

**FEDERATION OF KINGS POINT ASSOCIATIONS, INC.**

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Please find attached a copy of the reports from the Federation Board of Directors Meeting that was held on Wednesday, May 10, 2017.



**TO: Federation of Kings Point Associations Board**  
**FROM: FirstService Residential – Rick Dowsnell, General Manager**  
**DATE: May 10, 2017**  
**SUBJECT: The FirstService Residential Management Report**

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All Federation Directors presently sitting on this Board are current owners of condominium parcels or single family dwellings in the District they represent within Kings Point. This verification is based on information published in the public records of Hillsborough County on May 5, 2017.

Financial statements and reports continue to be completed and delivered accurately and in a timely manner by the end of the succeeding month. FirstService Residential provided individual association accounting conferences at the Kings Point FirstService Residential office during the month of April. The association treasurers and presidents that utilized this meeting were provided answers to any questions regarding their financials by Debbie Lauber. Please contact the FirstService Residential office to schedule a conference in May.

FirstService Residential as part of the new management contract is implementing various services. One key new service is the Landscape Contract Manager which Darryl Flint is providing and coordinating. Another service we have begun to implement is converting each Associations Declaration, Bylaws, Amendments and Bulk Contract documents into searchable PDFs. Louise Landry is coordinating this massive detail undertaking and uploading these documents into each association's website. You will be notified once your association is complete. On Thursday May 4<sup>th</sup>, Maureen Connolly, FirstService's North Central Region Vice President, Barbara Carrington and Jessica Gisewite held an in-depth training session for all of the Kings Point Team associates. The training was on the Connect Data System and Website development. This training will be ongoing as new features and services are rolled out for improved customer service and experiences.

OLM completed a random inspection on April 26th. The full report of OLM along with additional information regarding Work Schedules etc. is available on the KPSCC.com website Landscape page. OLM will have a graded inspection on May 22, 23 & 24<sup>th</sup>. The Lawn, Landscape & Irrigation meeting will not be held this month however OLM's full report will be posted on the KPSCC.com Landscape page.

FirstService Residential and MainScape will present a President/POC Lawn and Landscape Information Meeting on Wednesday, June 21, 2017 10 am to 12 pm in the Veterans Theater. The agenda will include various topics such as: Landscape Best Practices, Association Irrigation and Landscape Options, Florida Friendly and Question and Answers.

FirstService Residential and MainScape will also present Follow Up Landscape Workshop in July for Presidents/POCs, Date, Time and Location will be announced. Looking forward for your great participation at the June 21<sup>st</sup> meeting and the Follow Up Workshop in July.

Currently, FirstService Residential management is coordinating various projects and contracts with four (4) associations for painting, four (4) associations for roofing, five (5) associations for pavers/driveways/sidewalks and eighteen (18) general maintenance repairs.

FirstService Residential Customer Service Representatives have processed for April 2017:

- 65 Property Transfer Applications YTD 219 compared to 2016 YTD of 183
- 45 Lease Applications YTD 182 compared to 2016 YTD of 160

Please update your Emergency Information with the FirstService Residential office. This information is extremely important whenever emergency assistance is necessary. Your continued assistance in returning this information is greatly appreciated.

**Have a great month!  
And a Reminder!....**



**REMINDER!**

Before you leave for the season...  
Or more than a week...

Be sure to turn OFF the  
water at the main

**AND**

Be sure all fans, lights and  
appliances are turned OFF  
before you lock the door.



**Federation Board of Directors Meeting  
May 10, 2017  
General Manager's Report**

**I. Recreation**

**A. Administration:**

1. The 2016-17 year is now closed and we estimate audit team to be onsite in late May/early June.

**B. Operations:**

1. **2017 Summer Series:** The Summer Series shows have been contracted for \$11,900. Current revenue for 567 tickets is \$13,862 recovering 116% of the contract cost. The first show is May 16, 2017

2. **Fitness Center and Spa Usage:**

a. **Fitness:** Fitness Center usage for April is attached below.

2017- April- Fitness											
April	KPCH'17	KPCH'16	KPCH'15	KPSC'17	KPSC'16	KPSC'15	2020'17	2020'16	Total Apr'17	Total Apr'16	Total'15
Group Exer	1,396	1,292	1,800	624	819	2,829	2,302	3,169	4,522	5,280	4,629
Fitness Center			2,906	2,239	2,733	3,547	5,295	5,803	7,534	8,536	6,453
Orientalisms			8	6	1	5	25	35	31	36	13
<b>Total</b>	<b>1,396</b>	<b>1,292</b>	<b>4,714</b>	<b>2,869</b>	<b>3,553</b>	<b>6,381</b>	<b>7,822</b>	<b>9,007</b>	<b>12,087</b>	<b>13,852</b>	<b>11,095</b>
	<u>Fitness</u>		<u>Group X</u>								
Overall YTD April'15									Total YTD'17	Total YTD'16	Total YTD'15
Overall YTD April'16									12,036	13,816	11,082
Overall YTD April'17											

b. **Spa:** The Spa performed 611 services in April on 394 clients. April figures for services and merchandise sales showed a seasonal drop to \$20,685. These services are still 45% up over the same period last April, and right on budget.

3. **Pointer advertising:** There were \$1,301 in ad sales for April.

4. **Guest pass and badge sales:**

2017-18 Sales:	Apr	YTD '17-18
1-Day Pass	\$6,100	\$6,100
Replacement Badges	\$100	\$100
<b>Total</b>	<b>\$6,200</b>	

5. **The Florida Lottery:**

Online Tickets:

Apr Sales	\$3,184
Total Sales	\$137,567
Total prizes Paid	\$22,392

Scratch Off Tickets:

Apr Sales	\$20,849
Total Sales	\$294,886
Total prizes paid to date	\$195,095

**II. Operational notables:**

1. Final Project Improvements outstanding on the 2016-17 plan are:

a. Theatre Backstage Dressing Room renovations are 90% complete and opening set for May 12th. New ceiling lighting was installed, new paint, new flooring, new vanity tops.

- b. The East-West Social partition wall divider replacement is complete.
  - c. The additional paving to the cart path is set for Saturday 5/6/17 with the seal coating to be completed 3 weeks later. (weather permitting)
2. Projects for 2017-18 are underway:
- a. A new 2 door reach-in refrigerator was installed in the catering kitchen.
  - b. New AC unit installed for the back stage dressing room area.
  - c. The new panic hardware installation on the theater entrance doors is in progress and will be completed by Friday 5/5/17.

### III. Transportation

#### A. Occupancy

1. <u>Special Event Trips:</u>	Revenue	Trip Ct	Sold/Avail	Occupancy
April	\$7,677	9	199/235	85%
2. Fuel average cost:	\$2.16/gallon			
3. Adult Field Trips:	2 trips in April			

### IV. Security

#### A. April data:

- 1. *Passes:* Total issued in Apr: 10,784
- 2. *Security Patrol:* 2460 miles driven
- 3. *HCSO report:* 6 hours, 41 miles, 10 stops

#### B. Operations:

##### 1. April Stats:

- a. Total number of incident reports written: 37
- b. Total number of phone calls received: 9,934
- c. Daily avg number of phone calls received: 331

- 2. Highest call volume: April 16 391

##### 3. Notables:

- a. Security was called by a resident who was concerned regarding a vehicle with the lights on for over half an hour facing their home. Security dispatched an Officer who arrived to find a 911 emergency vehicle and a Deputy helping another resident at the location. The concerned resident was notified.
- b. To date the golf cart arm has been knocked off 3 times since the new lane addition to the golf path. "Piggy backing" while exiting seems to be the cause of the gate arm being knocked down.

## ***SPECTRUM OFFER IN A NUTSHELL***

**Spectrum 100 Mbps High Speed Internet**

**Digital channels 1 & 2 from 460 to 498 channels**

**2 Digital HD boxes instead of 1**

**\$70 per unit, one time fee**

## **COST**

- **Assessment increase to \$54.40 PUPM, up from \$34.31 = \$20.09**
- **Maximum 3% annual rate increase, based on charges B-4 taxes**
- **Current contract extension of 3 years, through 2022**

## ECONOMIC COST

<u>Resident usage</u>	<u>Units</u>	<u>PUPM</u>	<u>Total</u>	<u>Difference</u>
<u>No Internet</u>				
21% of residents	1175	\$20.00	\$23,000	

## ECONOMIC SAVINGS

<u>Resident usage</u>	<u>Units</u>	<u>PUPM</u>	<u>Total</u>	<u>Average</u>
<u>Internet</u>				
79% of residents	4420	\$21.83	\$96,517	\$2-\$55

## COST COMPARISON

<u>Resident usage</u>	<u>Units</u>	<u>Accept Offer</u>	<u>Reiect Offer</u>
21% of residents	1175	\$20.00	
<u>79% of residents</u>	<u>4420</u>		<u>\$21.83</u>
Resident 25 = 46%	2563	\$ 8.97	\$22,990
Resident 50 = 15%	840	\$20.97	\$17,615
Resident 100 = 13%	752	\$54.97	\$41,337
Resident 200+= 05%	265	\$54.97+	\$14,575
<b>Monthly Cost</b>		<b>\$23,500</b>	<b>\$96,517</b>