multiply that by their unit cost per mile, per treatment.

Mr. Moore asked are they using the same product for ULV?

Mr. Smith stated no.

Dr. Parsons stated as long as they are following the label rate on the product.

Mr. Moore asked does one have a superior product than someone else?

Dr. Parsons stated not the ones I saw. It is a matter of how much they can get the product for. Clarke manufactures their own and some of the others will have to buy from a distributor.

Mr. Smith stated we provided the same report for all the contractors. The one for Vector shows that they are only providing 28 treatments per year for Celebration Village, which is two treatments per month. That would not be sufficient.

Mr. Moore asked do they know you are going to ask these questions?

Mr. Smith stated no. We will bring in the contractors and ask them any questions you may have. Dr. Parsons has some questions to ask, as well. In reviewing these packages, we scored them and we will provide those to you after the presentations. You can do your own scoring based on the conversations we have had with them, and we can discuss how you want to handle it at that time. We did a thorough review of the packages. A couple of them really understood it. One understood it pretty much and one really did not understand the process very well.

Mr. Moore asked what contract term did the RFP include?

Ms. Fuentes stated a three-year contract with two optional two-year renewals.

Mr. Sunnarborg asked you and Dr. Parsons have not had a post-bid review with them?

Mr. Smith stated we had a meeting on June 15, 2010, where they could come in and ask us any questions after they had an opportunity to review the bid packages. They came in and we provided meeting minutes from that pre-bid meeting. We received quite a few questions from them after that meeting and we responded to them and sent the responses to everyone. They had plenty of time to ask questions.

Mr. Moyer stated you just described the pre-bid process. Mr. Sunnarborg is asking if you had a meeting with them after you received the bid packages.

Mr. Smith stated no.

Mr. Sunnarborg stated you have not done anything with them that the Board will not do at the same time.

Mr. Smith stated that is correct

Mr. Sunnarborg asked have you come to any preliminary conclusions?

Mr. Smith stated no, we just reviewed the packages.

Mr. Sunnarborg stated so we cannot ask you for your recommendation yet.

Mr. Smith stated you can from the review of the packages, but not from the questions we want to ask them during their presentations.

Mr. Akey stated for ULV one has a price of \$16 and one has a price of \$187. Is this the type of question you are going to ask?

Mr. Smith stated yes.

Mr. Moore asked is that total number in their contract or are there some missing numbers?

Mr. Smith stated there are some missing numbers. Two of them did not have the proper number of ULV treatments, so that changes their numbers. If they had used the proper number of ULV treatments, their bid would have been \$575,000. We will see what they say.

Mr. Akey stated one had a unit price of \$16 for ULV but their total bid was \$181,000. Somehow their number came close.

Mr. Smith stated Fleming did not use 219 per village on the unit cost sheet. They did for their bid form, but the unit cost sheet had a different number. The final form shows the completed price forms. For Vector and Fleming, we do not consider them to be properly complete because they were not filled out correctly. They are not using the numbers from the scope and they did not make much sense.

Ms. Monica Leibacher asked is this bid package for the duplication of services that we already have?

Mr. Smith stated yes, it is similar but there are some changes.

Ms. Leibacher asked are you asking the contractors what they can offer that might be different to perhaps more effectively handle mosquitoes in a different way? For example, when Tracy Prever and I spoke with Dr. Parsons a long time ago, we were discussing perhaps spraying the perimeter as opposed to spraying down the center of the street and getting them where they are actually nesting, or handling the water differently so that we are eradicating the larva before they hatch. Will that be addressed?

Mr. Smith stated the scope that we included in the RFP said that we wanted them to provide a mosquito control program. We did not outline it for them; we asked them to provide it. Each contractor did that. Some of them missed a couple things. We asked for a barrier treatment program and one did not provide that aspect. We want them to provide us with a program. We gave them some parameters to be able to compare the pricing, but we asked for the best possible program we could get with the best possible chemicals.

Ms. Leibacher asked was one of those questions how this can be done in a green way?

Dr. Parsons stated the term “green” was not used in the RFP, but if you want to get into something like that, whoever the contractor is, they will work with the staff on that aspect. If you have an interest in this, I recommend you form a committee to come up with some recommendations. If they are valid, then they can be incorporated into whoever is awarded the contract.

Mr. Moyer stated with all due respect, I totally disagree with that. We spent 18 months vetting this process. It is not something that a group of concerned citizens can properly address and make recommendations on. Frankly, that is why we hired you at their recommendation to give us leadership in this particular area.

Dr. Parsons stated if you are going to have a program, no matter where you are, you need to have citizens involved. These are people who live in the community and it is only fair to ask for their participation.

Mr. Moyer stated in terms of the level of service, I agree. I think we have done that, but I do not want to give anyone the misimpression that a group of citizens who are not experts in this field can come up with a program. We really have done that. We looked at using garlic spray. We looked at using bats. You are aware of all of this and you have seen all the material. I do not think it is beneficial to go back and retrace those steps. I would hope that we are at the point where we understand what the community wants and what we are currently bidding reflects what the community wants.

Dr. Parsons stated it is pretty cut and dry on the number of applications they can do. That does not mean they have to do that number, but that is what they bid on. If there are no mosquitoes during their surveillance, then they should not go out and spray.

Mr. Moyer stated I think we all agree with that.

Dr. Parsons stated that is what I am talking about in getting information from the residents on how they are doing. I have had programs before and I have had some type of citizen participation in the program. A lot of times, you get some good ideas and a lot of times you do not.

Mr. Smith stated we have done that.

Mr. Sunnarborg stated we will continue to welcome ideas from our citizens. They are our friends and neighbors. But I think what Mr. Moyer is saying we will take all the input we can get, but what we will act on is something we can use. If someone says they want

us to be more green, what does that mean? If someone says they want us to spray the wetlands, we will tell them that we cannot do that. We will do everything we can and what we can afford. We will take any creative idea that anyone can give us, but we can only do what we can do.

Mr. Smith stated part of the program says that the contractor will use the least toxic adulticide available and no adulticide will be used unless found effective by scientists with the results published in a journal. Those types of statements are made throughout the RFP.

Ms. Leibacher stated we want them to be innovative with their approaches with this community as opposed to a cut-and-dried program.

Mr. Smith stated that is what we asked them in the RFP and what we will be asking them today, what they can do that is safe and green and innovative.

Mr. Moore stated one of the questions I think we will all ask is what different approaches they have to spraying. They make more money if they spray, but we may ask them to decrease the frequency.

Dr. Parsons stated the greatest exposure people have to insecticides are what people put on their own yards.

Mr. Smith stated what we spray for mosquitoes is not even a thimble.

Mr. Sunnarborg stated there is a scoring system on the evaluation criteria. Is the weighting for each category something you came up with?

Mr. Smith stated we discussed it in advance. For landscaping, we had 35 points for price. For this RFP, we lowered the points for pricing. The biggest concern we had was the quality of contractor, their innovation, their green practices, who is the best contractor to come out here and do a great job and make it safe for the residents and be professional.

Mr. Sunnarborg asked what is the value of the current contract, just to put these numbers in perspective?

Mr. Smith stated \$313,000.

Mr. Moyer stated part of your understanding needs to be when you go through the process and decide who is the most qualified, that does not necessarily mean we will accept the numbers in their proposal. We will fit the numbers to the amount we have budgeted for that purpose. I think the program will reflect the budget instead of the other way around.

Mr. Moore stated Clarke bid \$458,000 but the current contract is \$313,000. It seems a lot of people are bidding contracts at lower amounts. Are they not responsive? Are they trying not to win the contract?

Mr. Smith stated they put accurate dollars in their bid. We did increase the scope in some areas. If you look at the ULV treatments of \$16 per mile, you can barely get around town for that amount per mile.

Mr. Sunnarborg stated that is a product that they should have a pricing advantage on.

Mr. Smith stated a ULV price of \$16 is very low, especially when they are purchasing it from a third party.

Mr. Collins stated we are asking for a higher level of service in this RFP. Clarke's bid just for ULV spraying is more than what we are paying in total now.

Mr. Smith stated that is correct. We used 219 treatments per village. We will not necessarily need to do 219 treatments, so that is where you take the trap counts into account. The trap counts will determine the number of treatments per village. If there is a village that has no mosquitoes in the traps, we will not treat it.

Mr. Collins stated it sounds like this is not a fixed bid. When you say we will adjust the price to our budget, does that mean you will reduce the frequency?

Mr. Smith stated yes.

Mr. Collins asked how will you do that? The frequency is completely dependent on the trap count.

Mr. Moyer stated if we are now spraying when the trap count is 20, we will tell them we want a program where they spray when the trap counts are 30 or 50, or whatever number. That is how you adjust the frequency.

Mr. Smith stated the frequency per village will decrease, and the total of 219 is the number I took from the original mosquito control contract, which was put together by a team including RCID, Disney, and other consultants who determined that to be a good number. They acknowledged that we would probably not treat that many times in a year, so it is on the high side.

Mr. Collins asked how can Clarke do that for the price they have now? They know that the frequency will likely be less than 219, so is that why they provided numbers they did?

Mr. Smith stated I think we ask them that question, why their price went from \$313,000 up to \$458,000.

Dr. Parsons stated there was only one minor change in the scope of services from what it is now.

Mr. Moore asked how long has our current contract been in place?

Mr. Moyer stated about 13 or 14 years.

Mr. Moore asked has the price stayed the same?

Mr. Moyer stated pretty much the same.

Mr. Moore stated they are probably truing up their contract price to account for fuel costs and other things since they have not done that in years. We can ask that question.

Mr. Smith stated they have not raised their price in the last eight years.

Mr. Collins stated but their contract increases whenever we add a new area or a new village.

Mr. Moore stated it increases proportionately.

Mr. Sunnarborg asked does Mr. Smith have any information on what the County did? I talked with Mr. David Tomek after the CDD meeting last month, and he attended just to find out what we were going to do about mosquito control. I saw him a couple weeks later, and he said it was not public yet but they were on the verge of bringing it all in house.

Mr. Smith stated I saw him last night, and he said they were strongly considering bringing it all in house. They have not yet made that decision.

Mr. Moore asked is that something we should discuss? I am not saying we should do that, but should we talk about it?

Mr. Smith stated that is a conversation we had with Dr. Parsons.

Dr. Parsons stated you can run into a lot of challenges and issues doing that.

Mr. Smith stated but we could save a lot of money.

Dr. Parsons stated if you get the right person to run the program, you will have an outstanding program.

Mr. Moore stated then we know the frequency of spraying will go way down.

Ms. Leibacher asked is every large glass ball that hangs a trap?

Mr. Smith stated yes. Out in the wetlands, occasionally you will see a lantern and above it is a net. That is where we collect mosquitoes in those traps. The contractor takes those traps and counts those mosquitoes. Some are biters, and some are not. The number and the type of mosquitoes in those traps dictate how much treatment they are going to do. There are also yellow fly traps, which are the black balls. We occasionally have

outbursts of yellow flies, which are like a horse fly that will bit and they are very annoying. We do use those for yellow fly traps, and they are not mosquito traps.

Ms. Leibacher asked is Clarke responsible for those fly traps?

Mr. Smith stated yes, that is included in the bid.

Ms. Leibacher asked do they go around to make sure all of them are hanging?

Mr. Smith stated yes. I have seen some of them drop and kids play with them sometimes.

Ms. Leibacher stated I saw two of them on the ground covered in leaves one time.

Mr. Smith stated the contractor needs to maintain those fly traps, but occasionally they get blown down or knocked down. That is a very small portion of the bid.

Mr. Collins stated whenever you see that, please call us and report it.

Mr. Smith stated my staff can also pick them up if we know about it.

Mr. Collins asked with a count of 219, does that mean you expect 219 days out of a year?

Mr. Smith stated that is 219 treatments.

Mr. Collins asked will they do more than one treatment per day?

Mr. Smith stated no.

Mr. Collins stated so that means you expect they will spray 219 days a year in the community.

Mr. Smith stated that is provided in the scope of services. I have a chart that has a suggested number of treatments per month, which totals 219. The last sentence indicates it is the number to be used for bidding purposes.

Mr. Collins asked what if the spraying per month is less?

Mr. Smith stated the cost will go down.

Mr. Collins asked is that how our current contract works?

Mr. Smith stated no, they have a fixed number and they spray as often as needed. They have not increased their contract amount in a number of years, and I think that is reflected in their new bid and is probably the answer they will give you.

Mr. Akey stated for Southern Mosquito's ULV spraying, their unit price is \$21 and total is \$248,000. Clarke's unit price for ULV spraying is \$28.

Mr. Smith stated you multiply that out to get their total. For Southern, take the \$21 times 219 treatments times their total of 54 miles, and you get \$248,000.

Mr. Collins stated Fleming's unit cost is \$16, and that is a big difference.

Mr. Smith stated Fleming did not use the 219 treatments. They used a lower number to get their bid amount.

Mr. Moyer stated that does not make sense when you look at Vector.

Mr. Smith stated if you look at the list of questions to ask the contractors, you will see their numbers for unit costs did not match their bid form. They just took the total through there and did not appear to know what they were doing.

Mr. Moyer asked the actual calculation should be 219 treatments times \$187?

Mr. Smith stated no, the actual calculation should be 219 treatments at 33.1 miles per treatment times their unit cost per mile of \$43.25. The unit cost for Clarke of \$28.55 is their treatment cost per mile. The unit cost of \$187.67 for Vector does not have any support as to how they arrived at that number, and I could not figure it out. If you look at the comparison we did for ULV, that was based on their unit cost. The actual cost per treatment for Vector was \$43 per mile, whereas Fleming's unit cost was \$16 per mile.

Mr. Akey stated we will let Mr. Smith ask his list of questions first with each vendor.

Mr. Sunnarborg asked will we actually act on this at tonight's regular meeting?

Mr. Smith stated that is up to the Board. You have two months to make that decision.

Mr. Akey stated one of the reasons for starting this early was so we will have time to ask our questions before we make a decision. I really do not see us voting on this item at tonight's meeting.

FOURTH ORDER OF BUSINESS

Presentations from Contractors and Questions from the Board

A. Fleming Pest Management

Mr. Douglas Wilson reviewed the information in their bidding materials and provided a brief presentation of the strengths and resources of their company, support for the bid pricing provided, emergency responses, staffing levels and office locations.

Mr. Smith stated on the light traps, you had 1,120 trap counts and you also showed that weekly. How do you calculate that?

Mr. Wilson stated we followed the specifications of three times per week during the season and one time per week during the off season.

Mr. Smith stated we calculated 1,134. The pricing on your bid form showed \$52 and on the unit cost it was \$59 for light traps.

Mr. Wilson stated I will honor the \$52 price.

Mr. Smith stated it was hard to figure out the quantity of light traps, but you did indicate in your presentation that you will have 10 traps. How did you determine the resting collections? Your number of 1,978 was different from our number of 2,234, calculated from the scope.

Mr. Wilson stated seeing the number of treatments that we will actually be doing, the ULV treatments we proposed is less than your complete scope.

Mr. Smith stated once you start changing those numbers, it starts affecting the comparison to the other bidders, which is one of my concerns. I will take the 2,234 and multiply it by \$4 per resting collection. Can you explain how you can do that at \$4?

Mr. Wilson stated I have worked out my costs in having two full-time staff out here plus the rest of my staff. Everything is worked out in the pricing. They are out here doing other work, as well, and they are not traveling for just one job but for many different jobs done on the same day. They will not come out and do resting collections and then leave. I based my cost on how much it costs to perform the resting collections for five minutes, without travel, at each location. The rest is my estimate on their time.

Mr. Smith asked will the two people taking the collections be the ones counting or will it go back to the lab?

Mr. Wilson stated the landing rate count will go back to the lab because that will verify if we need to spray somewhere. The count will be done the following morning either by myself or someone who is experienced in mosquito identification whom I have identified and will hire if we are awarded the contract.

Mr. Smith stated you have 1,600 sites for immature mosquito surveillance sites included in the bid. How did you determine that number?

Mr. Wilson stated it was 25 sites in each village as an estimate. Unless you have been out here for a few years, you do not know where the water will collect when it rains. I cannot come in blind and tell you how many you need at this point. When I used to work for Clarke years ago and did the ULV spraying out here, it was pretty dry so it is hard to estimate. I calculated how much it will cost for all these individual services, but if you need more, I will not come back and bill you for them; I will just perform the services. That is how a mosquito program functions. This is a baseline for you, so you will not have to incur any additional costs for special events or an unrealistic mosquito count.

Mr. Smith asked what does the work effort entail on the immature mosquito surveillance? How will that be done? Will it be performed by the two full-time staff who are on site all the time, five days a week?

Mr. Wilson stated yes, that is correct. As they are out, if there is a rain event, the next day as they drive by these sites, they will check them. As part of the bid, we will also do 25 complete inspections. The 1,600 count is essentially 25 per month per village. We might actually do 5,000 counts, but I am building that into the cost of the staff who will be out here.

Mr. Smith stated I can understand the price now for the resting collections considering he will have full-time staff on site, but it still seems very low at \$4 each. On the ULV, your estimated treatments was to be based on the scope included in the RFP of 219 treatments.

Mr. Wilson stated an RFP means that if you do 30 treatments in a month, it is not guaranteed that you are going to do 30 treatments in a month.

Mr. Smith stated I understand your point, but we need to have a base line in order to compare all the bids and get them to match. It does say for purposes of bid development, the frequency shall be assumed. That way, we can tell what you will charge us per mile and for how many miles.

Mr. Wilson stated I understand that. If you want a business arrangement versus a mosquito control program, that is what it works out to be. I do not know if I will spray that many times or if there will be enough mosquitoes to spray that many times. When I was here on a site visit, I was sitting out by the park by the school for two hours uploading maps off my GPS and I did not get bit once, but when I was getting ready to leave, the mosquito truck came by spraying. There was no cause for that.

Mr. Smith asked do you understand that we are requesting the frequency of treatments per year was 219 for bidding purposes?

Mr. Wilson stated yes, and I am also saying that I am dedicating two staff members and if we have to do 200 treatments, we are not sending you a bill. We will do what is necessary to kill mosquitoes. If we have to do 230 treatments because it is warranted, we will do it and you will not get a bill for the extra treatments.

Mr. Smith stated the idea behind 219 treatments was to get a number for comparison.

Mr. Wilson stated I understand that, but it is hard to put a number on a program because you do not know what is going to happen from year to year. We might have a

drought and fires up through July one year where you do not have mosquitoes so you only spray once a week.

Mr. Smith stated for ULV spraying, you had a price of \$16 per mile. Can you explain how you can provide that service for only \$16 per mile?

Mr. Wilson stated I figured out all the costs. I do not know what you have been paying for it before. I am making money at that rate with my other clients. I am not going to provide this service for free, either. Just like anyone else in this industry, I can purchase my chemicals at extremely low prices, which can be less than \$2.50 or \$3.00 per mile. That number is very acceptable in the grand scheme of the program.

Mr. Smith stated there is a \$40,000 difference with your bid compared to the others because you did not bid the 219 treatments.

Mr. Wilson stated since you have been doing the same thing for 15 years, I figured you would want a change in the program and try something new.

Mr. Smith stated that takes your \$16 per mile and lowers that even more to get to 219 treatments. Will you honor the 219 treatments?

Mr. Wilson stated I will do what is necessary to keep coming back here every year. I will follow your thresholds for mosquito limits. I remember how you always wanted your mosquito control; you did not want mosquitoes. That is why I am here today because I believe I can do that for you. If I need to spend more money one year, I may make it up the next if there is a drought. You just never know. It is all give and take in mosquito control. You cannot just schedule things out three months in advance and hope it all works.

Mr. Smith asked is your yellow trap count of 130 a subjective number?

Mr. Wilson stated yes. If we need more or fewer, we will provide however many we need.

Mr. Smith stated you had 72 linear miles on a backpack for Town Center. Is it \$110 per linear mile?

Mr. Wilson stated yes.

Mr. Smith asked you will add an additional 100 miles to that?

Mr. Wilson stated I will add 100 miles to account for special events and anything that comes up. After I get in and if I start to see a problem area in a park or somewhere else, I will come to you and say we want to perform a barrier treatment. You will not have to pay any more money for that treatment.

Mr. Smith stated you have 172 linear miles at \$110 per mile, which then reduces that to \$60 per mile.

Mr. Wilson stated it is all based on the fact that I am guaranteeing the people here. Their salaries are built into the cost and this is all they will do.

Dr. Parsons asked what species do you think is the most prevalent in Celebration?

Mr. Wilson stated the *psorophora* used to be most prevalent out here, a day or two after they hatched.

Dr. Parsons asked you are going to treat the catch basins twice a year?

Mr. Wilson stated that is correct.

Dr. Parsons asked what percentage of catch basins would you say need to be treated?

Mr. Wilson stated I would say about 35% of them, based on my past experience here, although it is hard to say. We were treating them with methoprene no matter what when I was on site here before. That is a standard product for use in catch basins in Florida.

Mr. Smith asked where is your current office location?

Mr. Wilson stated I work out of Seminole Tribe of Florida. I keep an office there on the main reservation. I do not have an office in Osceola County, but if I am awarded this contract, I will open an office within 5 or 10 minutes of Celebration. I will rent my staff an apartment on Osceola Parkway so that they are close and to keep my expenses low.

Mr. Smith stated so you will actually have three staff members: two people in the field and one person in the office performing the counts.

Mr. Wilson stated that is correct. I will be totally involved in this contract as far as making judgment calls and looking at all the data and seeing what we have to do.

Mr. Collins asked is the natural product for pyrethrin, that you plan on using, effective?

Mr. Wilson stated I have used it and other communities have used it. It is the most widely used as far as natural products. I have not seen any problems with it.

Dr. Parsons asked what is your source for pyrethrin?

Mr. Wilson stated I have entered into an agreement with Univar so I am getting a very good deal on my products, which allows me to reduce my price.

Dr. Parsons asked what is the label name?

Mr. Wilson stated Rip Tide.

Dr. Parsons stated I looked that up, and what you listed as the label rate of .0009 per acre, when compared to the label does not give that as the rate as far as the mixture ratio, which I believe is 1:4.

Mr. Wilson stated there is an EPA red page on it that provides all the specifics. Rip Tide is comparable to Clarke's AquaHalt as far as makeup, 5%/30%. I did not include the red paper in the bid package since it was about 90 pages.

Mr. Collins asked will this be the main chemical that is sprayed?

Mr. Wilson stated it will be the primary product and permethrin will be the back up because they all have thresholds that you cannot pass. This is the only one that is allowed to be used in California. It is a cost issue. That is why Counties do not use it and why many places just do not use it.

Mr. Smith asked how long have you been in business for yourself?

Mr. Wilson stated I bought this company about 2.5 years ago. I had a non-compete with Clarke, which expired a few months prior to that. The company I originally bought was a pest control company, and I have been slowly transferring it over to a mosquito control company since I know more about mosquitoes than pests in general.

Mr. Smith stated you show your annual revenues are around \$300,000 to \$400,000. This is a new company and I remember him during the years he worked here for Clarke, and he always did a nice job.

Mr. Collins asked what about any capital expenses?

Mr. Wilson stated the only thing I will need to purchase is a second electric sprayer. I have the rest of the equipment.

Mr. Moore stated you indicated that you know our tolerance for mosquitoes from working here with Clarke. What is our tolerance for mosquitoes? I am not necessarily looking for a number, but are we protective?

Mr. Wilson stated compared to most communities that are happy to get sprayed once a week, your tolerance is very short for mosquitoes.

Mr. Moore asked if you were starting this from scratch, would you do something differently for us?

Mr. Wilson stated I would not put up a schedule. I would not say that we have to do 25 per month.

Mr. Moore stated I do not think anyone else is saying that, either.

Mr. Wilson stated as far as the rest of it goes, we will do surveillance, trapping, barrier treatments, and ULV spraying. Other than aerial spraying, which you cannot do, you are already doing everything you can do.

Mr. Moore stated but we should not be spraying unless the trap counts support it anyway, which is what we are doing now. Do we have to determine the amount of mosquitoes in the trap to be the amount we consider to be acceptable to us?

Mr. Wilson stated unfortunately, back when I was spraying here, it was a little confusing to me. The temperature was 53 degrees and I would be out spraying wondering why because it was so cold. Those are things that I would do differently. Those things need to be changed a little. Some things just are not right. It begs the question why you are spraying chemicals into the air when you do not have to be doing that. That is the only thing I would change.

Mr. Moore stated that is acceptable. I think most people would say we do not want mosquitoes, but we do not want to spray, either.

Mr. Wilson stated if you get a happy medium and do not spray in February or March when you only have one or two mosquitoes, or a couple mosquitoes in someone's gutter, then you are making a big difference. You are putting fewer chemicals into the air.

Dr. Parsons stated I think it is a good idea that you want to assign two people full-time to this site.

Ms. Tracy Prever stated on one hand we know that we have to spray but yet we hate to spray. As you already indicated, if the mosquitoes are dormant at 11:00 p.m., there is no use spraying at that time. How do you handle that? What is your suggestion for what time to spray so that people are not out when the sprayers are out? I like your idea of the GPS so that we can look online to see where you are. I might be out taking a walk and as I come over the hill, I see the truck spraying.

Mr. Wilson stated as far as the resident being outside, our staff will watch the wind to make sure that the sprayer is off as much as possible to get around them and let them get to their destination. Having two vehicles versus one during the peak hours gives us more leeway where we can actually stop for a minute and let people go inside or move around.

Ms. Prever asked would you post your times the day or night before you spray so that we can go online and see when you are spraying?

Mr. Wilson stated we can probably post it that day because we will not know until we get the surveillance back. We might not actually spray the entire community. We might

only spray the perimeter because that is all we have for counts and we are not getting anything in the center. So we can concentrate on keeping them out at the perimeter at that time and we might not go into the Town Center area.

Ms. Prever stated even though we are not on a schedule, Clarke has been spraying certain places on certain days. I would rather you spray only when you need to spray, and I know that will vary. I am fine with that, but I want to know when it is happening so that I am not out with my kids riding bicycles. That is important to us.

Mr. Wilson stated if Celebration sees fit, we can send them a copy of the schedule for that day once we get our surveillance back, and they can post it on their website along with where the vehicles will be.

Ms. Leibacher stated it seems to me that if you get the mosquitoes before they start biting, then you will not have as much of a problem that you have to deal with.

Mr. Wilson stated the problem with Celebration is the fact that it is surrounded by wetlands and we cannot go in there to treat for larviciding. That is the biggest issue. Mosquitoes travel pretty far, and to go from the wetland to the center of town is a very short flight for them. We can keep the localized breeding close to the homes and get rid of that first and then concentrate on the perimeter to keep the mosquitoes from coming in and slowing them down. Larviciding is the best tool there is for mosquito control as far as I am concerned. If you can larvicide 5,000 acres, the number of mosquitoes that you will have is so small that you probably would not have to spray because they would never make it. They would find other hosts in birds or other animals before they ever got to the human population.

Ms. Prever stated we have a “no spray” list here for people who do not want their homes to be sprayed.

Mr. Wilson stated I remember that from when I used to spray here. We will honor that list. This is a public service and that is always something you want to do.

Ms. Prever stated I know you are a small company, but we are looking for someone long-term who is going to be innovative and will work with us on more natural products. There are chemicals that come up all the time. How do you keep abreast of that?

Mr. Wilson stated there is really nothing new right now. The product we use is on the top of the EPA list as far as safety and risk and we feel it is the best one out there. As far as adulticides go, everyone is happy with synthetics and natural permethrin. There have been a couple new products that have tried to come out on the market but they have not

been very effective. There are a lot of staples, including organic phosphates which are very rough that I would never use.

Ms. Prever asked do you use things that are more natural like mosquito-eating fish and that kind of thing?

Mr. Wilson stated there are a lot of fish that are naturally occurring in Celebration and over time, you will get fish that will emerge in floodwater areas. We do not bring in fish because that requires a different license that I do not have. Most people do not have that license. It is easier and just as effective to go through and put larvicide in a pond, versus putting in minnows that are going to die when it dries down.

Ms. Prever asked would you have some sort of program for people who live here who do not know that what they are spraying around their house is more toxic than what you might be spraying? We would like to have more communication for people to know what is being sprayed and when it is happening as well as what they can do so that they do not have mosquito-breeding grounds on their property. We do not really have that.

Mr. Wilson stated we do a lot of community involvement with our other clients. We will actually go door to door and ask if you mind if we check to see if you have anything like bromeliads or something you did not realize to let you know if you have potential mosquito breeding grounds and then show you what you can do in the future. A lot of people have bromeliads and do not realize that is the main source of your pests year round.

Mr. Sunnarborg stated you responded to a specific RFP. The thing that might set you aside from the competition is some new or creative idea that you might offer, whether it is new technology or a product or some of these ideas that Ms. Prever alluded to. That might make the difference in how we decide on the mosquito contractor.

Mr. Wilson stated as far as innovative and new, I would change the program and not spray just for the sake of a contract or business agreement but spraying when you have a mosquito problem and doing the treatments for it. As far as new technology or new ways of doing things, I have opened up my company as far as transparency. If we are going to be out here, we will prove it. As far as new procedures and ways to kill mosquitoes, it is still the old-fashioned way: surveillance, larviciding, and adulticiding. All I can do is mix it up and use some of the things I have developed out in the Seminole Tribe as far as concentrating on perimeters versus the entire town, and reducing the spraying.

Mr. Akey stated we appreciate your time and we thank you for your participation in this RFP.

B. Vector Disease Control

Mr. Alan Lowe and Dr. Daniel Markowski reviewed the information in their bidding materials and provided a brief presentation of the strengths and resources of their company, support for the bid pricing provided, emergency responses, staffing levels and office locations.

Mr. Smith stated you have some discrepancies from what the actual scope of services outlines as far as quantities. For light traps, your quantity is 1,740 collections and I presume that is based on 10 traps.

Dr. Markowski stated I was thinking more in terms of trap amounts. If we have 10 trap locations throughout the District, we estimated the number of trap nights that we would set each of those traps, which is how we arrived at that number. It is an estimate.

Mr. Smith asked how would you handle the collection and counting of those traps?

Dr. Markowski stated our seasonal staff will go out in the evening to set the traps and then pick them up the next morning and bring them to our office for us to count and speciate.

Mr. Smith stated on the ULV treatments, the number provided in the scope of services is 219 treatments, which you show at \$43.25 for the unit cost. But on the per-village treatments, you have very low numbers.

Dr. Markowski stated this was an effort to mesh the scope of what you are asking for with what I think we will need to do here. We estimated the number of times that we would spray each village and the total number of spray miles per village to give us those totals.

Mr. Smith stated that was a concern because we had 219 treatments per year at whatever mileage each village is.

Dr. Markowski stated I would hope that we can reduce the number of treatments.

Mr. Smith stated if you go with your count of 28, that is only two times per month and I think it will be more than that.

Dr. Markowski stated in every proposal we have prepared, we have come in and done a pre-survey to get an idea of what we think we will do. Then we have worked into the numbers that if we have to do more than that, then we will do it. At this point, it is a matter of providing our best estimate. It was a little confusing to come up with the per-

unit per-village costs versus the other way we did it for the overall pricing. We also factored in the costs of administration and reporting and public education because there was no place to account for those on the form. We are certainly prepared and well aware in these situations, and we will not come back and say that our bid provided for 28 treatments and we will start charging you for the 29th treatments.

Mr. Smith stated if your counts justify spraying three times a week for six months, then you have gone well over your bid treatments.

Dr. Markowski stated then we guessed wrong and we are losing money that year.

Mr. Lowe stated in any of our IPM contracts, if there is a big surprise, we will still do whatever it takes to do that job. If we need to spray five nights a week for eight months, that is what we will do.

Mr. Smith stated if I ran the numbers provided in the scope, rather than \$41,000, your bid at the cost per mile would be \$314 per ULV treatment, to be fair to the other bidders because that is how they bid it.

Mr. Lowe stated we are not actually bidding on a per-mile application in this contract. You have one price at the bottom and that is what we will charge you, regardless of how much application we have to do.

Dr. Markowski stated as I read the scope, it was a Class B program: all surveillance, all larvicide, all adulticide and then broken down. We do not anticipate billing per mile. We anticipate billing the flat fee per month.

Mr. Smith stated we calculated the frequency of treatment times the miles times the unit cost, which is how the bid form was setup. I raise this because there is a \$300,000 discrepancy in using those numbers.

Mr. Lowe stated the most that we would bill you if we had to spray 200 nights per year is \$302,000.

Dr. Markowski stated we will likely set more than 10 traps. How much we are doing each month and each year in relation to what the mosquitoes tell us to do. Our bottom figure of \$302,000 will stay the same.

Mr. Lowe stated when we start doing an operation anywhere, we become responsible for mosquito control, whatever it takes to bring those mosquitoes to a level that is acceptable to everyone. We all know that we cannot get rid of 100% of them, but we will do whatever it takes to get mosquitoes to that level.

Mr. Smith stated for the benefit of the Board, that is what we run into. It is hard to get a structured price per linear foot or per mile of treatment.

Mr. Sunnarborg stated it is very understandable. We are asking for a lump-sum price but we used the bid form just to understand how it was calculated. That bid form will not be in the contract; the bottom line number will be in the contract.

Dr. Markowski stated I approach every contract by thinking we are going to spray zero miles next year because that is the goal.

Mr. Smith stated it takes the total dollar amounts for each contractor and throws them out the window because we did have two contractors who provided numbers for 219 treatments.

Mr. Collins asked do you understand the level of service that we require?

Dr. Markowski stated yes.

Mr. Collins stated we have a high expectation in terms of the level of mosquitoes. That is the key.

Dr. Markowski stated there is a certain level of service that is required in maintaining the mosquito population. That is what is done first and foremost.

Mr. Smith stated I know they were on site to visit the project. Can you explain the backpack barrier treatments? You show a cost of \$777.

Dr. Markowski stated that was calculating per-unit numbers to fit the overall price.

Mr. Smith asked will you fit the barrier treatment to the level that is required, whether it is 100 miles or 200 miles?

Dr. Markowski stated there is a lot of variability in that barrier because you do not know how much barrier treatment you will do. Sometimes it is a lot and sometimes it is very little, depending on the mosquito numbers and the number of events. The number of all the applications depends on the number of mosquitoes we are finding and the number of complaint calls.

Mr. Smith stated we do have some yellow fly issues and you included 650 yellow fly traps. Have you worked with yellow flies before?

Dr. Markowski stated we have not worked with yellow flies before but we have worked with other varieties.

Mr. Smith asked how are you going to staff this project and provide for the operations?

Dr. Markowski stated we have identified an individual to take over as the supervisor and he will be the salaried person shown on our organizational chart. We included a full-time secretary and a biologist. The number of seasonal workers will be determined by activity.

Mr. Smith asked will your supervisor be here full time?

Dr. Markowski stated yes, he will be working out of our office full time, managing the project. He will be the primary contact and he will hire the number of seasonal employees, between two and four employees. All of our Florida operations are currently aerial operations, and we operate from Sanford.

Mr. Smith stated your maps did not show the routes; they only showed the mileage.

Dr. Markowski stated if we have to spray, we will pretty much spray all those streets. Depending on the mosquito counts, we may even go into the alleys if the numbers warrant.

Mr. Smith stated this is a national company. The dollar amount of work completed for 2008 was \$10.5 million and for 2009 was \$6.3 million.

Dr. Markowski stated the difference in revenues was because of hurricane work in the south. In 2008, we treated 3 million acres more than we normally do. Our usual revenues are around \$6 million.

Mr. Lowe stated the decrease in 2009 is not from a lost contract. We have never been fired from a contract for nonperformance.

Mr. Smith stated we did call your references. Two of them replied and two of them provided no response. We left messages three or four times for each reference. One was for the City of Chicago and the Chicago Airport.

Mr. Akey asked are you doing parks for the City of Chicago?

Dr. Markowski stated no, their parks department performs that service. We do treatments within the public area, all the catch basin larviciding. This year we finished with 220,000 catch basins that we larvicided. We run 62 surveillance traps throughout the City twice a week, and we do the adulticiding throughout the City. In 2008, we performed five spray operations and in 2009, we did zero spray operations.

Mr. Collins asked what are the major products that you use for both larvicide and adulticide?

Dr. Markowski stated the primary larvicide we use is Aquabac, a Bti (*Bacillus thuringiensis israelensis*) product that is considered very environmentally benign. Altosid

is the second one we use for longer residual control in the catch basins. Depending on the habitat and the species we are fighting, we will use things like VectoLex, which is another *Bacillus sphaericus* bacterial product for a heavy concentration of the *culex* species as well as a surface film product. For adulticides, one of the first things we will do is perform some resistance assays to determine the best product to use. Usually we will look at the permethrin-based products or resmethrin as well as Zenivex, which is a new product. We will look at a couple options and then discuss with you what the results are. Usually adulticiding is a trade off with the efficacy of spraying and the application rate. Sometimes we can achieve the same level of control but you have to put out twice as much of an ingredient.

Mr. Smith asked how would you approach the ULV treatments and what kind of equipment would you use?

Dr. Markowski stated because of the nice neighborhoods, we would choose electric sprayers because they are quiet but they are standard ULV machines with variable flow and GPS monitors. Most all of our vehicles are small Ford Rangers. We will probably have an ATV here for some of the trails but most everything we can do from the street.

Mr. Lowe stated as we do for all our contracts, the equipment that we use for that contract is dedicated to that contract. We have 120 or 130 spray trucks throughout the country, but they are located where the contracts are. We do not move equipment in and out. When we start a contract, all of the equipment is dedicated for that contract and is there at that contract.

Mr. Smith asked do you use GPS units?

Dr. Markowski stated yes. Every application for larvicide and adulticide, every trap site, every service request is mapped on the GPS unit. I tell the crews that if I cannot read the GPS, then I did not know where they were and if the GPS unit is not working, we need to know because we have to know what is going on and where it is happening.

Mr. Smith asked would you be willing to let us have access to the GPS?

Mr. Lowe stated yes. As I tell all of my contracts, this is your data. This is your program. We can provide any level of information you desire, including pdf files and anything you desire.

Dr. Parsons stated I am not familiar with Zenivex.

Dr. Markowski stated it is off the charts. It was introduced to the market last year and the active ingredient is etofenprox but it has no piperonyl butoxide (PBO), which is

attractive. It is far less toxic than natural pyrethrin. Most of the other synthetics and LD50s are in the 4,000 range, and this is well over 10,000. I did provide the label for this product. It is a great alternative. Where certain products have been used for a number of years, because it is a completely new active ingredient, sometimes you do not see any resistance issues, which allows you to use a lower application rate. Now you have less of an active ingredient, no PBO, no issues with the environment, and it is a very nice product to use in more sensitive contracts. It is something we have used this year in another contract. What I mean by sensitive is the nature of the population and people who are there and their concerns.

Mr. Smith asked it is in close proximity to people, which is why you use it?

Dr. Markowski stated that is correct. We use it in areas where people are sensitive or allergic to chemicals.

Mr. Smith asked if we just concentrated on that one chemical, would that affect the price?

Dr. Markowski stated it will cost us more, but our price in the bid is the price of the contract. The chemicals we use, how much we apply, and the rate we use are all included in the price. This is part of a comprehensive mosquito program to get rid of mosquitoes.

Mr. Lowe stated I want to reemphasize that one of the first things we will do is come in and collect sample mosquitoes and perform some assays to find out what level of resistance or tolerance that they may have to the whole battery of insecticides. We will then show you this information and together we can choose what adulticide you think is best to use here. That is one thing that a lot of people do not do, is look at the actual tolerance of those mosquito species. We have no history and we do not know what has been done here since the inception of your program. We have to start from zero. We will do resistance testing on all of the species of mosquitoes to see what pesticide and at what rate that pesticide needs to be applied so that we know we will get proper control. It is a component of any new contract. We find out where the base line is and where the susceptibility is of any species of mosquito. That will be a joint decision that we will all make, not just us. You will see the data and I will discuss the pros and cons of all the insecticides. Then we will proceed with the application of it.

Mr. Collins stated part of our issue in terms of having to use a lot of adulticide, our concern is the miles you show is one-fifth of what our experience is. The issue is we are surrounded by wetlands that cannot be treated. It sounds like you are experts at

larviciding and keeping mosquitoes from coming in. During the summer, based on the fact that we are surrounded by wetlands and that we cannot perform any treatments to them, mosquitoes are coming in.

Dr. Markowski asked why can you not treat them?

Mr. Smith stated because it is a wetland and RCID, who manages those wetland areas, does not permit us to treat into the wetlands.

Dr. Markowski stated if I grossly misjudged the adulticiding for this community, then Mr. Lowe will address that with me. We will do whatever it takes to get rid of mosquitoes, but there are very few places I have gone, even in a situation like this where you have a reservoir of mosquitoes, where you still have to spray an entire town three or four nights a week to keep those mosquitoes at bay.

Mr. Lowe stated I do this for a living, and I would not want my house sprayed 219 times in a year.

Mr. Smith stated the problem is that you cannot larvicide in the wetlands. We have flying mosquitoes coming in from those wetlands that are 10 feet from peoples' homes. How are you going to treat those adult mosquitoes?

Dr. Markowski stated a barrier treatment may be a better way to do that. The barrier treatment will give you some residual control. Adulticiding that you spray out of your truck gives you control only while that mist is in the air, maybe 45 minutes. If you have the situation where you have a reservoir of mosquitoes that are flying in every night, very often a barrier treatment is the best application. We may exceed our miles, but your actual number of applications for adulticiding will be less because you are doing a barrier treatment every couple weeks as opposed to adulticiding several times a week. You are decreasing that mosquito population but at the same time, you need to decrease the adulticide product use. We want to do both. Sometimes it takes some tweaking in the larviciding and barrier treatments.

Mr. Smith stated in reviewing your bid, it looks like you are leaning more toward larviciding than ULV treatments. It is very hard for us to larvicide here.

Dr. Markowski stated I agree that may be the case in this large area that cannot be treated, but throughout a lot of the areas I have seen, I think I can get some barrier treatments on backpacks around those wetlands.

Mr. Moore stated I think that is the difference. Our current contractor does get in their trucks and drives around spraying as opposed to going behind people's homes in the buffer area to actually take care of it.

Mr. Smith stated even treating it that way, your residual will not last very long, so you will have people on backpacks out there very often.

Dr. Markowski stated my general philosophy is that if someone wants to run a spray truck three or four nights a week, my first thought is you are missing something and you are doing something wrong. We go in and find where the problem is because that is too much spraying.

Mr. Moore stated we have miles of trails, and I think an off-road or smaller vehicle could drive on those trails.

Dr. Markowski stated we can have ATVs to use for those trails.

Mr. Moore stated the previous vendor had a good positive point that their trucks will also be GPS but we will be able to track them live. One of our challenges is that residents do not want to be outside when these trucks are going by. If we had real-time notice of where they are or some feedback, that will help the residents know where to avoid or not to come out at a certain time.

Dr. Markowski stated you can post the pre-application information on your website that we will be treating certain areas at a certain time and include pre-application maps. That is something we provide for many of our contracts to post on their website. Then people can check daily to see what is going on and where.

Mr. Lowe stated we can go one step further similar to what we did in Idaho, and that is to jointly create a mosquito control website. On that website, people can send in their service requests or any special event they are going to have. It can all be posted and we can upload our anticipated spray zones for where we are going to be on a certain night plus the surveillance information. We can also include the post-application maps. We can setup a joint Celebration mosquito control website. It is part of getting the word out to people so they know what we are doing. But you also include certain cautions and things home owners can be doing themselves so that it takes some of the mystery out of what we are doing. They are worried about a spray truck coming by, but on the website, they will be exposed to all this good information about what to do in their own community and how they can take charge of the program themselves.

Ms. Leibacher stated in terms of these other chemicals, especially a new one, there is not a long track record on the effects. That is a concern of mine.

Dr. Markowski stated with any new product that comes on the market, it has been tested for quite a few years before it is ever approved by the EPA. You have that data to start with. That is a good point but when a brand new product comes on the market, that is the information you have.

Ms. Leibacher stated that means we become the guinea pig.

Dr. Markowski stated the product has been tested, perhaps not as extensively as a product that has been on the market for 30 years. I understand your concern and if there is a lot of concern in that regard, we can test certain applications with non-targeted as well as targeted insects. There are various things we can test to be sure it is working and that it is not overworking.

Ms. Leibacher stated some residents have requested that the chemicals not be sprayed around their homes.

Mr. Lowe state anyone who does not want their home sprayed, we load that into our GPS system and it shows up for all our drivers. To address your concern about chemicals, we would not be doing our job if we did not look at what has been done with products that come out on the market. If we did not learn the lessons from the misuse of products that are no longer on the market and bring that forward to what we are doing today, we would be equally remiss if we did not exercise caution with any new product on the market. There was a new time-release product that came out this year that was touted as being the best larvicide for catch basin operations, and we provide a huge amount of catch basin operations. We looked at the data and we decided we will try it but we will not switch our entire program to a new product. We will look at it ourselves and look at the effectiveness of that product and ease that product into our operations. We will certainly do the same with any adulticide.

Mr. Akey stated thank you for participation and presentation.

C. Southern Mosquito Control

Mr. Martin Winger reviewed the information in their bidding materials and provided a brief presentation of the strengths and resources of their company, support for the bid pricing provided, emergency responses, staffing levels and office locations.

Mr. Sunnarborg asked what is the product you use?

Mr. Winger stated Permanone 3166 is our main adulticide, which we mix with oil for the best knock down and resistance.

Mr. Smith asked how would you perform your light trap counts? How many people will you have here on site?

Mr. Winger stated we will have two people on site. They will place the light traps in the evening and we will collect them the next morning and provide the information to you within two hours, as specified in the RFP. We will have one person put the traps out. If we are fogging that night, we will simply have the light traps installed before he fogs. Regarding the placement of them, we provided a count of how many we will place in each village. They will be scattered about. We need to learn the community, just like your current vendor did when he started.

Mr. Smith stated in order to reduce the number of ULV treatments, you will change the chemical strength.

Mr. Winger stated yes, from what was provided in the bid for running the minimal chemical allowance, we would raise that a little to make it stronger.

Mr. Smith asked so you will have more chemicals going out over a shorter period of time?

Mr. Winger stated that is correct. It will not necessarily be a shorter period of time. We will still be driving and you will end up with more chemicals.

Mr. Smith stated it sounds like you want to do a higher volume with a lower frequency instead of a lower volume at a higher frequency.

Mr. Winger stated that is what we would like to recommend. It will be a cost savings to you. I know you will see the effects of good knock down and good control. If the Board absolutely insists on doing 219 treatments, we can provide those as well.

Mr. Smith stated explain how you will treat yellow flies, which is usually done in the mornings, and also mosquitoes, which is usually done in the evenings.

Mr. Winger stated I will alternate. You can get good knock down of mosquitoes in the morning, as well. I have several communities where we only spray in the mornings. Some communities we spray at dawn and others we spray at dusk. We have increased the knock down of mosquitoes in communities where we spray early in the morning because there are not as many residents out and we can get more chemical out. We have the same safety controls as everyone else; when we see a resident, we shut down the fog unit so we do not fog that individual. With people in their homes during the early morning hours, we

can almost let the machine run 100% of the time, versus 85% of the time in the evenings. Mosquitoes will be knocked down and eliminated; the same chemical will take care of both. We have had some very good results in that regard.

Mr. Smith asked will both of your people be here full time?

Mr. Winger stated my proposal includes two full-time people. They will not necessarily be on site but they will rotate in and out, but they will be dedicated to this project. They may be in the office performing the counts and identifications, if indeed we still do those. As per your request, they will be out here inspecting, larviciding, placing traps, doing landing rate counts and so on. We would prefer to bring two trucks in versus having one truck.

Mr. Smith stated you mentioned using bat houses, purple martins, and fish. Do you believe those are effective means of controlling mosquitoes, or are they more of a public relations effort with the local community?

Mr. Winger stated I think they are highly effective. For some of the communities that we serve, we received information that they did not want us to come in and provide bat houses but they wanted to involve the kids and lower the use of chemicals. It was a lot of fun. Bats and purple martins are known for eating mosquitoes and other bugs and they will make an impact. They will not take care of your entire problem, but it is something fun for the community to get involved.

Mr. Smith stated it sounds like it is more for public relations for the community.

Mr. Winger stated probably, yes. We sometimes get blind mosquitoes that come out of the lake and the fish help eliminate that issue on the floor of the pond. If you have a pond well stocked, you usually do not have a mosquito issue in that lake because you have a good habitat going.

Mr. Smith stated in the RFP, we requested your organizational chart and your annual revenues, which you said you would provide at this meeting.

Mr. Winger stated I brought our financial statements.

Mr. Smith stated we are looking for the figures for the last couple years.

Mr. Moyer asked do I understand that if we make certain changes, then the price you have given us is negotiable and will decrease?

Mr. Winger stated yes. Basically, if you request a price for all the landing rate counts that you want done or all of the traps you want, and if you eliminate all the traps and go just to landing rate counts, the trap count cost will totally be eliminated. There are 219

ULV applications included in the bid, which I provided the cost for each treatment. If we reduce those treatments in half, then that price will be reduced in half.

Mr. Moore stated I presume Celebration is similar to Reunion in some ways.

Mr. Winger stated yes, it is.

Mr. Moore asked if you used the Reunion approach to apply it to Celebration, what would you be changing about Celebration? If we asked you to start from the beginning without using the 219 figure—I think we would all like to reduce that number—what would you change?

Mr. Winger stated I would make sure the ponds are stocked. I would add storm drains to your program because they breed mosquitoes. As you knock down the adults, we have had communities where we started and larviciding was rampant. When we got in there with adulticiding and larviciding, we do not need to treat the ponds anymore. What we do at the ponds are inspections. I do all my inspections and then I treat if needed. I will not just go treat the ponds for the sake of treating them. I do not like to apply anymore chemical than necessary. There is no reason to do that, and it is an added cost. If we find tad poles, then I do nothing because they are a massive aid in eliminating mosquito larvae. I think your adulticide program is way too extensive as far as the number of treatments. If you are happy with it, that is fine, but I would personally reduce it by half. I think you can still get good control with fogging two or three nights per week. I provided a number for doing business, whether it is a little bit or a lot. Our warehouse is in Longwood and we just acquired a warehouse in Sanford at a short sale. Our company is debt free. That will keep our costs stabilized.

Mr. Moore stated for your Reunion contract, if you had to do 219 or 250 ULV applications, would they pay your more or is it built into your contract for overall mosquito control?

Mr. Winger stated it depends on how the contract is written. I have some properties that are priced per treatment and they want a treatment once per week. If they need additional treatments because they are having an outbreak, then we will go in there and spray for the same fee. We have some properties that simply want larviciding done every three weeks, which is the life of the chemical. I like to do it on a cost-per-treatment basis. That way, if you need it, I am there. We can setup an arrangement of when you want treatment done. I cannot guarantee seven days a week, 31 nights per month. There are times when it is raining or windy or there are storms. We watch the weather very closely.

There may be an occasion when we are scheduled to spray on a Monday night, but we may have to go on a Sunday night or a Tuesday night because of weather conditions. Watching the weather is a big part of our job.

Mr. Collins stated one comment we get from the residents is that we want to use as few chemicals as possible. Certainly, increasing the dosage of chemical per treatment would be perceived by the residents as being more dangerous and less safe, whether or not that is actually the case. One vendor mentioned using a natural permethrin for adulticiding. That seemed to be a more natural, less chemical type of product. Why would you prefer to continue using the product that you are using? What are the pluses and minuses of the product you are using?

Mr. Winger stated I am using a permethrin-based product, which is derived from a flower so it is a natural product.

Dr. Parsons stated having 3166 in the product name means it is a synthetic.

Mr. Winger stated I apologize for that misstatement. It is a permethrin-based product. I do not have any problems with it. I do not use Malathion because it is detrimental to paint, it stinks, and it has a small knock down. The product has worked extremely well, so that is what I have been using.

Dr. Parsons stated in your RFP, you also mentioned Zenivex.

Mr. Winger stated that is correct.

Dr. Parsons stated Zenivex is supposed to be a lot less toxic than permethrin.

Mr. Winger stated it is, but it is a relatively new product. I do not have a lot of exposure with it or much experience with it. It is an alternative product that we are looking to use, but we cannot guarantee the results with it because we just do not know. In their testing, it appears to have a good knock down, and it is a more natural product.

Dr. Parsons stated not natural, just less toxic.

Mr. Collins asked if you used Zenivex, would the cost be the same?

Mr. Winger stated it is a higher-priced product, but I will honor my bid price.

Mr. Smith stated the scope asked for a narrative on the landing rate program and barrier treatments program.

Mr. Winger stated I apologize; I thought I included that.

Mr. Smith stated you included the pricing but not the narrative.

Mr. Winger stated I can put that together for you.

Mr. Smith stated looking at his financials, the amount of work for 2009 was \$278,000 and for 2008 was about \$300,000.

Mr. Collins asked do you serve the Central Florida area?

Mr. Winger stated yes, I provide service in Osceola County, Lake County, Seminole County, and Orange County.

Ms. Leibacher stated you said that you mix your product with oil. Is it a petroleum product or a food-based product?

Mr. Winger stated it is mineral oil, which is a petroleum-based product. The main reason is if we are out in the early morning, I am concerned about having chemical dissolution rates in heavy fog or rains. If I run a water-based product, it dissolves too quickly. My goal is to come in and get a good knock down.

Ms. Leibacher stated I am thinking in terms of people who are chemically sensitive, mixing a synthetic chemical with something that is in a petroleum-based product.

Mr. Winger stated I can understand some people have those sensitivities, and my best answer is for those people, we should probably not spray in their areas.

Mr. Smith asked would you concentrate more on larviciding than ULV spraying?

Mr. Winger stated no, larviciding is good but the main problem you have here is wooded areas and the mosquitoes come from there. I think the ponds are probably in decent shape. Your main problem is the adults coming out of the woods so you will have a heavier adulticiding program than larviciding.

Mr. Smith stated the reason for that is you cannot larvicide in the wetlands.

Mr. Winger stated that is correct.

Ms. Leibacher stated it sounds to me like the spraying you do will be driven by what we tell you to do. So we are going to have to know what we need in order to be able to tell you when to spray.

Mr. Akey stated no, that is not correct.

Mr. Winger stated if I said something to that effect, I did not mean to. I am a contractor so I should be taking that full burden. With our landing rate counts and our light traps, we can monitor the activity. I think we can get by with fewer fogs but adjust it as needed.

Mr. Smith stated each treatment will be a higher level of chemical but he is proposing fewer treatments. When he indicated that the scope requires him to notify us immediately when he does his trap counts, that means he simply has to notify us of what he finds in

the traps before he goes out and sprays. It is predetermined how he will spray for those trap counts.

Ms. Leibacher stated if you are talking about eliminating trap counts or resting collections, based on what I have read, those things are required by mosquito control programs and the State of Florida.

Mr. Winger stated you can use one or the other to justify your spraying operations. You do not necessarily have to do both. What I was getting at was, why duplicate your efforts and spend all this extra money. Just do one or the other. It will save me some work and the community some money, but we will still get the same result.

D. Clarke Mosquito Control

Mr. Frank Clarke reviewed the information in their bidding materials and provided a brief presentation of the strengths and resources of their company, support for the bid pricing provided, emergency responses, staffing levels and office locations.

Mr. Smith stated Clarke asked us if they could provide three options as far as the contract. Our response was yes, they can provide that but we do need them to provide a bid for the scope of services that we provided in the RFP. Does Option C cover the existing contract or is it less?

Mr. Clarke stated it is the same as the existing contract for surveillance and it is very similar in the level of treatments that are being performed. Because of DACS requirements, we began to shift things so it is very similar. It does add the catch basins.

Mr. Smith stated this dollar amount is \$259,950 for the first year for Option C. Option B is \$311,890 for the first year.

Mr. Pete Deglomine stated Option B is a little less than what our current contract is. It gives you the catch basins with the additional surveillance that was requested in the RFP.

Mr. Smith stated Option A is \$458,301 for the first year.

Mr. Moyer asked do you think Option A is unrealistic? That is based on 219 treatments.

Mr. Smith stated some of the other bidders did not bid on that number of ULV treatments.

Mr. Moore asked is that how many treatments you are providing under the current contract? Is that not what we should be doing?

Mr. Andrew Gentes stated one thing we want to look at is the NPDES permitting is coming out in April 2011 and there are also some changes coming to the permethrin

product. We want to make sure we are more sustainable and more innovative. What you have been able to do in the past is currently changing with DACS and we are working with them on those changes, which will affect us as well as the contracts we have.

Mr. Clarke stated the new label rates will limit the pounds of the active ingredient that can be applied per year. If we did that with the 219 treatments and our mileage in this community, we would exceed those requirements. We thought there would be other solutions and other products that will be better.

Mr. Smith stated the figure for 219 treatments was used in the original bid. That does not necessarily mean they are doing the 219 treatments every year but it is the basis for their bid.

Mr. Moore stated we have had other vendors make their presentations, and Clarke has had the most experience out of all of them in Celebration. If we start from scratch, which option would you recommend to be our mosquito control program? Forget the requirements of the RFP, what do you recommend for Celebration?

Mr. Clarke stated Option B or Option C. The difference is the level of surveillance activity that will be taking place. The minimum requirements by Florida DACS would be Option C. The next level would be Option B or somewhere in between where it would make sense from a value standpoint. The goal of increased surveillance activities is to allow you to reduce adulticiding activities.

Mr. Deglomine stated the addition of the catch basins accomplishes the same goal.

Mr. Moore asked could you not have been doing that already five months ago without rebidding the contract? We discussed several months ago what you could be doing differently but nothing has been done differently. I am wondering why all of a sudden you can do something differently when we are rebidding the contract.

Mr. Gentes stated we have done this in the past and we looked into it to see what effect it will have in Celebration. We found that doing it in the winter when we do not have the rains, we do not have the floodwater mosquitoes and it has reduced our *culex* population quite a bit. Now we have an opportunity where we can formally integrate this into the overall program. It is all based upon a new sustainable product that is a good choice to put in the wastewater system but it is also based on the time of the year. We are looking to install some of these right before winter so you get the effect of those decreases in *culex* populations.

Mr. Moore asked what is the active ingredient?

Mr. Clarke stated spinosad.

Dr. Parsons stated it is a new product.

Mr. Clarke stated it was developed for agricultural purposes and they manufacture it in two ways. One of them is organic, and that is the one we chose for our formulations.

Ms. Leibacher asked when you say organic, does that mean it is derived from natural places and plants? Or do you really mean synthetic?

Mr. Clarke stated it does have OMRI certification and it has the National Organic Review certification. The active ingredient itself is fermented and it is a naturally occurring bacteria. All of the inerts that go into it are included on that organic list. I am not a scientist, but I believe it will be the least toxic and it has the reduced-risk classification by the EPA. It has certainly been recognized that it has a lot of the qualities of things that fall into “green” chemistry. It has all the markings and certifications that it was produced in an organic facility.

Mr. Carlson stated I believe it is a synthetic process but it is the fermentation process that is the naturally occurring process. Just like antibiotics, it is the fermentation process.

Mr. Smith stated for ULV treatments, Option A has 11,000 miles but you do not have miles in Options B and C. The unit cost looks like it is based on 115 treatments.

Mr. Clarke stated Option A includes an oil-based product and the other two are water-based products.

Mr. Gentes stated it has the same active ingredient but the difference is the oil or water to mix it.

Mr. Smith asked what option is closest to what you are performing currently?

Mr. Gentes stated it is a mixture between Options A and C. Option A is based on the requirements in the RFP. The landing rate counts are higher than what we are doing now. The yellow fly traps stayed the same. Larvicide inspections stayed about the same. We offered more options for services and tried to introduce some of the new products, while giving you more money to spend in other areas for your services.

Mr. Clarke stated you will not see a reduced level to the community with either of these options.

Mr. Gentes stated we are based upon performance. If Mr. Smith calls us, we show up. We want to make sure we do not give you something that will not work for you. We want to try to integrate some new chemicals and new products.

Mr. Smith asked what are the staffing levels for Options B and C? How many people do you have dedicated to this project?

Mr. Gentes stated we have full-time personnel as well as seasonal staff. We have 11 in our office and everyone is involved in this project to some degree. The staff on site in Celebration will vary according to the options.

Mr. Clarke stated there is a biologist in our office who will be counting and identifying the mosquitoes. That person will be 60% committed to Celebration based on your light trap counts. We do have to balance Celebration with our other accounts.

Dr. Parsons stated some of the other contractors were going to provide a set number of full-time people for this project.

Mr. Clarke stated everyone in our office works on this account. There will be dedicated people on site who will be performing the larviciding and inspection programs. There will be people dedicated to the nighttime ULV spraying.

Dr. Parsons stated it was not really setup in the scope of services to have you tell us how many people you will have dedicated to this project. I do not see how your options are different than three separate bids. Can you explain that?

Mr. Smith stated it is pretty much like everyone else's submission.

Mr. Akey stated it is the same thing. You take the first company, Fleming, who did not bid to the scope of services. Option A is based on the RFP and Option C is their recommendation.

Mr. Smith stated the only bidder who bid to our scope was Clarke's Option A. Everyone else bid to a lower scope.

Mr. Deglomine stated we knew the scope of the RFP but we wanted to offer some options.

Mr. Sunnarborg stated we are glad that you did.

Mr. Deglomine stated we wanted to answer every point in the RFP to stay compliant, but the bottom line is, I think you are getting more value with Option C and you will get just as much, if not better, efficacy.

Mr. Akey stated the first company tonight presented an option. They could have presented two prices, one per our scope and the second as their recommendation. What we have from Clarke is the scope, and then their options.

Mr. Collins stated in reality, the other three bidders each had one option comparable to Clarke's Options A, B, and C, without bidding to the scope, and Clarke provided all three together, including to the scope.

Mr. Gentes stated we have had some ideas over the years. This past year working with staff and the Board in these workshops has allowed us to solidify a lot of these ideas. With this RFP, we looked at that as an opportunity to look at all those innovations and sustainable ideas and tie them together.

Mr. Deglomine stated we knew some of these things were coming last year when we were working with the Go Green group, but at that time, we just could not say anything.

Ms. Leibacher stated you mentioned one product being oil based. What is the carrier in that product? Is it a petroleum-based product?

Mr. Clarke stated one option uses oil and two use water. The oil is a petroleum-based product.

Ms. Leibacher stated all three options include larviciding. One thing we brought to you about two years ago was larviciding in order to address mosquitoes before they start biting. You mentioned that you started larviciding. How long have you been doing that?

Mr. Clarke stated we have been doing larviciding from the beginning, for 15 years.

Ms. Leibacher stated you mentioned that you started doing different larviciding.

Mr. Clarke stated that was doing it in the catch basins and treating those areas.

Ms. Leibacher asked how long have you been doing that?

Mr. Clarke stated a number of years ago.

Mr. Deglomine stated that was not part of the contract. It was just something we were doing to see what kinds of results we would get.

Mr. Smith stated the effect was not very visible and in order for them to continue, I would have had to increase their contract amount. They did a couple tests for us on several occasions over a period of time and they did not charge us for those tests. We found the impact did not warrant spending more money.

Ms. Leibacher asked is that because using a higher concentration of larvicide would be necessary to see a bigger result?

Mr. Clarke stated no, increasing the amount of product will not make it more effective in a particular catch basin. The formulation is designed for 100 square feet. Your challenge on the issue of larviciding is that we wish we could larvicide 1,000 acres in the green swamp, but we cannot, so you are always going to have adult mosquitoes

that will migrate into the community. That is why using the low dosage of ULV treatments is what is required to control mosquitoes on a regular basis.

Ms. Leibacher asked what about barrier treatments?

Mr. Clarke stated barriers can be treated as well but that also goes back to some of the restrictions. There are only some areas where we are allowed to do barrier treatments based on RCID or SFWMD restrictions. We do barrier treatments where we can.

Ms. Leibacher stated you talked about changing from permethrin to semethrin. How long has that product been on the market?

Mr. Clarke stated we introduced it in 1996.

Dr. Parsons asked what percentage of mosquitoes do you believe breed in the community?

Mr. Gentes stated we have mapped out the entire area and it is about 15%. The catch basins is a big target, but right outside your borders is the biggest breeding ground.

Mr. Deglomine stated when we did test the catch basins, we did find a significant number of *culex* at that time when West Nile Virus was an issue.

Mr. Smith stated we discussed having more information flow to the home owners. One thing we discussed was putting a link on our website as well as a video or something we can post on the website to teach the home owners. I know that was in process at one time. Are you still working on that?

Mr. Deglomine stated I have been talking with Ms. Burgess but we have not discussed it lately. That was the plan but it moved to the backburner and we did not create the video. That is certainly something that we can do.

Mr. Smith stated that is a request that was made and we would like to follow through on that. Another thing that came up was having a GPS unit on your vehicles that could show real time so that people can go to the website and click on the link to mosquito control to see the GPS tracking where the trucks are. Another thing is when you have the light trap counts and landing rate counts, we want to put up the spray schedule. This is a conversation we have had recently that we talked about doing.

Mr. Moore stated one of the other vendors discussed having those things, where residents can actually track the trucks in real time. That is something that we would like to see.

Mr. Gentes stated we have a data master that logs and records the spray being used. We are in the process of implementing an electronic ticket to replace the paper ticket, and that has a GPS card in it. It sounds like you would like to see the live access.

Mr. Smith stated as well as the schedule. If someone comes home from work, they can go to the computer and see when you will be spraying for mosquitoes tonight. If he knows you will start in North Village, he will be able to go out and jog toward the high school and back without running into the truck.

Mr. Moore stated a lot of your zero emission and lower carbon footprint implementations are internal that you are doing yourselves. What we are talking about is external and what we can do to educate our residents with brochures, seminars, in addition to the website and a way to track the truck. That would be an innovative approach to mosquito management. That is something we would like to see.

Mr. Deglomine stated we worked with Ms. Burgess at trying to educate everyone but we have not come out with the actual video.

Mr. Smith stated we do have information on the website, but I am thinking of a link that provides the tracking option. Have you done any types of tests on the mosquitoes here in Celebration to see if there is a level of tolerance to the chemicals that you have been spraying for 15 years?

Mr. Gentes stated we are doing that analysis now throughout our projects. Some of that is required by Florida DACS when you have aerial emissions and you have to test the resistance to it. One of the ones on the list to test is the chemical used for Celebration, and we will provide those results to you.

Mr. Clarke stated if we see that there is a low tolerance to the product, we will rotate what we use. It is not likely since we use such low volumes, but we are testing the tolerance levels. We did, however, switch over to semethrin.

Mr. Smith stated the mention of Zenivex came up during one of the presentations. Do you have anything comparable to it or better?

Mr. Clarke stated we have the next generation moving through research and development but I am not at liberty to speak much about it. We do have a product, Anvil, that is close to that, but Zenivex is a different type of molecule. It does have a Class 5, so it is a reduced risk, but it is not synergized, so the activity level is sketchy in some parts according to the customers I have spoken with. We do have access to it and we can

purchase it on the open market. Will we have something better? Yes, we will have it within your contract period, not in 10 years.

Mr. Collins asked is AquaAnvil Class 6?

Mr. Clarke stated no, it is not. Class 5 means it is a reduced-risk product by the EPA, so it is the next generation type of product. Anvil is a softer molecule than the permethrin products and it breaks down faster in the environment, which means it has a lower toxicity. It is rated between permethrin and Zenivex, but closer to an environmental profile.

Mr. Collins asked there is some question as to the effectiveness of Zenivex?

Mr. Clarke stated yes, depending who you talk to.

Dr. Parsons stated that is correct. I have heard that the results are not always constant.

Mr. Smith stated being a virtually new product, we do not know about its safety because it has not been tested in the general market for a long period of time.

Mr. Clarke stated no, not as a mosquito repellent.

Mr. Moore asked would I rather have a Class 5 or a Class 4 or 6?

Mr. Clarke stated if the effectiveness is there and the consistency, then it would be our vision, as well as yours, to move to a softer product, and we are doing that.

Mr. Moore asked do the ones you use now go by class?

Mr. Clarke stated no.

Dr. Parsons stated I use the term caution instead of class.

Mr. Clarke stated it is a caution.

Mr. Carlson stated permethrin products have been used for decades and they are well known to be toxic. The alternatives to add to mosquito control arsenal are either as effective or less effective in controlling the mosquito population. I think what you are saying is that the latest version is very safe but not very effective. At least it does not have the track record of being able to control the mosquito populations in its use. We are trying to get something that is very effective that is Class 5.

Mr. Deglomine stated Anvil is Class 4 and it is very effective.

Mr. Moore stated other people are using Zenivex or other Class 5 products. You are not using it because you do not feel it is effective enough or because it is not part of Clarke's production line?

Mr. Clarke stated we do not make the product and it is very expensive. We feel very comfortable with the consistency of results in the products we are using. You are paying

us to deliver a certain level of control. We will deal with what we know as close to an environmental profile as possible and provide a level of control. We want to treat it once and not have to come back.

Ms. Leibacher stated there are other products being developed that will be as new, or newer than these other products like Zenivex. Those new products will be in the same situation as Zenivex because they have not been around very long and been tested on populations.

Mr. Clarke stated they are not going to bring it out to the marketplace if it is not going to be successful. It took us six years to get our last product out and passed through EPA.

Ms. Leibacher stated it seems like the track record is that we continued to do what we had done in the past without changing it or trying to be innovative. I wonder if that was the precedent that was set before and now you are talking about new products that are being developed.

Mr. Moore stated I think that is the question that we could have been doing some of these things a year ago, some of what we are talking about now. I am disappointed that we are not. This is an RFP process and a contract can address some of those new issues such as new products or what is coming.

Mr. Clarke stated in the new contract, you can include target timeframes when we want to have the video complete and other educational activities, things that we can agree to on a timetable basis. I cannot agree to new products on a particular timetable because I do not know how successful it will be going through the EPA process.

Ms. Leibacher stated what I have heard time and again throughout these discussions is that we are relying on the company that is servicing us to constantly have before us these new innovations and these new ideas and ways to improve and be what we need for today, not operating on a model that was established 15 years ago.

Mr. Clarke stated I understand your point. We have been introducing some products as they are available as long as they are effective. A lot of the innovation has been research that has not been put into mosquito control. We are one of the few companies that is doing that. A lot of the chemical companies in the mosquito control industry will not invest in this small area of mosquito control. We have invested in it because it is all we do. We are going to bring, and we have brought, the next generation of products into the community.

FIFTH ORDER OF BUSINESS

Board Evaluations and Scoring of Proposals

This item having been tabled, the next order of business followed.

SIXTH ORDER OF BUSINESS

Discussion of Contract Award and Next Steps

Mr. Akey stated for the regular meeting agenda, we do have this listed as an action item. What I would like to do is make it a discussion item and discuss the next steps now that we have heard all the presentations. Then we will decide the next steps we want staff to take for the next phase of this bid process.

SEVENTH ORDER OF BUSINESS

Other Business

There being none, the next order of business followed.

EIGHTH ORDER OF BUSINESS

Adjournment

The workshop adjourned at 7:30 p.m.

Tom Sunnarborg, Secretary

Cliff Akey, Chairman