

**MINUTES
OF THE COLLIER COUNTY
CONTRACTORS' LICENSING BOARD**

July 19, 2017
Naples, Florida

LET IT BE REMEMBERED that the Collier County Contractors' Licensing Board, having conducted business herein, met on this date at 9:00 AM in **REGULAR SESSION** in Administrative Building "F," 3rd Floor, Collier County Government Complex, Naples, Florida, with the following Members present:

Chairman: Richard Joslin

Vice Chair: Michael Boyd

Members: Elle Hunt
Terry Jerulle
Kyle Lantz

Excused: Gary McNally
Patrick White

Absent: Robert Meister
Matthew Nolton

ALSO PRESENT:

Jason Bridwell – Acting Supervisor, Contractors' Licensing Office
Kevin Noell, Esq. – Assistant Collier County Attorney
Jed Schenck, Esq. – Attorney for the Contractors' Licensing Board

Any person who decided to appeal a decision of this Board will need a record of the proceedings and may need to ensure that a verbatim record of said proceedings is made, which record includes the testimony and evidence upon which any Appeal is to be made.

I. ROLL CALL:

Chairman Richard Joslin opened the meeting at 9:03 AM and read the procedures to be followed to appeal a decision of the Board.

Roll Call was taken; a quorum was established; **five (5) voting members** were present.

Comments by Chairman Joslin:

- He welcomed **Everildo Ybaceta**, the new Supervisor of the Contractors' Licensing Board Office, as well as **Jed Schneck, Esquire**, the new attorney for the Board.
- **Jason Bridwell**, the *Acting Supervisor* of the Contractors' Licensing Board Office, who conducted the meeting.
- The Chairman noted **Ian Jackson**, former Contractors' Licensing Board Supervisor, was now working for the City of Naples, and thanked him for his service to the Board.
- He also thanked **James F. Morey, Esquire**, former Attorney for the Board, who served for over six years, for his service to the Board.

II. AGENDA- ADDITIONS OR DELETIONS:

Changes:

- ***Under Item VIII, "New Business," the following case was DELETED by the County:***
 - Gabriel Jacobs, d/b/a "Sign On, LLC," Abating Citation #14996

III. APPROVAL OF AGENDA:

Terry Jerulle moved to approve the Agenda as amended. Kyle Lantz offered a Second in support of the motion. Carried unanimously, 5 – 0.

IV. APPROVAL OF MINUTES – MAY 17, 2017:

Vice Chairman Michael Boyd moved to approve the Minutes of the April 19, 2017 meeting as submitted. Elle Hunt offered a Second in support of the motion. Carried unanimously, 5 – 0.

V. PUBLIC COMMENT:

(None)

VI. DISCUSSION:

(None)

VII. REPORTS:

(None)

VIII. NEW BUSINESS:

A. Orders of the Board:

Kyle Lantz moved to approve authorizing the Chairman to sign the Orders of the Board. Terry Jerulle offered a Second in support of the motion. Carried unanimously, 5– 0.

(Note: The individuals who testified in the following cases in under Item VIII, “New Business,” were first sworn in by the Attorney for the Board.)

B. (The case was *DELETED*, per the Amended Agenda)

C. Paul R. Strauss – Review of Credit

(d/b/a “LaWayne Cheney Jr. Enterprises, Inc.”)

Chairman Joslin noted Paul R. Strauss had applied to Qualify the Cheney company and was before the Board to explain his credit issues.

Paul R. Strauss:

- He wants to open a pool company.
- He has worked in Naples since 1994 in the pool service industry without any blemishes to his reputation.
- He acknowledged he had a “bit of a hard time and was trying to dig myself out of a hole.”

Chairman Joslin asked the Applicant to “define that hole.”

Paul R. Strauss:

- I am working with Portfolio trying to pay them off.

Jason Bridwell explained the application was referred to the Board due to the low credit score and some adverse accounts.

Terry Jerulle asked if Mr. Strauss wanted to Qualify a Second Entity.

Jason Bridwell stated Mr. Strauss wanted to reinstate his license and then switch it to another business – to qualify another business – from one business to another. He clarified only one entity would be qualified but first, the Board would decide if it will reinstate Mr. Strauss’ pool service license.

Paul R. Strauss:

- The name of the company will be LaWayne Cheney Jr. Enterprises.

- His original company was *Southwest Pools* -- it was bought out by *Leo Jr. Pools*.
- Now he wants to open LaWayne Cheney Jr. Enterprises.

When asked who was “Cheney Landscaping,” Mr. Strauss pointed to an individual in the audience.

Chairman Joslin asked what happened to the pool companies.

Paul R. Strauss: I sold out. Leo, Jr. Pools bought out Southwest Pools. I made a bad business decision to get in with this last company that I’m glad to be out of. I am looking forward to working with LaWayne Cheney Jr. Enterprises.

Elle Hunt: So we would be reinstating the license?

Jason Bridwell: Yes, reinstating his pool license so that he could qualify the company ... only one company.

Elle Hunt: Okay.

Jason Bridwell: LaWayne Cheney.

Chairman Joslin: And that company is landscaping?

Paul R. Strauss: The name of the company will be LaWayne Cheney Jr. Enterprises.

Elle Hunt: With a d/b/a of “Cheney Landscaping?”

Paul R. Strauss: Yes.

Kyle Lantz: Is there a landscaping license tied to this?

Paul R. Strauss: Not on the pool service. I only qualify for pool service.

Kyle Lantz: Then “Cheney Landscaping” is not a landscaping company?

Elle Hunt: It’s just confusing. You are asking us for a pool license. You have a corporate business name ... but on all the documentation, you have this d/b/a of “Cheney Landscaping.” Can you explain to us why you are sharing the d/b/a under “Cheney Landscaping?” What does your application have to do with “Cheney Landscaping?”

Paul R. Strauss: That’s the way they made us fill out the application. I’m not sure because I’m only qualifying a pool company.

Jason Bridwell: That’s the current name of the company in Sunbiz. That’s why you filled out the application that way. If you wish to change the name, you can always incorporate a new name. But that’s not the way it was presented to us. You said you wanted to reinstate your pool license and then qualify “Cheney Landscaping.”

Paul R. Strauss: Right.

Jason Bridwell: Which is Mr. Cheney’s company.

Paul R. Strauss: Right.

Jason Bridwell: If you wanted a name change, it should have been added to this application.

Elle Hunt: You will be using to pool license to qualify “Cheney Landscaping?”

Paul R. Strauss: Exactly.

Kyle Lantz: Is “Cheney Landscaping” a licensed landscape company?

Paul R. Strauss: Yes. I am changing my name to the landscaping company ... yes.

Jason Bridwell: So, if approved, “Cheney Landscaping” will have a landscaping qualified and a pool service qualified.

Chairman Joslin: Now I think I understand.

Kyle Lantz: Are you an owner of “Cheney Landscaping?”

Paul R. Strauss: I am one of the owners ... yes.

Kyle Lantz: 50% or ...

Paul R. Strauss: No, ten percent.

Terry Jerulle: He's asking if you are an owner of the landscape company.

Paul R. Strauss: No. I have nothing in that, sorry, no.

Terry Jerulle: So you want to qualify a landscape company with a pool company that you are not an owner of?

Paul R. Strauss: I am qualifying the pool service side of it.

Chairman Joslin: But you are not affiliated with an ownership to the landscape company?

Paul R. Strauss: No, I'm not.

Chairman Joslin: Let's look at the credit portion of the application. You have a FICO score of 513. And the minimum is ... ?

Jason Bridwell: The minimum is 660.

Chairman Joslin: You are several hundred points away. (147-point difference)

Paul R. Strauss: I do realize that and I realize I am clearly digging out of a hole that I put myself into ... I made a bad business decision ... and I hope you look upon that I've been a licensed contractor since 1994 without any problems in this County at all.

Chairman Joslin: What cause the "hole" – what happened?

Paul R. Strauss: I hate to say this but a bad business decision. I made a bad business decision and went through a divorce – I became a single father – all at the same time and I had to make decisions on what was the most important thing for me at that time. And that's exactly where it is. I think I buried myself by keeping the business going which was a bit of a problem.

Chairman Joslin: Also on the credit report, there is something to do with a civil judgment. Can you explain that one?

Paul R. Strauss: That is for "Portfolio" – I wasn't in town and wasn't aware that I had a judgment. I've been digging myself out of holes just like that – if something came up that was more important, I paid it and got through with it. I didn't see that until this credit report was pulled – that it even happened.

Chairman Joslin: Are you able now to work? What are you doing now?

Paul R. Strauss: What's my job?

Chairman Joslin: What are you doing at this moment?

Paul R. Strauss: I'm doing a couple of different things – I work for a company, Southern Pools, I'm helping him get through his operations and am working with him to build his company. He's the new owner of Southern Pools – James Matthis – I am working with him. Right now, that's about it until we get this solved, hopefully.

Chairman Joslin: Are you working for them full time?

Paul R. Strauss: Yes.

Chairman Joslin: Are you on their payroll.

Paul R. Strauss: I am on the payroll.

Chairman Joslin: To license a company doing pool work is fine – but working under a landscape entity or licensed company is difficult to understand because it's very deceptive in a sense. You are advertising that Cheney is a landscaper yet, you can do pools. So, you can understand the Board's confusion. In the past, if you qualify another company or want to qualify a business like that, normally we require you to have an

interest in it. Do you have check writing ability? Are you a director or own any portion of Cheney Landscaping?

Paul R. Strauss: You know, at this point, I kind of settled into “we don’t know if we’re getting a license or not” – and we haven’t really even talked about that. But, yes, I’m going to be involved in the whole thing – absolutely.

Terry Jerulle questioned the Applicant:

Q. I’m still a little confused. One of the things in the past – when somebody comes to us because they don’t meet the County’s credit – they come to us with a plan of how they’re going to fix the credit. I don’t see that here. Right now – unless you give me other information to go on – I would like to see a plan of how you will fix some of your credit before I can vote for this license. Second, I would think you would want to incorporate this pool company into your name and not someone else’s name so that you have complete control of that company. Because if you are qualifying it, you are ultimately responsible for it. So, you should have that control.

A. I understand. I do have a plan on getting out of this [debt]. I’ve already talked to most of these people and I’m making either payments or ...

Q. People in the past have given us some evidence that they have spoken ...

A. I don’t have anything with me ... I didn’t know that this was about ... I mean, I’ve never been in front of the Board – I apologize for that.

Q. I understand.

A. I’ve been working with them as they’ve come up ... right now, I’m not making a lot of money ... I’m just trying to make ends meet and get this going.

Q. I understand. I’m not against you, Paul – I’m trying to give you some information.

A. Yes, sir.

Q. One of the things in the past – we’ve given people the opportunity to withdraw their application so that we don’t vote on it. We give you an opportunity to go back and put together a plan on how to pay these people off – and I don’t expect them to be paid off within a month, but at least have some documentation that you contacted these people and have a plan of how you’re going to pay them off and then maybe come up with a corporation that is in your name and that you have full responsibility to qualify. That’s my suggestion.

Chairman Joslin explained the reason was because if the Board were to vote, the Board would probably deny his application. If the application were withdrawn, Mr. Strauss could work out the credit issues and then come before the Board again – the Board would be more confident about granting the application for a license or qualify a company. He expressed concern about the name of the business – it was not a pool name. He stated to do pool work under a landscaping name was very difficult and deceiving to customers.

Chairman Joslin questioned the Applicant:

Q. From what I understand, Southwest Pools and Leo Jr. Pools were doing, I guess, very well.

A. Southwest Pools was doing very well.

Q. What was the reason, then, for leaving it or selling it?

- A. I'd been in it for a long, long time and wanted a change. Leo Jr., which is a landscape company, came to me and offered to go in with them and I thought it would be an easier route. I realized it was not an easier route and that's where it ended.
- Q. Did you have any control over Leo Jr. as far as what happened to them?
- A. At Leo Jr., I had control of the pool service but not – I guess not like I thought I would have – I was kind of under his thumb. He didn't let me do what I wanted to do. Not like Southwest Pools that was running forever and doing fine. I made a bad business decision.

Terry Jerulle questioned the Applicant:

- Q. So you qualified that company even though you didn't have any control over ...
- A. I had control over the pool service but not the landscaping.
- Q. Did you have check-writing ability?
- A. Yes.
- Q. You were financially responsible for the pool company?
- A. Yes.
- Q. Then why was it a bad business decision?
- A. Basically, because we were a partnership ... and he wouldn't ... I came into there by him saying to me that we could do certain things and when these things came about, he wasn't there to do his half. It just didn't get ... it was a very stressful place.

Chairman Joslin questioned the Applicant:

- Q. What type of license is it? Is it just a cleaning license?
- A. Yes.
- Q. Pool cleaning only? No repair.

Jason Bridwell: No – pool maintenance and repair.

Kyle Lantz questioned Jason Bridwell:

- Q. I was under the impression that, historically, if a business has been in business for two years plus – we do not check the personal credit – we just check the business credit. Is that no longer in effect?
- A. We check the business for any personal reports – the standard is to verify the failure to pay any contracted bills – that's what we look for. We use the personal report as another report.
- Q. I get that but isn't there a two-year limitation – once the business has been in business for two years, the personal credit does not apply. I don't know if it's going to further my question but possibly. Cheney Landscaping has been in business since 2005 and has paid all their bills on time and has done everything correctly. Now they're expanding into pool service and they have a history of paying bills and being financially responsible, and this gentleman is adding on to qualify for the pool under the guidance and leadership of LaWayne Cheney regarding ... and going on his record as to ten years as a good business. So, that to me is way more important than Mr. Strauss' inability to pay his bills completely because Mr. Cheney has 90% of the business so he's the guy who is responsible and we're going on his ten-year track record. Is that correct – am I speaking out of line?

Chairman Joslin: I don't think you're speaking out of line but I think, under the circumstances, if Cheney Landscaping has a pool contractor licensed under him, then the pool contractor's license would be responsible for any pool-related item – not the landscaping license.

Kyle Lantz: Correct.

Chairman Joslin: So, it's kind of confusing ...

Kyle Lantz: So, one of the things I was mentioning was that he's a pool contractor as an additional qualifier on a landscaper. Well, I mean I'm a prime example of why that is perfectly acceptable – I'm a General Contractor, Electrician, Plumber, Fire Sprinkler, Roofer, A/C Contractor – all under a home builder's name and I don't think anyone finds it deceiving when they hire me to do any of the trades. It can be done and it's done on a regular basis. I don't think it matters that it says "landscaping" on the ... if he's qualified for landscaping as well. You can start off as a landscaper and then add additional trades and you want to keep your good name as a landscaper ...

Terry Jerulle: But I think the distinction – as least for me – like I said, I'm still confused. Cheney Landscaping is not trying to qualify a second entity.

Kyle Lantz: No, they are trying to add another trade under their license. They are currently qualified as landscaping and they're trying to add on pool maintenance.

Terry Jerulle: But Cheney isn't – it's Paul Strauss who is in front of us as a qualifier.

Kyle Lantz: Cheney doesn't have ten years' experience as a pool guy – but just like you can hire a plumber who has been a plumber for thirty years and bring him on to your business and qualify the business under two separate qualifiers.

Terry Jerulle: And I would give that qualifier a larger piece of the business. Per the State, you must have your financial responsibility officer.

Kyle Lantz: Yes, but you don't have to have ownership to qualify a company. We see it all the time.

Terry Jerulle: But we still ask if they have a financial ...

Kyle Lantz: No, no, no – I'm not saying not to ask ... I'm just saying that you shouldn't deny him the opportunity to have a license.

Terry Jerulle: But to whom? Okay? And that's where I'm ... like I said ... I'm not arguing with you, Kyle ... I'm still confused. Paul is in front of us and it's Paul's credit report that we have been asked to review.

Kyle Lantz: Correct.

Terry Jerulle: And his credit report doesn't meet the Collier County minimum.

Kyle Lantz: But we also have ...

Terry Jerulle: No, we don't have anything on Cheney.

Elle Hunt: What we don't have is any contractual employment agreement that stipulates that if we do give Paul his contractor's license today that he is going to work for Cheney Landscaping. We have nothing to secure ...

Kyle Lantz: Yes, we do. Because we have a business – the license is not going to be Paul R. Strauss' license ... it's going to be Dewayne Cheney Jr. Enterprises, Inc., d/b/a Cheney Landscaping.

Elle Hunt: Do we give the license to the company and not the contractor?

Kyle Lantz: Correct.

Jason Bridwell: It will be under the company name with Paul as the Qualifier.

Elle Hunt: So if the Qualifier were no longer to work for Cheney, then they would no longer have a license?

Jason Bridwell: It would be inactive until they are Qualified as an active company.

Elle Hunt: Yes, that would make sense.

Kyle Lantz: He can't do a job under Paul Strauss – he can only do a job under Cheney Landscaping. He doesn't have to be an employee of Cheney Landscaping.

Elle Hunt: Okay. So, if he left, Cheney Landscaping would no longer have a Qualifier?

Kyle Lantz: No, they would still have a Qualifier.

Jason Bridwell: If he went through all the steps to qualify the company, then – correct – they would no longer have a Qualifier.

Chairman Joslin: But the problem is he has no control over Cheney Landscaping.

Elle Hunt: Well, that's not one of my issues. So, they are applying for the license and if we grant it, they are licensed because Paul works there. If they fire Paul tomorrow, they are no longer qualified because they wouldn't have a Qualifier to ...

Kyle Lantz: He would have to request to remove his license from that company.

Jason Bridwell: Correct.

Elle Hunt: And if he fails to do so, they are still “qualified” even though they don't have anybody with pool experience at the company?

Jason Bridwell: The burden would be on Paul to do that because he would still be liable.

Elle Hunt: Well, then, we need to look to Paul's qualifications on whether he will follow through with these things, and things like credit is a great example of whether he follows through with his responsibilities. So, I think I see what you're saying. I'm still having a little trepidation on whether we can ensure that you're going to follow up on things like that because you don't have ownership. But that's okay – it's a business decision. But you have obligations to Collier County and to the consumers here to follow up.

Paul R. Strauss: I'm curious. You said that for two years ... I was with Leo Jr. for two years – so why did they do my personal credit report?

Elle Hunt: That I can't answer.

Jason Bridwell: That was how many years ago?

Paul R. Strauss: You said I was grandfathered ... somebody was grandfathered in if they worked a company for two years ...

Elle Hunt: How long has his license been expired?

Jason Bridwell: I do not have that in front of me.

Elle Hunt: How long has your license been expired?

Paul R. Strauss: Umm

Jason Bridwell: Over three years.

Elle Hunt: That's probably why ... it's been ...

Paul R. Strauss: I was just with a company last year.

Elle Hunt: Licensed and qualified?

Paul R. Strauss: Yes – with Leo Jr.

Elle Hunt: Was Leo the Qualifier or were you ...?

Jason Bridwell: I apologize. It would have been last year that it expired.

Kyle Lantz: Can we bring up Mr. Cheney because I would like – I have a few questions for him as the 90% business owner.

Elle Hunt: One hundred percent.

Kyle Lantz: Doesn't he own 10%?

Elle Hunt: Nope – he said he owns nothing.

Paul R. Strauss: I said we didn't have anything worked out.

Elle Hunt: So, currently it's zero.

LaWayne Cheney Jr. was sworn in by the Board's attorney.

Kyle Lantz:

Q. Mr. Cheney, how long have you owned Cheney Landscaping?

A. I think it was 2005 when it was established. I've been in Collier County my whole life. I'm been doing lawn maintenance and landscaping since I was 25 years old. I just turned 50 yesterday. So, I have been doing this for 25 years. What I have done over the past few years ... I also have an irrigation license. I do pest control ... I have a pest control company. The pest control is all about apprenticeship and that's what this is about. I must serve two years of apprenticeship in the pool business before I can test my test. I can't go to the Board and get a license – I must have a Qualifier. I'm in my third year for my pest control and I'll be taking that test in September. What I'm trying to do is offer home service – a complete home service. Do indoor and outdoor pest control, we'll do your lawn service, we'll do your irrigation service, we'll do your pool service now. I live in Ava Maria so we're trying to build our company in Ave Maria primarily. So that's the whole concept of what we're doing.

Q. And are you the 100% owner?

A. 100%, yes, sir. Now my pest control – my wife owns 50% of that.

Q. And do you pay your bills on time?

A. I try to ... yes, sir.

Q. Business wise?

A. Yes, sir.

Q. Have you been late ... have you been sent to collection?

A. I've never been in collection. I've never been sued. I've never filed for bankruptcy. Have I been "late"? Anybody who is self-employed has been late a few times. I did all the landscaping for the Marriott on Marco. We do big jobs like that and they get a little slow – it leaves us scratching our heads trying to figure everything out. But, yes, I'm current on everything and I try to stay current on everything.

Q. Do you have a plan in place when you start maintaining pools – do you want to maintain them or do repairs or both?

A. My primary focus is to do the maintenance – the cleaning. I'm not going to go out and do _____ site and all that stuff. Maybe if I need to replace a pool pump, that's a pretty easy fix. That's something we can handle. I'm not doing screen enclosures or anything like that. We just want to have a pool service. Like I said, I want to offer my customer a "one stop" shop.

Q. And are you targeting your current customers or ... ?

A. Oh, yes, I'm targeting my current customers. We maintain the _____ Golf and Country Club – there are 380 homes in there. We're in our fourth year of that

contract. The total homes that we maintain in Collier County is somewhere around five to six hundred homes currently and that doesn't count my commercial properties.

Q. How many employees do you have?

A. I just let ten go so I'm down to twenty-five. But I had as many as thirty-five. When I was doing the Marco job about a year and a half ago, I had about sixty men working for me.

Q. And when you start taking on pools, how many do you anticipate hiring?

A. Well, the pools are a little bit different. That's one of the reasons why I'm so excited about getting into it – one man can do a lot of work ... you don't need thirty-five men. My lawn maintenance ... I have an eight-man crew just for one community and most of my other crews are four-man crews. My labor is expensive. With the pool service, you only need one guy. One guy can clean 50 pools a week easily.

Q. And you plan on overseeing the business portion of this and Mr. Strauss will be the technical ... ?

A. He'll be training the techs and making sure they are doing their jobs.

Q. So it's safe to assume that ... now you have multiple contractor licenses ...?

A. I have landscaping, irrigation, and I'm fixing to get my pest control license.

Q. And you have no problem doing multiple trades and overseeing multiple trades?

A. I've done it for twenty-five years.

Q. And adding another one, in your opinion, is ...

A. Just another step.

Q. ... just another step.

Chairman Joslin:

Q. With no background in it?

A. Well, I've cleaned pools ... I live in Florida. When I was young, I worked for Anchor Pools in Lehigh Acres ... but that was a long time ago.

Q. Are you going to attempt to do commercial work?

A. Not right at the beginning, no, sir. Will it happen? I'm pretty sure if I'm offered a job but that's not what I'm pursuing at this point.

Q. How about Paul – are you commercially licensed? Do you take care of commercial pools?

A. I don't do any pools right now.

Q. I know but have you done commercial pools in the past?

A. I have had my State license since 1994.

Kyle Lantz: My opinion is – financially, Mr. Cheney has it covered. He has a bunch of employees and he's been in business for seventeen years – for the most part with no hiccups. And he's getting his trade knowledge from ...

Terry Jerulle: I agree. I agree. But that's not what we're talking about. What we're talking about is ... Mr. Strauss' license has expired and he's trying to renew his license.

Kyle Lantz: But what better way to do it?

Terry Jerulle: To renew his license, we must go through his credit report ...

Kyle Lantz: Right.

Terry Jerulle: ... and figure out what the business plan is.

Kyle Lantz: But what better way to do it than to have a seventeen-year seasoned professional who has his “stuff” in order – knows how to pay bills – knows how to do that ... I mean that’s ...

[*Scriveners’ Note:* Members were talking over each other’s comments ...]

Chairman Joslin: In the business end of it ...

Elle Hunt: I agree ... there’s less risk ...

Chairman Joslin: ... what he’s trying to get into, umm ... Mr. Strauss ... I’m sorry ... no, Mr. Cheney, is it? He has no knowledge of the pool business so he can’t very well guide Mr. Strauss in the pool industry because he has no knowledge of it ... other than maybe he can go and clean a pool.

LaWayne Cheney: But I don’t need to guide him in that. What I need to guide him in is his business proposition.

Chairman Joslin: I understand. But the problem is that Mr. Strauss has already brought before us that he’s had problems ... a lot of problems ... which shows up in the credit report. How are those problems going to get taken care of ... out of his payroll or any incentives he will get from the business ... if you’re going to allow him to work for you, to work those off. Otherwise, we’re putting another pool man out there who has had problems in the past that aren’t being taken care of. That’s the plan that we’re trying to understand and look for, I believe.

Elle Hunt: Right.

Chairman Joslin: And that’s an important part of being able to move you from just cleaning pools in your own company to going in with someone. We’re not questioning the fact that Mr. Cheney is a very good businessman in what he does in his landscape business. We’re questioning the fact of bringing someone in who is already in trouble. Okay? I’m not saying that you couldn’t get him out but that’s where we are, I believe. Okay? That’s why we’re looking at this so closely – at least, I am.

Terry Jerulle: Let me put it another way, if Mr. Strauss’ credit was above 660 – would he be here?

Jason Bridwell: No – he would have been approved.

Terry Jerulle: You would have approved it and they would have been done?

Jason Bridwell: Yes.

Terry Jerulle: But because his credit is below the 660 ...

Jason Bridwell: That’s why we referred him to the Board.

Terry Jerulle: ... that’s why he’s here and that’s what we’re discussing ... the review of his credit and not Mr. Cheney at all –

Jason Bridwell: Right.

Terry Jerulle: I don’t have a problem ...

Kyle Lantz: I’m 100% ... Mr. Cheney is my reason why I think it should be approved. Because I’m ... Mr. Cheney’s financial responsibility and track record of being a good businessman ... and no matter what mistake Paul makes, Mr. Cheney is going to bail him out – teach him the way and bail him out because he’s got twenty-five employees, he’s got the financial ability to do it, he’s got the financial background – business management and leadership background – to do it. So, no matter what happens, he’s going to be guiding it and ... let’s face it ... contracting is not hard. People don’t come in

here because they screwed up cleaning a pool or because they screwed up building a house. They come in here because of their business sense and what better way to get him a mentor who's got seventeen years of experience than him? I'd much rather have him work with somebody who is experienced than have him work on his own.

Chairman Joslin: But that's the point – he's not experienced. Not in the trade.

Elle Hunt: I agree.

Chairman Joslin: I can see your point but ...

Terry Jerulle: But ... I don't disagree with you at all ... everything you said is correct ... but historically, we've asked people for a way of cleaning up their credit --- some sort of business plan --- and historically, we've asked to know what the relationship is between the two. Whether he's going to qualify the company – does he have check-writing responsibilities – I can't answer that right now.

LaWayne Cheney: I can answer that. No, sir, he will not have check-writing ability.

Terry Jerulle: But he's financially responsible for his license.

LaWayne Cheney: He will not be financially responsible for anything in the company. I will have an account set up ...

Elle Hunt: What we're trying to clarify ... he's responsible for his Contractor's license .. he is because ...

Terry Jerulle: Just like you are financial responsible for your license, if he qualifies a company – he is still financially responsible to the State for his license.

LaWayne Cheney: What kind of money are you talking for him to be responsible for? The licensing fees?

Terry Jerulle: No, no. As an example, if you go clean a pool and you buy chemicals to clean that pool, the bill for those chemicals must be paid.

LaWayne Cheney: By me.

Terry Jerulle: Well, he's financially ... I'm not arguing with you ... I'm just trying ... you asked me a question and I'm trying to explain to you – he's financially responsible to make sure that the bill is paid. Because it's his license. Right? How can he be financially responsible if there's not an agreement between the two of you that dictates how that is played out in the business world. Do you understand what I'm saying?

LaWayne Cheney: I understand what you're saying but when I went and did this for my pest control guy, none of this was even discussed.

Terry Jerulle: Because your pest guy probably didn't have bad credit.

LaWayne Cheney: I don't know if he had bad credit or not because we didn't look at it.

Chairman Joslin: Obviously, we must have or he would have been here.

Jason Bridwell: Pest control is a Collier County license and it would come through us.

Paul R. Strauss: I don't have any problems with any company that I was with, either. I mean I've never ...

Terry Jerulle: Listen, I'm not trying to find a way NOT to do this ... I'm trying to give you information of what, historically, we have done in the past. Historically, we've asked you ... all right ... you have bad credit ... something happened, I understand that. Okay? Completely understand that. Just give us a plan of how it's going to be fixed. Second, give us some sort of documentation of what the relationship is between the two of you so that, per the State, he's financially responsible for his license. He must make sure that you pay the bills or otherwise he's responsible for them.

LaWayne Cheney: I think I understand what you're saying and I think we should withdraw the application right now. When does the Board meet again so we can be prepared?

Chairman Joslin: Next month.

LaWayne Cheney: Next month. At this time, we would like to withdraw the application.

Terry Jerulle: But, but, but ...

LaWayne Cheney: I'm not upset ... I understand ...

Terry Jerulle: No, I know it ...

LaWayne Cheney: ... what you're going to do. So.

Terry Jerulle: Listen, I have full confidence in you – what Kyle said is 100% accurate and I believe that as well ... I think you're going to be good for Mr. Strauss. Ultimately, I think you're going to be fine. And I have 100% confidence in you. But we just need to define the relationship between the two because, ultimately, he's responsible. Okay? I'm a General Contractor – I have a license. If I go into business with somebody to qualify their company, I'm responsible for my license. I want something documented concerning what's going to happen between the two of us. Okay? If Elle is my partner, I want to make sure that she pays the bills. I want it in writing saying that if you don't pay the bills, I have the responsibility to take the check book away from you and pay the bills. Because it's my license that's being qualified. So, it's kind of protecting him as well.

Chairman Joslin: And being as though you are already having difficulty, I think this is something that you would want to have also. Just a way to make sure you dot all the 'i's and cross all the 't's – all that kind of stuff. That way, there's no complications should something happen. Hopefully, maybe it won't ever happen but at least everybody is protected. Okay?

Jason Bridwell: If I may, perhaps to – maybe there is some common ground we could find as to “protection” and the ability to still issue a license ... perhaps with a probationary period. I know he testified that he reached out to these companies, maybe after a controlled probationary period, he can bring that plan in writing back – “this is what I testified to and this is what I've done.” Since he does have backing with a ...

Terry Jerulle: Do you understand what he's saying? He's asking us or maybe, making a recommendation or ...

Jason Bridwell: Yes.

Terry Jerulle: ... suggestion that we approve your license application on a temporary basis – a probationary basis – and then you'll go out and get that information and come back to us.

LaWayne Cheney: Sounds good.

Elle Hunt: Maybe in like thirty days.

Chairman Joslin: Could you something like that back to us in writing in thirty days? Yes?

LaWayne Cheney: Yes, sir.

Terry Jerulle: Are we meeting next month?

Jason Bridwell: Yes.

Chairman Joslin: Is that a recommendation from Staff?

Jason Bridwell: Yes. That was the County's recommendation.

Chairman Joslin: That, I think, would be a bit easier for all of us on the Board. I mean, we're not questioning the fact that you will be able to do it. It's just, as I said, crossing the 't's and dotting the 'i's and putting it before us so that we know that not only are we letting a licensed contractor go out and be "cultured" in a sense, but knowing that the Collier County public is going to be able to understand what services you are going to be able to offer. I see what you're doing in Ava Maria and there's no doubt that it's a good place for it. So, with that said, if anyone wants to make a motion.

Jason Bridwell: Just one quick clarification on that before you make a motion – is also to bring updated business and personal credit reports on both companies. On both companies and personal – yes.

Kyle Lantz: I thought we were just talking about one company?

Jason Bridwell: We would prefer to see both companies, but it's up to the Board.

Kyle Lantz: I understand the landscaping but what's the second company?

Jason Bridwell: The Leo Jr. Pools – the one he was ...

Paul R. Strauss: It's closed.

Kyle Lantz: He's not associated with ...

Jason Bridwell: Okay ... so it would just be Cheney Landscaping then.

Chairman Joslin: And then the updated personal?

Jason Bridwell: Yes.

Chairman Joslin: Okay. On the updated personal, I think it would be to your advantage if you also brought us some kind of a plan. I know that you're going to be working for Cheney and you're going to doing pools there – you're going to be getting paid somehow. Correct? I would like to see a plan of some of these creditors who have been contacted as far as how you are going to work off these credit issues that you have ... to try to work yourself out of this hole that you said you dug. Okay?

Terry Jerulle: This means you have to contact every one of them ... and say ...

Paul R. Strauss: Everyone who's on here?

Chairman Joslin: Every one that is derogatory ... or as many as you can.

Terry Jerulle: Just come up with a plan. Say, "I'll give you \$10.00 a month" or any ...

Paul R. Strauss: I understand.

Terry Jerulle: Just come up with some sort of plan to pay them off. Or negotiate what the cost is.

Chairman Joslin: And the civil judgment also, Okay?

Elle Hunt: Are you clear on what we're asking of you – like what to bring here at our next meeting?

Paul R. Strauss: A game plan on paying back these people.

Elle Hunt: Okay.

Paul R. Strauss: An agreement between me and him on what my responsibility and what his responsibility, and what happens at the end if I leave or if he leaves.

Elle Hunt: Okay.

Paul R. Strauss: And that's basically it – right?

Elle Hunt: And your credit reports – updated. Okay. And when you say a "game plan," what we're going to want to see is all the names documented somewhere, who you talked to, and what the agreement is. And dates – so if it starts by and progresses ... meaning that if you start at \$40.00 a month and in six months, it goes to \$100 per month

... that type of thing – we want details. Okay? Does that sound good or am I missing something?

Kyle Lantz: I just want to clarify something because we have a couple of attorneys on the Board who think differently than contractors think.

Elle Hunt: Yes, we do.

Kyle Lantz: So if an agreement between the two of them as to their working thing ... they don't have to go to an attorney and spend a bunch of money ... they can sit down like friends but it has to be a written ...

Chairman Joslin: Document.

Kyle Lantz: ... document, thought out. It doesn't have to be done by an attorney and if it's bad in one of their favor, that's not our concern. Our concern is that they've actually done ...

Terry Jerulle: I do agreements every day without an attorney.

Elle Hunt: Yeah.

Kyle Lantz: I know.

Terry Jerulle: So I'm agreeing with you ... I'm agreeing with you.

Elle Hunt: I would recommend that you consult an attorney to ensure that you are protecting each of your best interests, but that is the attorney in me ... so ... and to Kyle's point – you can always choose to get into a bad agreement but I think talking about this will help both of you understand what your obligations to each other will be. We don't have a proposition of what that should equal, just that you have something documented.

Chairman Joslin: And what period of time are we talking about for the probation?

Elle Hunt: Thirty days ...

Jason Bridwell: It's up to the Board to determine.

Elle Hunt: ... is what I'm recommending.

Kyle Lantz: Forty-five.

Chairman Joslin: In all honesty, I think it's a moot point to try to issue a temporary license at this point then. Why not just have them come before us in thirty days with the information and we'll just grant the license?

Elle Hunt: Yes.

Terry Jerulle: He's not going to be able to do what has to be done in thirty days. I would say give him the license and ask them to come back in sixty days with this information.

Paul R. Strauss: I'd be able to get things more ... because I don't know how quickly they will work with me ... in thirty days.

Chairman Joslin: Right.

Elle Hunt: Okay.

Terry Jerulle: When I say that, I'm thinking on their side. But on your side, you need to react right away. And as Kyle said, it doesn't have to be an attorney document – just an agreement between you, and make sure that if he doesn't pay the employees, you have to pay the employees because you are financially responsible – it's your license. That's who we look to.

Paul R. Strauss: I understand that. I was in a bad business before and I don't plan on that happening again.

Chairman Joslin: Check writing responsibility would be a great way because that way you are sure ... you have the check book and ...

Kyle Lantz: It can be an account with a small balance – it doesn't have to be ...

Elle Hunt: We shouldn't advise them legally on what they should be doing. We should just probably advise them to communicate with each other.

Jed Schneck, the Board's Attorney: If I may, I think the issue here that Mr. Strauss is intending to serve as the primary qualifying agent. And that is defined in the Code and it outlines the supervision and control that the Applicant needs to qualify that business entity. I would look at the definition and mirror that language in your agreement – be as general as possible using the language defined in the Code.

Elle Hunt: Do you have the Code in front of you, Jed, and can you at least give them the Code number so they can look it up easily? Thank you. This way, you guys won't have to search through all those documents.

Kyle Lantz moved to approve the application of Paul R. Strauss to reinstate his license as a Swimming Pool Maintenance and Repair Contractor on a probationary basis provided that the Applicant returns before the Board within sixty days to present an updated personal report for himself, a business credit report for Cheney Landscaping, a credit-repair plan for the Applicant, and a written employment qualification agreement between Paul R. Strauss and Cheney Landscaping. Elle Hunt offered a Second in support of the motion.

Chairman Joslin asked the members if further discussion was needed. (No response) He asked if the County was satisfied and Jason Bridwell responded, "Yes."

Chairman Joslin called for a vote on the motion. Carried unanimously, 5 – 0.

Jason Bridwell suggested to Mr. Cheney and Mr. Strauss that they meet with him later in the afternoon to discuss the agreement.

D. Marius Sacacian – Review of Credit

(d/b/a "Olde Naples Tile & Granite, LLC.")

Chairman Joslin asked Mr. Sacacian to update the Board concerning his credit report.

Jason Bridwell stated the application was before the Board due to issues with the credit report – the Applicant's score was under 660 – and there were some issues concerning the application – Questions #2 and #3 were not completed.

Elle Hunt asked why the name was so familiar.

Kyle Lantz noted there had been a previous case with an Applicant named Karin Sacacian.

Elle Hunt stated she thought the Board had removed her license.

Jason Bridwell explained Karen Sacacian was the previous license holder under *Olde Naples Tile and Marble*. That company has since been dissolved.

Elle Hunt: Why do we want to give them a license again because we're going to qualify her company ... and is there a relationship between you and Karin.

Marius Sacacian: Yes.

Elle Hunt: It is a legal relationship – are you the spouse?

Marius Sacacian: Of course.

Kyle Lantz: Someone can correct me if I'm wrong but my understanding of this case – I don't know if you have that on file but my understanding was ...

Elle Hunt: He was involved with it.

Kyle Lantz: ... he was involved in it and ...

Elle Hunt: Right.

Kyle Lantz: ... did work outside of the scope of the license under his name. Does that ring a bell?

Jason Bridwell: That is correct.

Marius Sacacian: I didn't work for myself ... I worked for her company.

Elle Hunt: Yes ... we probably need some more information on the previous case because she stated some of the money that Mr. Sacacian took in for a job that she had no awareness of ... and the money going into a joint account ...

Marius Sacacian: I never did the job.

Elle Hunt: What I'm saying is that your wife testified to certain facts during her trial that included you.

Marius Sacacian: She never tell that I did the job.

Elle Hunt: What I'm saying is that we probably need significantly more information regarding this one.

Jason Bridwell: If you look at the application on the second page – Questions 2 and 3. The application has been approved by the Board and the County and is required of all applicants to complete. Where it states, *"List all businesses, firms, entities or contracting businesses you have been associated with during the last ten years (i.e., held a license for or been a partner)."*

Elle Hunt: His answer is "not applicable."

Jason Bridwell: We have Sunbiz Corporation papers that he was a managing member of Olde Naples Tile & Marble ... that should have been listed.

Elle Hunt: So we have an inaccurate application.

Chairman Joslin: And false information.

Assistant County Attorney Noell: Our recommendation – and I don't want to speak for Staff – but I know Jason and I have spoken about this application – our recommendation is that this is an incomplete, at best, application. The direction we would request is that he return and work with the Contractor Licensing Supervisor to fully, completely, and accurately fill out the application and then, at that time, bring it back before the Board along with the corresponding documentation including probably the transcript from the previous hearing so that the Board has a full picture. In addition to the review of credit, the other issue we have is the incompleteness – no answers to Questions #2 and #3.

Elle Hunt: Yes.

Assistant County Attorney Noell: That is our recommendation to the Board.

Terry Jerulle: I believe the Ordinance states that one of the reasons we can or need to reject applications because of an incomplete application – is that correct?

Attorney Schneck: That is correct.

Assistant County Attorney Noell: It would be essentially denied and he would need to re-apply and fully complete the application.

Chairman Joslin: I knew there was a history behind this when I read this. So with that said, I don't think there's much use in going into much more of this at this time. I'm going to ask for a motion.

Terry Jerulle: Do you understand what we just said?

Marius Sacacian: Not really but you asked me if I worked for my wife ... correct?

Elle Hunt: No, I didn't ask you that. I just asked if there was a legal relationship between you and Karin, and you answered that you were married.

When Mr. Sacacian asked another question, Elle Hunt replied that she said there had been a case before the Board a few months earlier in which Mrs. Sacacian testified to certain pertinent information that included her husband, Marius Sacacian.

Marius Sacacian: But I never work ... I was like a husband.

Elle Hunt: No, no, no.

Terry Jerulle: She did not say that. We are not saying that.

Elle Hunt: We are just saying that she testified – giving us some information about you – and for us to remember this and recall that information, we would need to re-evaluate that testimony and those transcripts. We don't have it in front of us so I can't opine on that any more than what I just said because I don't have the information in front of me.

Marius Sacacian: But you do have the paper where I work for different company?

Elle Hunt: This is incomplete because if you look at Page 2, Item #2 on your application, it states: "*List all businesses, firms, entities or contracting businesses you have been associated with during the last ten years ...*" and you put "Not Applicable." That's incorrect. We do have documentation from the County showing where you had business relationships with other companies.

Marius Sacacian: Other company – I put one.

Elle Hunt: You put "Not Applicable." This application here is incomplete. And we are going to deny this application because it is incomplete.

Marius Sacacian: What I have to do to complete application?

Chairman Joslin: The best thing would be to contact the Contractors' Licensing Office – go there and they will explain to you exactly what you need to do and how to do it; then the paperwork will come before us so we can proceed with this case – this request that you have. There are a lot of open areas that need to be discussed and ironed out before we can look at this but right now, the application is incomplete. So we can't act on it.

Marius Sacacian: I come here for the credit score – right? You ask me nothing about the credit score.

Chairman Joslin: We are not going to get into asking you things right now. We are going to ask you to come back in thirty days with a complete application that's correct so we can look at it and make an honest judgment as far as whether to deny it or approve it. If you contact the Contractors' Licensing Office, they will walk you through it and give you all the steps that need to be done. Okay?

Chairman Joslin moved to approve denying the application of Marius Sacacian to obtain a tile and marble installation contractor's license. Kyle Lantz offered a Second in support of the motion. Carried unanimously, 5 – 0.

E. Steve Chavez – Review of Credit

(d/b/a “Complete Watch, LLC.”)

Chairman Joslin asked the Applicant to explain the items on his credit report.

Steve Chavez stated when he turned in the 17 copies of his application and credit report to the Licensing Office, they kept the original documents and he did not have the information in front of him.

Jason Bridwell provided a copy of the application and credit report to Mr. Chavez.

Mr. Chavez asked if the Board wished to discuss his personal credit first or the business credit.

Elle Hunt: Is this a new license or a renewal?

Jason Bridwell: This is an application for a new license.

Chairman Joslin noted the Applicant had passed the Business and Law exam.

Chairman Joslin questioned the Applicant:

Q. What is Complete Watch going to do?

A. Originally, I wanted to make it a home watch business but I now want to start off doing cabinetry and carpentry first. My LLC is very similar to the first case – I want to do a complete service thing. When I advertise, I will only talk about the cabinetry and the carpentry aspect of the business. So Complete Watch is just a cabinetry and carpentry company.

Now, I’m looking at my credit report and I am noticing that I paid some of these off already. For example, the TJ Maxx – it goes all the way back to 2011 and I paid that off maybe a year ago. (Page 2 of 15)

Terry Jerulle: Can we start at number one and just walk through it.

Chairman Joslin: Yes, one at a time. I see your FICO score is 626 which isn’t that far off .

Terry Jerulle: You are 25 years old, Steve?

Steve Chavez: I just turned 26 in April.

Vice Chairman Boyd: He’s just young – he doesn’t have a credit record ... doesn’t look as if he has anything charged off.

Kyle Lantz: Item #2 – TJ Maxx – says it was charged off.

Terry Jerulle: And that’s the one – are you sure you paid it?

Steve Chavez: I for sure just paid it off – almost a year ago.

Terry Jerulle: Do you have any record of that?

Steve Chavez: Not on me but I can probably pull it up on my emails or something. I don’t have it on paper to document. Aside from that, the medical bills – I’ve paid some of them off, too. Those go back to almost high school. I tore my ACL and I am paying for the surgery for that repair and other injuries. I don’t really have any reboot or repossession of my vehicles or foreclosures.

Kyle Lantz: I see two medical bills. One is for \$146.00 and another for \$224.00. And I can’t find a dollar amount for the TJ Maxx, unless I’m missing something. But

those are the only derogatory things that I've found. I think it's just because he's young. He doesn't have much credit, good or bad. I don't think that's a bad thing.

Elle Hunt: He's just young.

Chairman Joslin: Pardon his disrespect of the young. He has a way with words.

Elle Hunt: (Laughing) Now that you're not young ... a little older than "young."

Chairman Joslin: What's your plan to take care of the rest of the items that are on here? We're not seeing anything that is real derogatory and it doesn't sound like a whole lot of money.

Steve Chavez: No, I think it's just the two medical bills – one is somewhere in the \$200s and the other in the \$160s. I can make a phone call now and pay them off if I need to. I don't know if they are even still active – if I could. If that is an option ... if they are so deep into collections ... it's from eight years ago. I don't know if it is an option.

Chairman Joslin: Were you aware that they were on the credit report?

Steve Chavez: No, not until recently.

Terry Jerulle: I'm not sure how to say this ... but part of your future business relationships and experiences is going to be this, so you need to keep your credit score in mind as you further your career in business. You will need to take out loans to maybe buy equipment or to hire people. To do that, you need to have a good credit score.

Steve Chavez: Yes, sir.

Terry Jerulle: So this will be a good lesson for you. I guess what I'm saying is you should take care of these if you can. Always try to check your credit score and always try to maintain a good credit score.

Steve Chavez: Absolutely. I learned that with the TJ Maxx account. I got that credit card when I was 18 or 19 and I maxed it out immediately. It came back to bite me later – you know, it kind of knocked down my credit score. Now after paying it, it takes forever for your credit score to go up when you pay things off – and it's the complete opposite when you owe – it goes on immediately.

Kyle Lantz: So you're stating that you did pay off TJ Maxx?

Steve Chavez: It is paid off.

Kyle Lantz: If we were to approve your application for a license and give you sixty days to supply evidence to Staff that (a) TJ Maxx is paid off, and (b) that the two medical bills are paid off – would you be able to pay them in sixty days?

Steve Chavez: Absolutely.

Chairman Joslin: One last question about your application. On Page 2, Question #2, these are all the people you have worked for in the past? One of them is Olde Naples Tile & Marble.

Steve Chavez: You know the gentleman who just walked out?

Chairman Joslin: I know.

Steve Chavez: I worked for him.

Chairman Joslin: I was just verifying that you worked for Olde Naples Tile & Marble, Woods Brothers Construction, and TNT Cabinetry. How long have you been doing cabinetry? Is that what you're going to do?

Steve Chavez: It is. I started in 2012 and two years ago, in 2015, I wanted to open my own business. So I went through the process of submitting my application and I hit a few speed bumps. I thought it would be cheaper than ... I thought it would be an inexpensive thing to open your own business ... \$4,000 later. You're opening a bank account, you're submitting applications, you're paying for a really expensive test, and I ran out of funds before I could start my business so I put it on hold. Now, two years later, I have the funds to open it and it turns out I have a pretty bad credit score.

Chairman Joslin: It's not that bad. To be forty points off what our minimum is – is not that bad for a twenty-five-year-old young man – compared to other people who have much, much lower scores.

Steve Chavez: So when I put it on hold, I didn't want to do anything outside – I didn't want to do things illegally by not having a license and do work, or work in the trade where you do need a license and insurance. So I put everything on hold and told the people who wanted me to cabinetry in kitchens and bathroom remodeling that I didn't have a license. I thought it would take a week or two to get a license. It turns out that I just couldn't start one because of the process that it takes. So for the last two years, I haven't been doing any cabinetry on my own at all. I do odd jobs with a buddy of mine who has his own company. For my main income, I do valet parking down at Third Street and that's funding my application process and paying off all the other debts that I owe on my credit report.

Chairman Joslin: Sounds as if you are a well-rounded person. You are trying very hard and doing it the correct way – which is great. I commend you for that. I think we've heard enough maybe.

Kyle Lantz: I support your endeavor. My only question is – we have a sheet here that says Complete Watch, LLC is inactive. The last event was an administrative dissolution – I'm guessing you never filed your Annual Report? So is it active or inactive?

Steve Chavez: No, it's inactive.

Kyle Lantz: You are looking to qualify Complete Watch, LLC – correct?

Steve Chavez: Correct.

Kyle Lantz: But that's an inactive company.

Steve Chavez: Correct – it's inactive. I stopped two years ago – I gave it up – I closed out my business accounts. The business accounts closed on their own because I wasn't – I wasn't getting in a check – I wasn't getting paid at all – any money to deposit into my "Complete Watch, LLC" Bank of America account. I personally didn't go into any building and say, "Hey, I want to close this account or close this business" – it went inactive because I didn't do anything with it for two years. I couldn't – I didn't have a license for it.

Kyle Lantz: So, from my perspective, you can't qualify a company that doesn't exist.

Vice Chair Boyd: It exists – it's just inactive. All you have to do to activate it with the State is to pay the fees.

Terry Jerulle: I just paid a couple of them ... it's like \$538 ... the State really gets you on costs. But you have to pay that. Are we giving him a license or are we giving the company a license? We're giving him the license – right?

Jason Bridwell: We're giving him the license but he does have to qualify an active company.

Kyle Lantz: The license is under “Complete Watch, LLC.”

Chairman Joslin: Say that again – to give him a license, he has to have an active company?

Jason Bridwell: He has to qualify an active company.

Chairman Joslin: Seeing that “Complete Watch” is not an active company, can we give him a license?

Jason Bridwell: If he brings in the proof of payments and an active corporate paper, then we can issue it. It can be approved but we won't issue it until the company is active.

Elle Hunt: Question about that – if he finds out that it's too expensive to activate Complete Watch, LLC and he decides to open something smaller like a sole proprietorship, would we be able to grant him a temporary license and allow him to change the active company that he would be qualifying?

Jason Bridwell: He can qualify as an individual. Yes.

Elle Hunt: Okay. Okay. Did you understand what I said? If this is too expensive because you're going to have to pay off your bills, if ...

Terry Jerulle: I really think it's going to be the same price.

Elle Hunt: Is it? You have options on what to do with Complete Watch, LLC. Either make it active or create a different entity.

Steve Chavez: My only question to you: I was assuming it became inactive because I didn't do anything or make ...

Elle Hunt: That's exactly right. It became inactive. It was an administrative dissolution.

Steve Chavez: If that's the reason why it became inactive, then I understand.

Terry Jerulle: The State sends you an email or whatever form of contact information that you applied for – in my case, they send me an email every year that I have to go into Sunbiz and pay \$538 for my LLC. I'm assuming that's what this is. You didn't pay the \$538 so they deactivated or dissolved your company. The result is you have to apply and pay for another company – another LLC.

Steve Chavez: So every year you have to pay that?

Terry Jerulle: Yes, to keep your business going. It's a tax – just another tax.

Elle Hunt: That's if you chose to do an LLC. It would behoove you to decide how you want to run your business and then chose an entity or organization that best suits your needs and go from there.

Steve Chavez: Okay.

Chairman Joslin: Either way, you must have one or the other.

Elle Hunt: Yes – you need some type of active company and however the County describes it as what you need to have, they are saying you can be active as an individual. So, something like a sole proprietorship may be an option for you.

Steve Chavez: Okay.

Elle Hunt: That's a decision you will have to make.

Kyle Lantz moved to approve the license application of Steve Chavez subject to the following conditions: (1) his license will not be issued until he has an active company of his choosing so the license may be attached to it, and (2) within sixty days, he is required to provide evidence to the Contractors' Licensing Office staff verifying that he has paid the amounts due to Bank of America, Commonwealth Finance (two medical bills), and TJ Maxx, and Receivable Management Group. Vice Chairman Michael Boyd offered a second in support of the motion.

Chairman Joslin asked Mr. Chavez if he understood the motion and what he was required to do.

Steve Chavez: Activate my company and show proof of payment of the bills.

Chairman Joslin: You have to bring that to Staff and, if they approve, you will be set to go and run your business the way you want.

Steve Chavez: Awesome.

Chairman Joslin called for a vote on the motion. Carried unanimously, 5 – 0.

Terry Jerulle: Steve, just for your own information. You're young and you are starting out in business. Do you know what the CBIA is? It's a Collier County business association – "Collier Building Industry Association." You may want to join that organization – not just to give them money but it's a good networking opportunity for you since you are just starting your business. I would recommend that. The people there can give you advice as well as potential leads on future work. I think that's important for you to do.

Steve Chavez: Sir, I appreciate it – thank you.

Elle Hunt: Something that we see here often is a contractor's failure to run his business properly. So you may be really great at carpentry but running a business is a completely different beast.

Terry Jerulle: Exactly. As Kyle said earlier, typically we don't see people here because of their work – they're here because they didn't run their business. There are people at the CBIA – if you join and make relationships – you can ask them questions about financial issues and how to run your business. And you can always call me if you wish – if you have any questions on anything.

Steve Chavez: Thank you.

Jason Bridwell recommended to Mr. Chavez that he come to the Contractors' Licensing Office after 2:00 PM and he would answer his questions.

IX. OLD BUSINESS:

(None)

X. PUBLIC HEARING:

(None)

NEXT MEETING DATE:

WEDNESDAY, AUGUST 16, 2017

BCC Chambers, 3rd Floor – Administrative Building “F”,
Government Complex, 3301 E. Tamiami Trail, Naples, FL

There being no further business for the good of the County, the meeting was adjourned by order of the Chairman at 11:00 AM.

**COLLIER COUNTY CONTRACTORS’
LICENSING BOARD**

RICHARD JOSLIN, *Chairman*

The Minutes were approved by the Chairman on _____, 2017,
“*as submitted*” [] - **OR** - “*as amended*” []