Windward

Community Development District

Workshop Meeting

Wednesday
July 23, 2025
10:00 AM

Four Seasons Clubhouse
7813 Four Seasons Blvd.
Kissimmee, FL

1. Call to Order
2. Roll Call
3. Landscaper Discussion
    A. Proposal for Tree Straightening
    B. Proposal for Verge Sod Repair
4. Review of HOA Memo
5. Discussion of Resumes
6. Discussion of Bike Lane
7. Counsel Items
8. Maintenance Items
9. Management Items
    A. District Checks- Review for Agenda
10. Adjournment

SECTION III

SECTION A

Proposal #149388

Date: 4/15/2025

Rashawn Peterson

Customer:	Property:
Access Management Invoices Billing - Central Florida Access Management 1170 Celebration Blvd. Celebration, FL 34747	Four Seasons at Orlando 7813 Four Seasons Blvd Kissimmee, FL 34747

Four Seasons Parkway Tree Staking

Leaning parkway trees at Four Seasons. Includes Tree staking arbor kits, batten kits, 2 x4s, and tree removal.

Total=76

Estuary

1920 Remove

1915

1730 Remove

1783 Remove

1795 Remove

Antilles Club-2

2185-Stake

2220 Remove

2244-Remove

Hanson Bay-3

7940- Remove

7948

7945-Stake

7957-Stake

Four Seasons Blvd-36

7814 7808 7806 7796 7794 7782 7778 7768 7760 7758 7754 7750 7744 7742 7740 7738 7734 7716

7714

7713 7715 7717 7719 7721 7729 7739 7745 77498 7753 7755 7757 7759 7761 7767 7797 7799

Limestone-17

1991 2015 2023 2063 2071 2079 2087 2103 2119 2127 2143 2183 2207 2215 2132 2116 2100

Key Bay-6

1619 1627 2043 2038 1998 1638

Sand Pierre-2

7616 7608

White Wood-3

1586 1570 1566

Default Group	**$12,297.44**
Tree Straightening	**$12,297.44**
PROJECT TOTAL:	**$12,297.44**

Terms & Conditions

By _____ **By** _____

Rashawn Peterson

Date 4/15/2025 **Date** _____

United Land Services **Four Seasons at Orlando**

SECTION B

Proposal #148193

Date: 4/15/2025

Rashawn Peterson

Customer:
Access Management Invoices Billing - Central Florida Access Management 1170 Celebration Blvd. Celebration, FL 34747

Property:
Four Seasons at Orlando 7813 Four Seasons Blvd Kissimmee, FL 34747

Four Seasons Verge Area Zoyzia Replacement

Verge area sod replacement.

Antilles Club	Hanson Bay	Estuary	Flora Pass	Flora Pass (Con'd)	Key Bay	Four Seasons Blvd	Limestone	White Wood	Sand Pierre
2152-35	7948-480	1695-60	Corner-1170	2005-60	1606-60	1999-100	1999-100	1558-120	7612-60
2108-210	7656-72	1955-468	1962-45	1999-45	1610-70	1991-100	1991-100	1578-80	7657-100
2128-192	7977-32	1935-216	1968-165	1991-60	1630-80	1995-100	1995-100	1554-100	**Total: 160 Sq. Ft.**
2132-85	7973-180	1925-40	1974-90	1975-50	1650-200	2124-100	2124-100	1570-160	
2136-80	7969-50	1915-120	1980-90	1969-50	1699-70	2159-240	2159-240	**Total: 460Sq. Ft.**	
2140-180	7965-125	1905-216	1986-45	1957-90	1695-50	7780-40	2127-50		
2144-36	7961-160	1895-120	1998-165	1951-50	1691-80	7770-40	**Total: 690 Sq. Ft.**		
2148-72	7957-20	1885-150	2004-120	1939-180	1687-60	7760-100			
2156-50	7953-124	1875-150	2010-75	1933-180	1663-40	7752-80			
2160-30	7933-50	1865-240	2016-45	1909-105	1651-40	7724-60			
2164-10	7900-210	1855-120	2028-120	1903-45	1647-50	7726-60			
2180-180	7904-180	1825-40	2038-135	1897-120	2002-160	**Total: 700 Sq. Ft.**			
2192-100	7908-184	1795-90	2050-135	1885-50	2006-160				
2196-200	7912-250	1785-130	2056-210	1837-60	2000-70				
2200-140	7916-220	1765-45	2062-80	1831-50	2026-120				
2204-180	7920-40	1755-90	2080-195	1825-50	2042-120				
2208-180	7924-90	1745-45	2086-90	1813-75	2046-60				
2212-180	7928-290	1735-975	2092-10	1801-165	2050-60				
2220-140	7932-72	1760-115	2081-180	1785-50	2023-120				
2224-150	7936-144	1770-45	2075-105	1789-125	2019-80				
2232-84	7940-432	1780-45	2069-120	1783-50	2011-30				
2244-140	**Total 3655 Sq. Ft.**	1800-150	2063-72	1777-115					
2248-65									
2268-250									

2276-200
2261-120
2245-40
2241-264
2225-153
2217-194
2213-240
2209-92
2205-216
2201-216
2193-210

Total: 2969 Sq. Ft.

1820-130
1840-120
1850-252
1860-135
1870-45
1728-45
1746-45
1730-270

Total: 4712 Sq. Ft.

2057-60
2051-60
2045-120
2039-50
2033-165
2029-110

1771-50
1765-180
1759-50
1753-100
1747-50
1741-75
1735-50
1729-180

Total: 6587 Sq. Ft.

2007-80
2003-50
1991-25

Total: 1780 Sq. Ft.

TOTAL SOD REPLACEMENT: 22,000 Sq. Ft.

Default Group	**$37,890.00**
Sod Replacement	**$37,890.00**
PROJECT TOTAL:	**$37,890.00**

Terms & Conditions

By _____

Rashawn Peterson

Date 4/15/2025

United Land Services

By _____

Date _____

Four Seasons at Orlando

SECTION IV

Memorandum

To: Windward Community Development District

Via email to Kristen Trucco (ktrucco@lathamluna.com) and Jason Showe (jshowe@gmscfl.com)

From: Four Seasons at Orlando Homeowners Association, Inc.

Date: July 11, 2025

Subject: Cost Sharing Analysis

The Cost Sharing Agreement for Operation and Maintenance of Shared Irrigation Costs ("Agreement") between the Windward Community Development District ("CDD") and the Four Seasons at Orlando Homeowners Association ("HOA") requires the HOA to pay the CDD "an amount equal to the actual cost of the Shared Irrigation attributable to the HOA Property (the "HOA Fair Share"), and for the CDD to be responsible for the amount equal to the actual cost of the Shared Irrigation attributable to the CDD Property ("the District Fair Share"). The Agreement states that the Parties agree that the HOA Fair Share and the District Fair Share are fairly based on the proportionate benefit each of the HOA and the District receives for the Shared Irrigation, and also contemplates that the CDD is presently authorized and obligated to operate and maintain the infrastructure improvements and water management services.

The Agreement does not include any engineering report, and does not specifically discuss how the proportionate benefit to the HOA and CDD was originally calculated, nor does it address any adjustments or anticipated changes to the fair share or proportionate benefit calculations, other than a blanket statement that the HOA Fair Share and District Fair Share for purposes of the Agreement shall not include any share of any costs or expenses associated with the initial construction of the Shared Irrigation (described as being serviced by a single irrigation meter benefitting both the CDD Property and HOA Property). The omission of that crucial detail in this Agreement has not been addressed since the turnover of operation of the CDD and HOA from the Developer to the Owners, and was not a contested issue until the CDD unilaterally decided to recalculate the proportionate benefit and fair share without asking for HOA input.

As discussed at the recent CDD / HOA Workshop, the HOA would like to share the insights learned from the work done by our Water Management Committee (WMC) working with a third-party vendor, Irri Design Systems (IDS). This Information has allowed us to determine the current irrigation water usage for the clubhouse, a representative villa, and one of our larger single family (SF) lots that use a combination of drip lines, spray heads, and rotor heads, using accurate measurements taken during the month of June 2025, rather than hypothetical estimates. It has also allowed us to develop two data model scenarios for community-wide irrigation water consumption at

the clubhouse and all homes and villas. As we complete our baseline water usage study and begin making efficiency-related improvements, it will enable us to understand the optimized water consumption for the clubhouse, a villa, and the SF lot, and develop data models for optimized usage.

The results from our measurement of current irrigation water usage, extrapolated, enabled us to develop community-wide irrigation cost models for the following two scenarios:

1) The first scenario calculates the cost of total home lot irrigation water as if all 553 lots use the same amount of water as the large lot (Note: 90% of the SF lots and all Villas are smaller than the large SF lot). The results for this cost model show that total monthly irrigation water usage is 5.26 million gallons at a monthly cost of approximately $36K. When you add the monthly cost of the clubhouse totaling approximately $1,300, the total monthly cost for HOA irrigatable land is $37K and the total annual cost is approximately $445K.

2) The second scenario calculates the cost of total SF lot irrigation water using the large (SF) lot data for all SF lots, and the cost of total villa irrigation water using the villa data for all villas. Again, that includes 90% of the SF lots that are smaller than the large SF lot and many villas that are smaller than the pilot villa. The results for this cost model show that total monthly irrigation water usage for lots is 3.83 million gallons, the monthly irrigation water usage for the villa is 581 thousand gallons. The total monthly water cost for SF lots and villas approximates $30K. When you add the monthly cost of the clubhouse at approximately $1,300, the total monthly cost for HOA irrigatable land is approximately $31K and the total annual cost is approximately $376K.

The following is an explanation of our data and cost models for the two scenarios explained above, and a comparison of the current CDD cost sharing percentages at current costs:

Scenario 1 - Highly Overstated Consumption			
All SF Lots and Villas at Large SF Lot Consumption			
	Monthly Gallons	**Monthly Cost**	**HOA Annual Cost**
SF Lot Total Usage	3,834,948.00	$ 26,093	$ 313,116
Villa Total Usage	1,427,400.00	$ 9,712	$ 116,544
Clubhouse Usage	220,458.00	$ 1,300	$ 15,600
	5,482,806.00	**$ 37,105**	**$ 445,260**

Scenario 2 - Overstated Consumption			
All SF Lots at Large SF Lot Consumption - All Villas at Pilot Villa Consumption			
	Monthly Gallons	**Monthly Cost**	**HOA Annual Cost**
SF Lot Total Usage	3,834,948.00	$ 26,093	$ 313,116
Villa Total Usage	581,100.00	$ 3,954	$ 47,446
Clubhouse Usage	220,458.00	$ 1,300	$ 15,600
	4,636,506.00	**$ 31,347**	**$ 376,161**

We are also developing a Scenario 3 that calculates the HOA costs using total HOA irrigated square footage for the clubhouse, SF lots, and villas which we multiplied by the cost per square foot for the large SF lot and villa. The annual HOA cost for that scenario appears to be less than $300,000.

The current estimated CDD/HOA irrigated water share percentage is a 50/50 split. Given the current run rate for irrigation water, this would result in an annual HOA cost of $650k. This is significantly higher than scenario 1 and 2 estimates, and more than double the preliminary square foot calculations which we believe are the most accurate of the 3 scenarios.

We believe these results show that utilizing irrigatable square footage calculations is not an acceptable measure to determine the proportionate benefit and “HOA Fair Share” of water usage and highlights a serious waste of water throughout the community. The HOA properties may have more square footage than the CDD properties, however, the CDD has a very high percentage of the infrastructure beneath the CDD owned property. The CDD property also appears to have a different distribution of rotors, spray heads, and driplines. This CDD owned property represents a much higher risk for major irrigation issues that cause irrigation water waste. Given these facts and our measurements, we believe the current 50/50 split is heavily weighted in the CDD’s favor.

Finally, the HOA would like to make two offers to the CDD Board. First, we are offering for our team members to spend time with the CDD Board Members and/or team members to share our methodology, calculations, models, detailed results, and plans. Second, once we have completed our current data capture which is expected in the next few weeks, we offer to allow the CDD to utilize one of our controller cellular cards and flow sensors to assist the CDD in measuring the actual water usage for parts of their property. We are convinced that there are major irrigation defects that can be identified when using cellular cards and flow sensors, and fixes identified when measuring actual water usage against baseline expectations generate significant advantages.

We understand that ultimately the Owners will be responsible for the full amount of Shared Irrigation costs, but we also see that it is necessary to appropriately identify the actual costs attributable to the CDD Property and HOA Property so that together we can efficiently apportion these expenses and accurately budget those amounts to our shared constituents.

SECTION V

From: Tom Maskell <tpmaske@gmail.com>
Subject: Consideration for CDD Board - Tom Maskell
Date: June 1, 2025 at 6:24:25 PM EDT
To: Jason Showe <jshowe@gmscfl.com>

Jason,

I would like to be considered for an appointment to the CDD board to fill one of the vacancies resulting from the recent resignations by KHov employees.

Tom Maskell
7917 Hanson Bay Place

Consideration for CDD Board

Thomas Maskell
7917 Hanson Bay Place

Community/District Experience

CDD/HOA briefing - developed and presented an introductory overview of CDDs, HOAs, their differences, and the specific roles of each in the Four Seasons at Orlando community. I have a strong working knowledge of Florida statutes as well as the FSO governing documents.

Pre-transition Team (PTT) - as a member of the PTT (on multiple committees including Finance) helped to build a framework of needs to aid in the transition from builder to homeowner control. Primarily focused on the HOA transition, we did identify areas related to the CDD transition and made them available as needed.

Community Engagement - active in all aspect of the community. Worked with community members and KHOV Board to address issues pre-transition. I have a strong working knowledge of the community and the issues facing it.

In general, I focused on familiarizing myself with Florida statutes and our community's governing documents and using that knowledge to help the community understand the roles of both the CDD and HOA and have that understanding lead to better communication and accountability between homeowners and the CDD and HOA. In turn that should result in smoother operations of the CDD.

Professional Experience

IBM Corporation:
- Senior Systems Engineer - responsible for technical support to public and private sector clients across IBM product range.
- Senior Consultant - provided consulting services to public and private sector clients including process reengineering and strategic planning.

Department of Defense:
- Staff Officer, Office of the CIO - provided support to CIO and Deputy CIO in planning, budgeting, and technology implementation.
- Chief, Strategic Planning, responsible for development for Agency-wide strategic plan including program/budget development and performance measures.
- Chief, Strategic Communications - led a group of strategic communications professionals in developing and executing communications strategies for internal communications at the Agency level.

Education: BA in English/American Studies; MBA with a concentration in Marketing

On Jun 10, 2025, at 12:39 PM, David Horn <dhorn4seasons@gmail.com> wrote:

Hello Jason,

My name is David Horn and I am a resident of the Four Seasons Orlando (FSO) Community in Kissimmee, Florida. I would very much like to become a Windward Community Development District Board of Supervisor by filling one of the two available District Board vacancies. Per the e-mail you sent to Ms. MaryEllen McCormick regarding these vacancies, attached for your consideration is my resume.

You'll see from my resume that I have considerable experience in managing contracts and individual contractors and, in performing oversight of Capital Improvement projects. Also, you should know that I am currently a member of two Ad Hoc committees (the Maintenance & Operations and Communications committees) in the FSO community that report directly to the FSO Board of Directors. I understand that my membership in either or both FSO Committees may have to be adjusted if I am fortunate enough to be chosen to fill one of the vacant Windward CDD District Board of Supervisors positions.

Should any additional information about me be required by you or any other CDD board member, please contact me directly by telephone, text, or e-mail using the information noted below.

Thank you in advance for your consideration.

Resume DKH (Final) - 6-10-25.pdf

Respectfully,

David Horn
7754 Four Seasons Blvd
Kissimmee, FL 34747
Tel: (631) 560-2309
e-mail: dhorn4seasons@gmail.com

David Keith Horn
7754 Four Seasons Blvd
Kissimmee, FL 34747
631.560.2309 (Cellular)
dhorn4seasons@gmail.com

June 10, 2025

Experience Summary

A highly motivated, goal oriented, successful manager with exceptional team management, organizational and administrative skills. More than 54 years of experience in planning, contractual development, oversight, execution, and control of transit-related design, construction, and new technology projects. Twenty-three years of that experience was in providing project management oversight services for the U.S. DOT Federal Transit Administration and the New York Metropolitan Transportation Authority. Over 29 years of experience was in key leadership roles in program management and the management of operations personnel at the Long Island Rail Road.

Professional Summary

DKH Consulting, LLC
Owner / President **(2/13 to Present)**

Independent consulting firm specializing in project management oversight of transit-related construction and design projects. Services include providing assessments to improve the effectiveness and efficiency of managerial activities in transit-related projects and effectively evaluating and monitoring transit-related projects in areas of design, scope, budget, and schedule performance throughout the planning, design, construction, and close out phases of the project. Areas of expertise include railroad signaling and communications, new railcar procurements, systems integration, and technical writing.

Engaged by a consulting firm in 2013 to represent the U.S.DOT/Federal Transit Administration in Region II as the Systems Integration Manager in charge of the oversight of $936 million worth of contracts on the MTA's $11.13 billion East Side Access (ESA) Project. Specific responsibilities as the oversight Systems Integration Manager dealt with the oversight of design; fabrication; installation; and integrated testing of electrical, mechanical, communications, and control systems on the new ESA route from Long Island to Grand Central Terminal in Manhattan. Systems-related component activities being evaluated and monitored included communications networks, railroad signaling systems, public address and CCTV systems, Traction Power Substations, security systems, fire detection and suppression systems, tunnel ventilation systems, and microprocessor-based centralized train operation control facilities required for the operation of Long Island Rail Road train service. ESA operational service commenced in February 2023.

Previous work included serving as a Technical Editor to a major transportation agency. Work scope included reviewing and editing reports that were prepared by the agency's Independent Engineering Consultant (IEC) on high-risk projects to ensure the reports were of professional quality and provided comprehensive and accurate information to the agency's executive management. Another work effort for a major transportation agency was

serving as the leader of a Task Force to develop a guideline that would be used by all the agency's operating units to improve specific internal processes.

McKissack & McKissack
Senior Project Manager **(3/09 to 1/13)**
New York MTA Independent Engineering Consultant

Served as the lead Independent Engineering Consultant (IEC) providing overall responsibility for program management oversight of the New York Metropolitan Transportation Authority's (MTA) $1.2 billion Capital Security Program; a program that enhanced the security of the facilities and operations of the transportation network operated by the MTA and its subsidiaries and affiliates. Managerial duties included the direct oversight of 34 highly sensitive security initiatives and the supervision of several other McKissack and sub-consultant personnel involved in the oversight of the MTA's Capital Security Program. Analyzed and prepared Security Program status documentation and recommendations, participated in Security Program strategy meetings, and made presentations to MTA's Executive management and Board of Directors on a periodic basis. At the behest of MTA's Director of Security and other MTA Executive management, served as the owner's project management representative on security-related projects by providing high-quality, confidential, and professional observations, evaluations, recommendations, and reports related to key program/project management elements.

One additional duty included serving as the IEC's representative on an Executive level three-person team to interview industry contractors, provide reports on findings, and assess how the MTA could improve how it does business with the contracting community. To complete that assignment, served as the leader of a two-person team to develop a MTA-wide Best Practices Guideline that addressed one of the major concerns from the contractors.

Jacobs Carter Burgess
Senior Project Manager **(8/04 to 3/09)**
New York MTA Independent Engineering Consultant

Served as the lead Independent Engineering Consultant (IEC) providing overall responsibility for program management oversight of the New York Metropolitan Transportation Authority's (MTA) Capital Security Program, Managerial duties included the direct oversight of numerous highly-sensitive security initiatives and the supervision of several other Jacobs Carter Burgess and sub-consultant personnel involved in the oversight of the MTA's Capital Security Program. Analyzed and prepared Security Program status documentation and recommendations, participated in Security Program strategy meetings, and made presentations to MTA's Executive management on a periodic basis.

An additional responsibility while engaged as the MTA's IEC was to provide program management oversight for $3.2 billion of Signal and Communications

projects at three of the MTA's Operating agencies. Managerial duties included the supervision of three IEC personnel who performed the direct oversight of these projects and prepared periodic reports on the monitored projects for members of the MTA's Board of Directors that sit on the Capital Program Oversight Committee.

Other duties included the overall responsibility for management of a sub-consultant joint venture that performed a fast-tracked analysis of certain elements of the MTA's Capital Security Program. The sub-consultant's tasks included reviewing security-sensitive design documents, identifying gaps or missing design elements, and providing recommendations on opportunities for improvement in overall security for MTA assets.

Fluor Infrastructure/Transportation
Project Director **(8/99 to 8/04)**
Program Management Oversight Program

Provided program management oversight, as a representative of the U.S.DOT/Federal Transit Administration in Region II, on federally funded transit-related projects in the New York City Metropolitan area. Assignments included the oversight of three railcar procurement contracts, valued at approximately $3.45 billion, for New York City Transit and a $1.2 billion program associated with the design, manufacture, installation and/or rehabilitation of signaling and high technology, microprocessor-based train control systems on the New York City Transit system. Other assignments included the oversight of the construction of a $44.6 million Rail Control Center, which now serves as the control center for the entire New York City Transit subway system, and program oversight of the New York Metropolitan Transportation Authority's multi-billion dollar East Side Access (ESA) project, a new rail link to provide strategic improvement of regional mobility to Long Island and Queens residents via direct access to Manhattan's east side and Grand Central Terminal. Evaluation of schedule and cost controls, analysis of program management issues and capabilities, and development of recommendations to mitigate problems and increase the likelihood of achieving project goals in a timely manner were elements of the ESA project oversight responsibilities.

Long Island Rail Road
Senior Project Manager **(3/96 to 6/99)**
Capital Program Management

Managed several multi-departmental teams involved in two contracts to design and procure $473 million of new Electric Cars for the Long Island Rail Road and Metro North Railroad, and four contracts to design and manufacture $412 million of new Diesel Fleet equipment, while simultaneously performing direct management or oversight of eight projects, worth $124 million, associated with the rehabilitation or modification of existing Long Island Rail Road rolling stock. Served as the primary liaison between the Long Island Rail Road's

corporate quality department and its Maintenance of Equipment department on capital projects that involved the procurement or modification of railcar and locomotive fleets.

Project Manager – Capital Program Management (2/89 to 2/96)

Developed, planned, reviewed, coordinated, and managed major capital improvement programs in all disciplines of railroad operations. Maintained liaison with and provided coordination and direction of consulting engineers, contractors, and vendors engaged in technical studies, designs, and construction of major improvement projects and equipment procurements for the Long Island Rail Road. Provided leadership within the Capital Program Management department in redefining the role of quality program managers in the implementation of capital improvement projects by working with the railroad's Quality Assurance director to establish protocols for integrating quality control and quality assurance specialists into the project management teams.

Engineer - Communications Maintenance (1/88 to 2/89)

Planned, organized, and directed the activities of 67 management and labor personnel involved in the procurement, installation, and maintenance of all voice and data telecommunications systems for the Long Island Rail Road. Provided essential management oversight and guidance for all railroad departments and operations requiring voice or data communications services.

Engineer – Communications Construction (1/85 to 1/88)

Planned, organized, and directed the activities of 60 Communications department personnel to effect the installation and implementation of Communications and Signaling equipment and systems.

Supervisor – Communications (6/78 to 1/85)

Overall responsibility for 120 personnel involved in the design, installation, and maintenance of telephone, radio, closed circuit television, security, voice, data, and signal carrier systems. Additional duties included application of administrative and technical skills to implement the satisfactory construction and maintenance of Communications appurtenances and plant facilities.

Assistant Supervisor – Signals (6/75 to 6/78)

Responsible for the installation and maintenance of railroad signaling systems that included highway crossing protection, electronic supervisory circuits, track switching equipment, and automatic speed and train operation controls.

Junior Engineer – Signals and Communications (7/73 to 6/75)

A Management Training Program requiring work in repair shops, administrative and operations sections, and engineering departments throughout the company.

Junior Engineer – Signals, Power and Communications (6/70 to 3/71)

Responsible for the field inspection and control of $69 million of railroad electric propulsion substation construction. Provided direct liaison between non-railroad contractors and railroad management staff. Employment at the Long Island Rail Road interrupted for Military Service.

Education

Master of Business Administration (Total Quality Management)
Dowling College, 1996.

Bachelor of Science Electrical Engineering (BSEE)
Stevens Institute of Technology, 1970.

Cornell University, Management Studies Program, 1984.

Total Quality Management - American Society for Quality Control, 1992.

Military

New York Air National Guard - Captain (7/73 to 8/78)
U.S. Air Force - 1st Lieutenant (3/71 to 6/73)
Security Clearance: Secret (Department of Defense) **(3/71 to 8/78)**

Design and installation of communications systems.

Professional Memberships

Institute of Electrical and Electronics Engineers (IEEE)
- New York Section (Chair) – 2010-2012 & 2017-2019
- Senior Life Member
- Vehicular Technology Society (Past Chair)
- Communications Society
- Women in Engineering Society

American Railway Engineering & Maintenance-of-Way Association (AREMA)

From: Spencer Hoyt <Spencer.Hoyt@att.net>
Subject: Windward Community Development District Board of Supervisors (CDD BOS) Open Seats
Date: June 17, 2025 at 8:12:19 PM EDT
To: JShowe@gmscfl.com

Hello Jason,

I hope this finds you well. I am interested in submitting my name for one of the two vacancies currently open in the Windward CDD BOS.

As both a leader and individual contributor over my 35+ year career, I have an extensive business and partnership development background in government related business endeavors. This includes entrepreneurship, national account management and senior leadership experience across the federal and commercial healthcare markets.

I am confident in my ability to make an immediate and long-term impact as the next member of the Windward CDD BOS.

Throughout my career, I have been successful in formulating business and development strategies. This included navigation of the highly nuanced federal healthcare space as a policy maker. As a result, I have produced over $1B in revenue since 1995.

My communications skills are top-notch and I am adept at presenting technically complex information to both small and large groups. In addition to my corporate and entrepreneurial leadership roles, I have several years of community development as both a consultant and political candidate. This was anchored by my interest to make a difference in my community and formal graduate studies in Urban Planning at the School of Architecture and Urban Planning at the University of Wisconsin-Milwaukee.

I've held Top Secret clearance during my 14 years of military service, including my appointment as a Commissioned Officer in the Medical Service Corps by the POTUS.

My diversified perspective from serving in 3 different branches of the military (USN, USAFR, USAR) offers unique insights that are solution based and will serve the Windward CDD BOS in robust ways.

Further, I have been called upon by company executives to reinvigorate business units, turnaround underperforming regions, and serve on leadership committees critical to the success of the business. My success has been defined by my individual and team accomplishments through a cross functional team approach, strong analysis skills, solid business instincts, and considerable practical experience throughout scientifically demanding specialty health care markets.

I am accustomed to wearing many hats and have established complex business practices in both large and small companies that embrace a highly ethical, scientifically based, customer centric approach.

I would welcome an opportunity to meet with the Windward CDD BOS to discuss my qualifications and candidacy in further detail.

Best Regards,

SPENCER HOYT | Government **M**arkets-**M**anaged **M**arkets & **M**arket **A**ccess
Combat Veteran, USN, USAFR, USAR, Prior Medical Service Corps Officer

"The Reward of One Duty is The Power To Fulfill Another..." ~ George Eliot

Spencer.Hoyt@att.net
7714 Four Seasons BLVD
Kissimmee, FL 34747
Cell: 414-530-3225
http://LinkedIn.com/in/SpenceraHoyt

SPENCER A. HOYT

Orlando / Milwaukee / Remote (414) 530-3225 ▪ Spencer.Hoyt@att.net

Federal Healthcare Markets

▪ Pharmaceutical / Biologics / Diagnostics / DME / Capital Equipment / Injectables

Our best strategies for positive change are dependent on brilliant, collaborative, ever-learning teams who bring powerful ideas to reality. Creating environments that unleash amazing people, achieving extraordinary results is what I do. As a widely recognized leader of purpose-driven organizations, I bring exceptional communication skills and a deep record of success in small and large companies embracing team centric entrepreneurial environments. I have been leading industry wide initiatives, national programs, and professional organizations for decades. **Every decision I make is anchored by patient care and driven by innovation with a federal healthcare markets focus and corporate growth mindset as my barometer.**

Core Competencies:

- VA / DOD / Federal Health Care Markets
- Strategic & Tactical Business Planning
- Specialty Supply / Distribution Channels
- Oncology-Biologic-Injectable-Diagnostics
- KOL / Advocacy Relationship Development
- Internal / External Brand & Policy Development
- Cross Functional Teamwork and Leadership
- Extensive Development of Strategic Partnerships
- Consultative / Value-Add Communication Techniques
- Integration of Commercial / VHA / DOD Markets

PROFESSIONAL EXPERIENCE

Federal Insights Consulting – Orlando, FL 2024 to Present

We Translate prescriber, patient, payer and healthcare service providers knowledge into patient centric, sales strategies for client companies seeking to enter or expand their business in the Federal Health Care Markets

President, Federal Business

This field-based role is responsible for developing top down / bottom-up strategies to enhance and accelerate client product utilization across all federal health agencies nationally. Product portfolio & therapeutic categories served include Federal Contract Ready Analysis, DME, Biotech, Pharmaceuticals, Oncology, Diagnostics, AI, Cognitive Behavioral Therapies, and other therapies in an ongoing evolution of client services. Servant roles include: Sherpa, Advisor, Interpreter, Ambassador, Innovator and Advocate.

Guidance Redefined, (contracted through Federal Insights Consulting**)** – Orlando, FL 2025 to Present

Vice President, Federal Markets

This field-based role is responsible for developing top down / bottom-up strategies to enhance and accelerate client product utilization across all federal health agencies nationally.

Velocity BioGroup, LLC – Sedona, AZ 2022 to 2024

VBG Translates prescriber, patient, payer, and healthcare service providers knowledge into sales strategies for client companies seeking to enter or expand their business in the Federal Health Care Markets

Vice President, Federal Business

This field-based leadership role is responsible for developing and executing top down / bottom-up strategies to enhance and accelerate client product utilization across all federal health agencies nationally. Product portfolio includes Federal Contract Ready Analysis, Pharmaceuticals, Oncology, Diagnostics, AI, Cognitive Behavioral Therapies, and other therapies in an ongoing evolution of client recruitment.

Select Achievements and Notable Scope of Work

- Federal Business Division Head with 9 staff ▪ Expanded federal business client base 400% by securing / renewing 8 new & existing clients ▪ exceeded client-based sales objectives YTD revenue by 130%, Expanded VBG federal sales team by 200% (3-6) ▪ Recruited by **AMSUS-SM Leadership** for appointment as **Chair of AMSUS-SM New Membership Committee** ▪ Long standing member of AMSUS SM VA Committee

SUN PHARMA – Princeton, NJ 2022 to 2022

Sun Pharma is the world's fourth largest specialty generic pharmaceutical company and No. 1 in India. SUN Pharma provides high-quality, affordable medicines trusted by customers and patients in over 100 countries. SUN Pharma's global presence is supported by more than 40 manufacturing facilities spread across 5 continents, R&D centers across the globe and a multi-cultural workforce comprising over 50 nationalities.

National Director, Department of Veterans Affairs Business

This field-based leadership role is responsible for developing and executing strategies to enhance and maintain optimal access for SUN Pharma medications nationally.

- Established **Cross-Functional** Federal processes for operational & sales pull through for Oncology, Biologics, Specialty Dermatology, HEOR, Market Access and Brand business units.
- Represent SUN with industry trade organizations including both the Dept of Veteran's Affairs and Medical Technology Committees with **AMSUS** and the Medical / Surgical Subcommittee with the **Coalition for Government Procurement**.

SPENCER A. HOYT

SDVOSB-Medical, LLC – Milwaukee, WI 2011 to 2021

National Health Care Consulting, Value Added Re-seller, and Managed Care Access Company Exclusively ***Serving the Federal Health Care Markets***

President and Founder

Established this firm to advise and guide diagnostic, pharmaceutical, biologics, and medical device companies in the integration of clinical use and policy benefits and drive national pull-through / contracting strategies within the DOD and VA at the local, VISN, and various national acquisition centers, including NAC, SAC, TAC, DALC, DLA & DHA within the Federal Health Care Markets. Educate and garner buy-in from senior leadership on policy benefits designed to develop broad based adoption. Advise stakeholders on the nuances of policy governance, government acquisition and procurement, coordination of clinical and policy decisions, cost- driven constraints, P&L, business analytics, health care provider training, marketing, specialty distribution channel development, pre-market product, sales approach / team education, market access, buy & bill, private label manufacturing, public relations and advocacy consulting. Analyze products and research potential federal market acceptance to determine go / no-go decisions by company stakeholders. Specializations include Government Markets, VA, DOD, Public Health Services, and Indian Health systems.

Adaptive Biotechnologies, (contracted through SDVSOB Medical, LLC**)** – Seattle, WA 2020 to 2022

Immune medicine platform applies ***proprietary diagnostic technologies****, computational biology and software machine learning integrating AI to read the diverse genetic code of a patient's immune system and understand precisely how it detects and treats disease in that patient.*

National Director, Market Access-Government Markets

Established federal government business unit curating development of internal resources across multiple departments including stakeholders in the following departments: Market Access, Cybersecurity for IT, DCAA Compliance requirements for Accounting / Legal, Process enhancement with Customer Operations, Customer Support infrastructure needs, Medical Affairs KOL, Government specific resources for Sales and Marketing development, Clinical Research pathways integration & other cross functional overlap to extend services to federal agencies and state Medicaid programs caring for patients across government medical programs nationally.

- Developed internal Sales, Operational and Regulatory processes and collateral directly increasing federal business worth over $10M in first 6 months.
- Led all Market Access, Strategic Account Team, Medical Affairs and Regulatory national strategic policy development and tactical initiatives.
- Represent Adaptive with industry trade organizations including both the Dept of Veteran's Affairs and Medical Technology Committees with **AMSUS-SM** and the Medical / Surgical Subcommittee with the **Coalition for Government Procurement**.

Livongo Health, (contracted through SDVSOB Medical, LLC**)** – Chicago, IL 2019 to 2019

Livongo uses proprietary remote health signals and personalized interactions to drive better health outcomes across the full continuum of care, at every stage in a person's health journey.

Vice President of Federal Markets

Provided a comprehensive gap analysis for Operations, IT infrastructure, Sales, Marketing & Compliance needs for the Federal Markets.

- Set in motion innovative strategies that enhance healthcare delivery for our Veterans and Military personnel across the world using remote monitored portable devices, cloud interface with those devices and 24/7 health coaching services supporting people with chronic health conditions.

SCHERING-PLOUGH Corporation – Kenilworth, NJ 1999-2010

$22 Billion International Company manufacturing Pharmaceutical, Biotech, Surgical Implant Device (class 3), and Consumer Health Products.

National Federal Account Manager-U.S. Managed Care

Selected as 1 of 6 individuals to revitalize / reconstruct Federal Markets Managed Care BU, charged with sales and account management of oncology, surgical implant device (class 3), dermatology, gastroenterology, cardiology, anti-infective, women's health, neuroscience, internal medicine, and allergy products to federal accounts. Oversaw 200+ indirect reports via field sales force, DM's and RD's. Managed 17-state Central US geography, developing relationships with key decision makers in Federal accounts and 53 medical centers (MTFs) and IDN network systems. Geography included all Tricare / Federal Accounts in TX through ND and OH through CO.

Partnered with brand, marketing, legal, regulatory, and compliance departments to develop and implement pull through and reimbursement programs. Established relations with IDN system executives via providers, department heads, KOLs, and market movers. Developed field-based resources for sales representatives including marketing strategies and pricing negotiations. Mentored, motivated and coached over 200 field sales reps and managers.

Oncology Sales Account Specialist / Regional Oncology Trainer

Chosen as 1 out of 12 internal applicants for promotion to fill vacant territory, charged with increasing sales of oncology chemotherapy and biologic infusion medications. Selected as the Northern Plains Oncology District Trainer covering 9-state geography. Oversaw 10 indirect reports.

Professional Sales Specialist / District Trainer

- Outperformed sales goals 105% for all products in 2002 and 2003; improved territory ranking from bottom 20% to Top 5% on a national basis.

Hepatology / Immunology (Hepatitis-C) Sales Specialist (Innovex Contract) Eastern WI (1999-2001)

Marketed Rebetron (biologic / chemo treatment for Hep-C) to gastroenterologists and infectious disease specialists in commercial health systems, Wisconsin Department of Corrections and Milwaukee VA Medical Center physicians.

LA INC., A DEVELOPMENT COMPANY – Milwaukee, WI 1998-1999

$3M land development and health care systems design firm.

Sales / Business Development Representative / Investment Recruiter (1099 Independent Rep)

Recruited to lead new healthcare business development efforts for a small land development and health care systems design company. Developed market analysis defining underserved population with healthcare needs in Sheboygan and Racine. Identified healthcare delivery networks and philanthropists to invest in company.

Selected Achievements:

- Landed the health care services design project for the City of Racine downtown redevelopment efforts.
- Recruited Aurora Healthcare (IDN) to invest in the Sheboygan Falls Health Care Site Development project (30-office medical clinic

ICS ACCUTECH – Waukesha, WI 1996-1998

Healthcare Capital Equipment Manufacturer / Software Development Company with $7M in annual sales.

Regional Account Manager – Capital Equipment / IT Software Sales / Distributor Network Development

Recruited, developed, trained, and serviced horizontal sales and distributor network organizations. Responsible for selling custom patient IT software and capital equipment systemsto Medical Centers, Long Term Care facilities, and Indian Healthcare System accounts across 12 Southwestern states.

COMBINED YEARS OF MILITARY SERVICE 1990-2003

UNITED STATES ARMY RESERVES – Milwaukee, WI 2000-2003

Commissioned Officer in the Medical Service Corps with more than 60 direct reports.

UNITED STATES AIR FORCE RESERVES – Milwaukee, WI 1997-2000

Team centered medical squadron support of domestic and overseas supply missions for 440th Air Mobility Command. Supervised 11 Direct Reports.

UNITED STATES NAVY – Jacksonville, FL 1990-1994

Surgical Tech & Cancer Clinic Practice Manager, Dermatology Clinic – Naval Air Station, U.S. Naval Medical Center

Performed diagnostic and therapeutic outpatient surgical care for patients with skin cancer as a member of the Surgical Team. Provided operational oversight and supervised 5 direct reports and numerous professional staff members as Non-Commissioned Officer in Charge of 3 clinics. Managed the internal medicine residency program rotation and 2 satellite microbiology labs; responsible for purchase of surgical devices and supplies for 3 sites.

Selected Achievements:

- Orchestrated integration of electronic medical records (EMR) with national CHAMPUS / ALTUS medical records network.
- Awarded Combat Action Ribbon while deployed to Middle East in support of Operation Desert Storm / Operation Desert Shield.
- Over 4000 hours of operating room experience on surgical team providing diagnostic and therapeutic care for cancer patients.

EDUCATION, TRAINING & CERTIFICATIONS

Bachelor of Science in Health Care Management • Southern Illinois University - Carbondale (1995)
Certified Hospital Corpsman (600+ hours of academic training) • U.S. Naval School of Health Sciences-IL (1990)
Certified Dermatology Surgical Tech (600+ hours of academic and clinical rotation training) • U.S. Naval School of Health Sciences- CA (1992)
Advanced Trauma Medic • U.S. Airforce Reserves (1997)

PROFESSIONAL & COMMUNITY AFFILIATIONS

Founding Member of National Veterans Small Business Coalition (NVSBC) Medical Products Lobbyist Team (2016-2017)
Program Advisor and Mentor for Vets Biz Central, A regional Business Incubator (2013-2018)
Business Advisor and Program Presenter for Wisconsin Procurement Institute (2012-Present)
Election Steering Committee Member-Peter Donegan for Wauwatosa Mayor Campaign (Election: 2012)
Endorsed by City of Wauwatosa Police Union for 1st Aldermanic District Common Council Post (Election: 2006)
Board Member (Mayoral Appointment) – Civic Celebration Committee, City of Wauwatosa, WI (2000-2002)
Jr. Vice Commander Gross Yaksh VFW Post (3rd in Command of 900 members) (Elected 2000-2001)

Dear Mr Showe,

I would like to submit my name to the Board for consideration as a Board appointment.

I understand there will be interviews by the Board, so I will be brief.

Windward CDD is a Government entity, subject to state and local rules, laws and ordinances.

I was a police officer for thirty years, ten of which I was the Chief. I am familiar with how government entities operate and complying with governmental rules and laws.

The Board needs individuals who recognize and respect the fact that every dollar collected and spent, comes from a residents pocket.

In every one of my 10 years as Chief, I never exceeded but always came in under budget.

Board members must have a willingness to work and the ability do so collaboratively with others.

I have been a resident of FSO since February 2020. During that time I have been on the Pre-Transition Teams Steering Committee, as well as the Pre-Transition O&M Team.

After FSO transitioned to a resident Board, I became a member of the landscape committee. Starting with the selection of a new Landscape company.

Since February 2025, I have been the Chair of the FSO landscape committee.

If there is any additional information the Board needs or questions they wish to ask. Please do not hesitate to contact me.

I can be reached at:
Cell/Text: 201-280-2252
Email:
erose4seasons@gmail.com

Thank you
Erik Rose
1895 Estuary Lane
Kissimmee, FL, 34747