

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

1902 Clubhouse Drive, Suite A

Sun City Center, Florida 33573

Telephone: (813) 633-2083

Please find attached a copy of the reports from the Federation Annual Membership and Election Meeting that was held on Friday, March 31, 2017

# Federation of Kings Point Associations, Inc.

March 31, 2017

FirstService Residential Management Report

Submitted by Rick Dowswell, General Manager



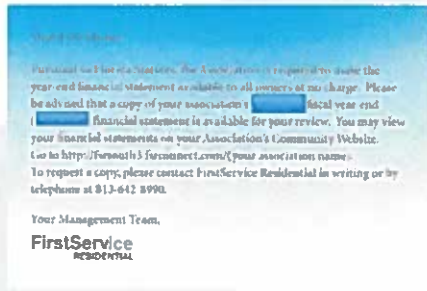
Financial statements and reports continue to be completed and delivered accurately and in a timely manner by the end of the succeeding month. FirstService Residential provided individual Association accounting conferences at the Kings Point FirstService Residential office during the month of February. 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 March/April.

Financial



FirstService Residential is coordinating the monthly assessment coupon orders. They all have been placed for mailing to owners in March. If you need further assistance please contact our office. We will also be coordinating with the CPA firm the fiscal year end financial reports. We will notify you once they are completed through a postcard mailing normally in May.

Assessment Coupons and Year end Financial Reports



Category	2016	2015	2014	2013	2012	2011	2010
<b>Statement of Assets and Liabilities</b>							
Assets	1,234,567	1,123,456	1,012,345	901,234	890,123	789,012	678,901
Liabilities	567,890	456,789	345,678	234,567	123,456	112,345	101,234
<b>Statement of Income</b>							
Income	123,456	112,345	101,234	90,123	89,012	78,901	67,890
Expenses	234,567	223,456	212,345	201,234	190,123	189,012	178,901
<b>Statement of Cash Flows</b>							
Cash	345,678	334,567	323,456	312,345	301,234	290,123	289,012
Accounts Receivable	456,789	445,678	434,567	423,456	412,345	401,234	390,123
Accounts Payable	567,890	556,789	545,678	534,567	523,456	512,345	501,234

**FirstService**  
RESIDENTIAL

OLM completed a three day inspection on March 27<sup>th</sup>, 28<sup>th</sup> & 29<sup>th</sup>. 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 random inspection on April 26<sup>th</sup>. The Lawn, Landscape & Irrigation meeting will not be held this month however OLM's full report is posted on the KPSCC.com Landscape page.

Landscape

**FirstService**  
RESIDENTIAL



### Agenda

- Explanation of Demand
- Plant Soil Relationship
- Distribution Uniformity
- Options
- Florida Friendly Landscaping



## Landscape

**Follow Up Landscape Workshops**

Tuesday April 11<sup>th</sup> 10-12  
 Wednesday April 19<sup>th</sup> 1-3  
 Thursday April 27<sup>th</sup> 10-12

Limit 15 Associations/Meeting Date  
 Meeting Location:  
 2020 North Forum Room



**Looking Back:**

We at FirstService Residential are proud to have served the Kings Point Community for the last 15 years, and are looking forward to building upon the successes we have achieved together.


Of course, financial health is the cornerstone of a successfully run community and Kings Point Federation of Associations and Member Associations is growing in this area every day. The community's excellent fiscal shape is demonstrated by an average overall increase of budgets of just 2 % for the last 5 years, significant reduction in insurance premiums, improved cash management positions, improved delinquency positions ... Through the financial initiatives implemented, as well as efforts in planning, research and development, FirstService Residential and the Kings Point Federation of Associations and Member Associations have made Kings Point a much better place to live and enjoy.

**Delivering Professional Service**

Evaluated community needs to determine staffing requirements for the Kings Point Federation of Associations and Member Associations, resulting in a sound staffing structure that is both efficient and customer service driven. Through establishing **designated Managers for each association** and providing the necessary support team continuous improvement is experienced.

Utilized "FirstCall" with all associates at the FirstService Residential office **FirstCall is FirstService Residential's daily meeting** where we reinforce our Mission, Core Values and Global Service Standards.

## Looking Back



Helped develop **annual mulch application** procedures and measurements. The initial year savings overall for all Associations was \$75,000. +

Helped in negotiating the **waiving of monthly cable fees** for homes in association foreclosure action. The program was initiated 5 years ago with annual savings of \$25,000. +


Assisted in negotiating the **reduction of monthly water billing** due to Hillsborough County adjusting their gallons used for system maintenance. The reduction in gallons started 3 years ago with annual savings of \$65,000. +

Researched and coordinated with **Bright House billing adjustments** and payments from the period of 2008 through 2016. This diligent effort provided savings of \$186,000. + for the Federation Member Associations.

Developed and implemented a **cash management worksheet** for each association. This improved budget tool allowed associations to better understand their cash uses and needs therefore allowing the boards to project their operating cash needs establishing positive cash flows each month reducing crisis situations for cash. 90% of associations now have established a minimum of 1 month plus cash management positions.

Helped in negotiating the **Waste Management Service Contract** for the 69 Associations with containers and **Progressive Waste Services**. This contract also included the implementation of one stream recycling containers at no additional cost. The contract has an annual increase of 3% and extends to September 2020.

Looking Back



Helped in negotiating significant **door fees** paid to those associations joining the Federation during the past 5 years. The total door fees paid by Bright House through these negotiations were \$57,000.

Helped in negotiating significant **cable services** from Bright House. Changing the cable TV services to digital and incorporating revised bundling of other services will provide an average savings per member of \$12.+ per month.

Helped in achieving the **Florida Communities of Excellence Award in Disaster Planning and Preparedness in 2015**.


Helped in entering and recognizing through the **Florida Communities of Excellence Award Program** in Kings Point's **Community Volunteerism and Advocacy in 2016**.

Coordinated with the **Federation's Marketing Committee and Vesta Properties a New Member Orientation Program**

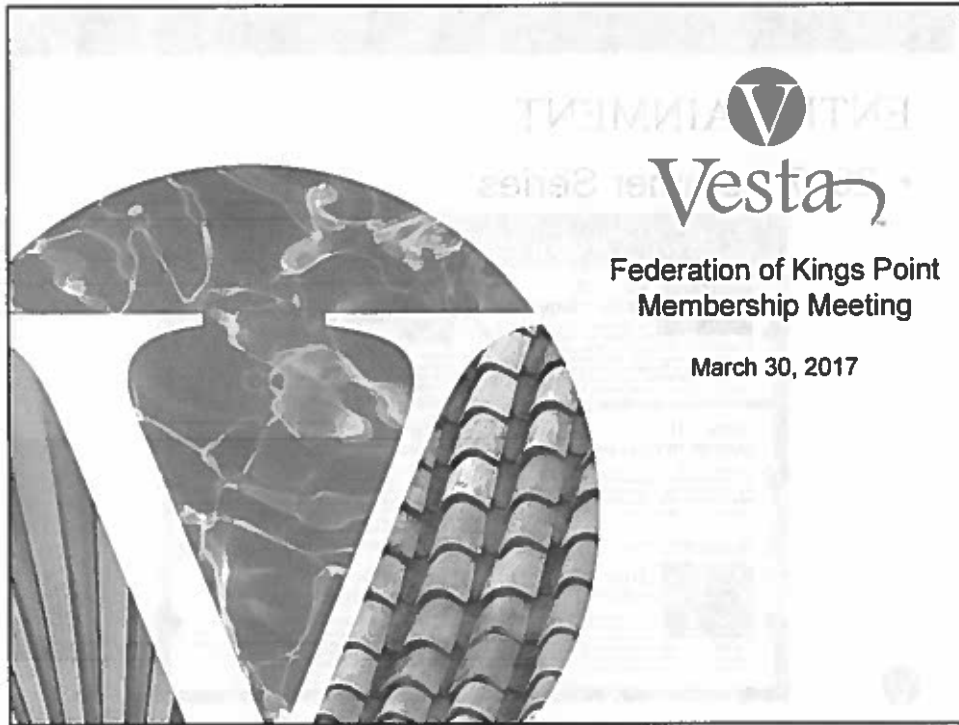
Coordinating with **Hillsborough County Utilities Department** for their **Water Valve Replacement Program** here at Kings Point

These are just a few of the successes we all have achieved Together.... Thank You!!

Looking Back







## ENTERTAINMENT

### 2016-17 Winter Series Performance

– Series detail:

- Contract cost: \$73,100
- Gross Sales: \$146,296
- Tickets sold: 7217
- Successful season: 200% of contract cost recovered



# ENTERTAINMENT

## • 2017 Summer Series

**Kings Point 2017 Summer Series**

<p><b>May 16</b> <b>THE GIGI'S SHOW</b></p> <p>The GIGI's deliver a musical show capsule that has been described as lively and engaging. Tight harmonies get the crowd clapping along through seven decades of popular songs. Enjoy an evening including a live acoustic rendition of The Andrews Sisters "Run and Come-Come," and songs from the 60's that bring a taste of nostalgia. The show rounds out with today's hits from Adele to Taylor Swift.</p>	<p><b>August 14</b> <b>DUSTY STORM AND THE BOONE COUNTY BAND</b></p> <p>If you love country music, you won't want to miss Dusty Storm as Dusty Storm commands the Boone County Band. With her hair as big as her smile and her dazzling reds queen attitude, Dusty will have you smiling in the seats with her tongue-out-cheek grin as she, co-husbands and songs from the big hearted country queens of the 60's and 60's.</p>
<p><b>June 20</b> <b>BRANSON TO VEGAS SHOW</b></p> <p>Branson to Vegas is a show unlike any other! Join us as Brian Branson performs the patriotic and classic songs made famous by the Vegas legends, including those unforgettable solid gold shows that made music history.</p>	<p><b>September 7</b> <b>MICHAEL D'AMORE SHOW</b></p> <p>Michael D'Amore, along with his band, will be performing the very best of the 60's, 60's and 70's. The performance will include tributes to great artists such as The Four Seasons, The Rubens, The Temptations and much more! Most recently, Michael has become a member of The Capitol singing heads on the hit, "There's a Man Out Tonight" and "Sweet Taste of Love."</p>
<p><b>July 20</b> <b>VIVACITY</b></p> <p>Vivacity brings the Golden Age of Radio to the stage. Featuring modern themes on the syllabus and a host of other instruments, you'll hear music from the 1920's up to the modern charts of today. Vivacity is funny, unique, nostalgic and at the same time is packed with musical vivacity.</p>	<p><b>October 17</b> <b>LVIN' IN THE USA SHOW</b></p> <p>Live! In The USA showcases the talent of Ronny Lutzman and the Rocky Creek Band. The evening will feature a spectacular tribute to the music of Lute Ford as well as music from the one that produced the Brian Houston. There will include that of The Beatles, The Rolling Stones, The Beach Boys, The Band and even The Young Bloods.</p>



# ENTERTAINMENT

## • 2017 Spring Fling

LET'S CELEBRATE

### KINGS POINT SPRING FLING!

FOOD, MUSIC, SHOPPING, FUN

- Farmer's Market with Homemade items, Eco-Friendly Items
- Fresh Produce
- Kings Point Clubs & Organizations
- Local Business Exhibitors
- Live Music, Food

SAVE THE DATE:  
FRIDAY, APRIL 7

10am-2pm  
Kings Point Clubhouse  
FREE TO ATTEND





## FITNESS & SPA

- Fitness Center usage

7.6% less traffic than last Feb

2017- February- Fitness

February	KPCH	KPCH '16	KPSC	KPSC '16	2020	2020 '16	Total Feb'17	Total Feb'16
Group Exer	1795	1573	493	336	3607	4025	5,895	5,934
Fitness Center	Closed	Closed	2557	3053	6461	7073	9,018	0,126
Orienteations			4	0	35	36	39	36
<b>Total</b>	<b>1,795</b>	<b>1,573</b>	<b>3,054</b>	<b>3,389</b>	<b>10,103</b>	<b>11,134</b>	<b>14,952</b>	<b>16,096</b>

	Fitness	Group X	Total YTD '17	Total YTD '16
Overall YTD February '16	77,991	46,865	132,143	124,856
Overall YTD February '17	82,237	49,906		

5.8% more traffic YTD



## FITNESS & SPA

### Spa Serenity usage details for February

- Services performed: 751
- Clients served: 445
- Services & Sales: \$22,776
- Month over month: 35% increase over prior February



## GUEST PASS/BADGES & POINTER AD SALES

### Guest Pass/Badge sales –

	<u>Feb</u>	<u>YTD</u>
- 1-Day Pass	\$6,520	\$37,432
- Replacement Badges	\$170	<u>\$1,680</u>
- Total		\$39,112

### The Pointer –

	<u>Feb</u>	<u>YTD</u>
- Advertisement sales	\$1,848	\$27,658



Membership Report – February 2017

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## LOTTERY SALES

### Online Tickets:

Feb Sales	\$3,844
Total Sales	\$130,861
Total prizes Paid	\$21,571

### Scratch Off Tickets:

Feb Sales	\$15,930
Total Sales	\$248,624
Total prizes to date	\$168,028



Membership Report – February 2017

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## PROJECT UPDATES

- Golf Cart Path to Winn Dixie – completed and working
- Backstage Dressing Room renovations have been delayed due to the need for an abatement process of the glue under the floor tile.
  - Will resume the renovation work in April after abatement tests are clean
- East-West Social partition wall replacement



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## TRANSPORTATION

### Occupancy

#### Special Event Trips:

Month	Revenue	Trip Ct	Sold/Avail	Occupancy
February	\$3,444	5	190.245	78%

Fuel average cost: \$2.26/gallon

Adult Field Trips: 2



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## SECURITY

### Operations:

- Passes: Total issued in February: 10,766
- Security Patrol: Miles in February: 3,229
- Incident Reports written: 34
- HCSO Report:
  - Deputy Girard spent 18 hours in Kings Point and covered 87 miles within the community conducting 20 stops while on speed patrol.
- February Phone Stats:
  - Total number of phone calls received: 9,688
  - Daily avg number of phone calls received: 346
  - Highest call volume: Feb. 13, 2017 411



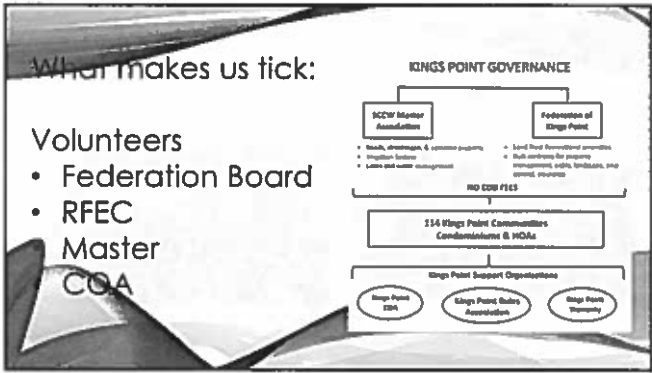
## SECURITY

### Operations:

- Notables:
  - A personal friend of a Kings Point resident arrived at the gate house stating she was concerned about her friend's health and welfare. She was not comfortable going in to visit and unsure how she could help. The Officer on duty suggested she call the Emergency Squad to evaluate the situation. The Emergency Squad arrived at the resident's home and transported her to the hospital for treatment
  - An Officer noticed a light on in one of the RV's parked in the overnight parking area. When the Officer knocked at the door of the RV, the owner answered and told the Officer he was told to park there. The Officer informed the owner that he was parked in a storage area and no camping in any RV was allowed.



Time to pause,  
Time to reflect.....




Opportunities & Challenges:

- Contract Development
- Refinancing Loan
- Spectrum Kiosk




**Former Main Club Fitness Center,  
Now Fiber Arts I & II**



**CERAMICS & POTTERY  
RENOVATIONS**

Former Pottery Shoppe  
in South Club

New Clay Studio in Main  
Clubhouse



**BILLIARDS ROOM**

Former Space

New Space

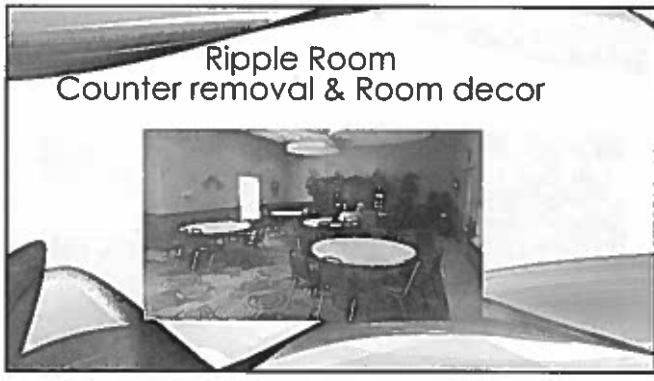
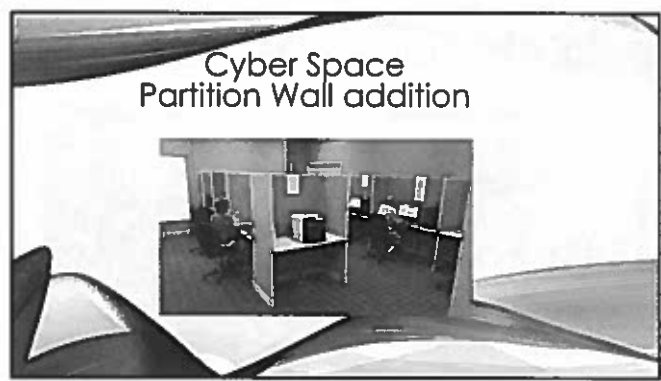
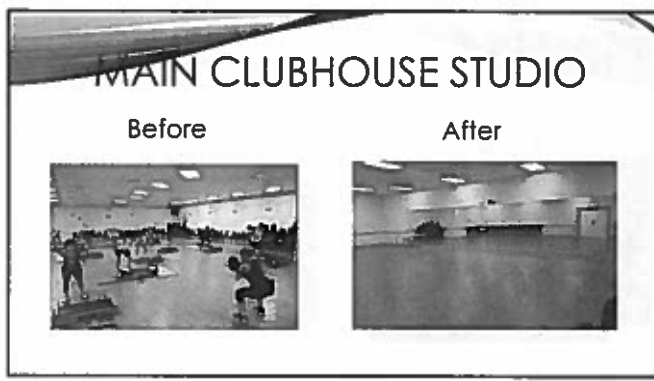


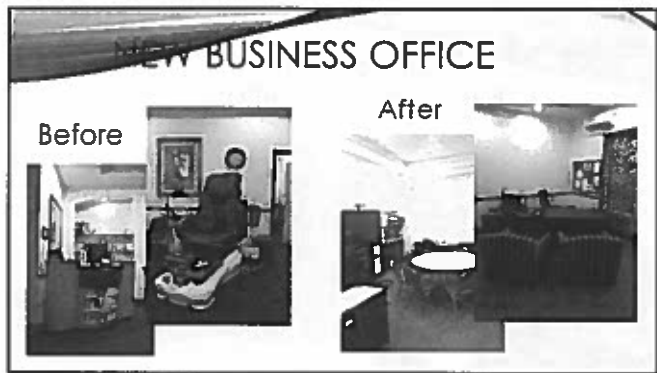
**WATERSIDE ROOM**

Before

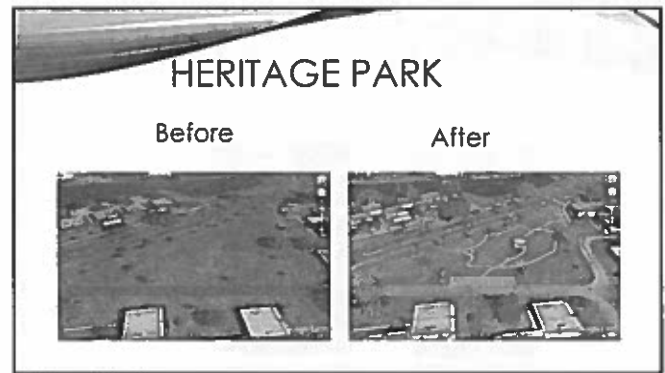
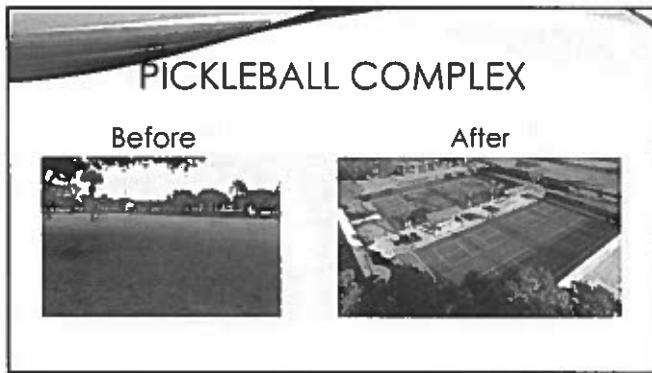
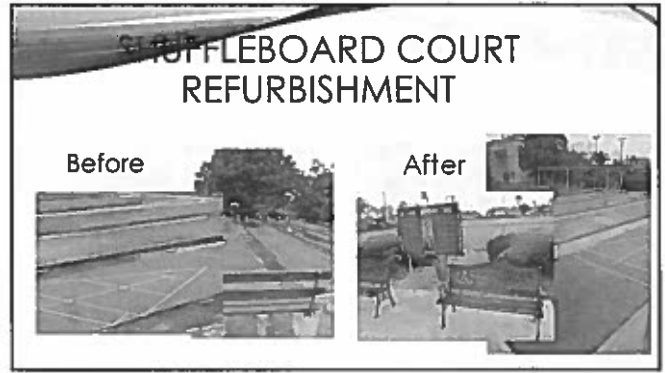
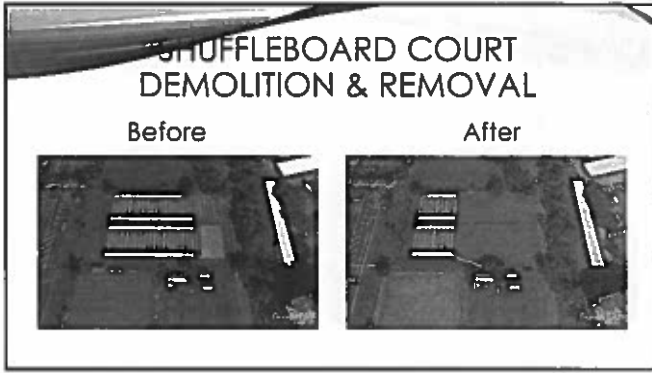
After

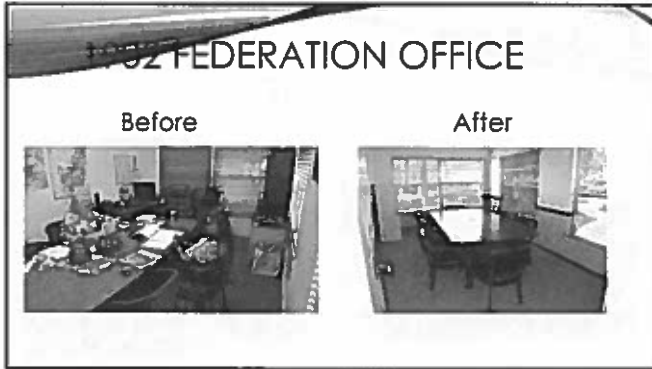


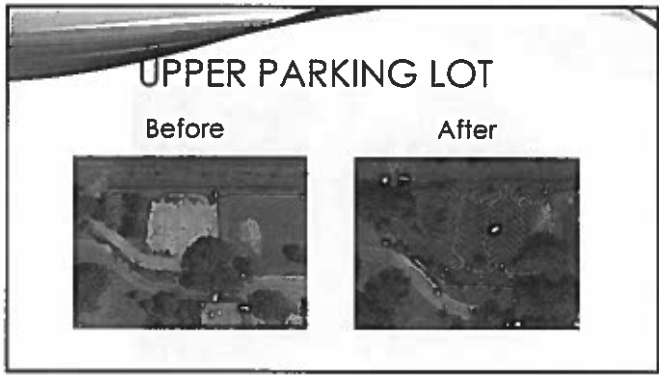




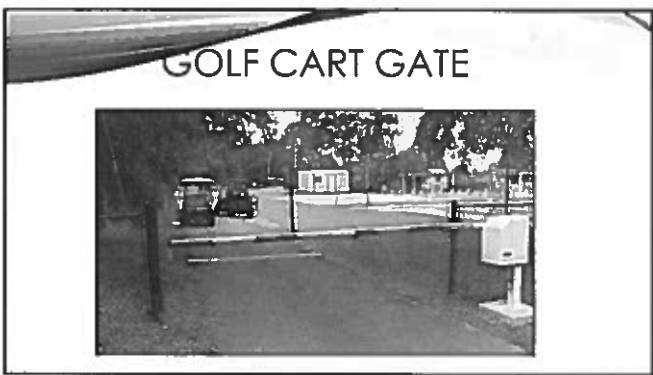








AND....MANY OTHER  
INITIATIVES WERE  
UNDERTAKEN DURING  
THIS PERIOD...



### BOCCE BALL



### TENNIS COURT BACKBOARDS



### COMMUNICATIONS

- Marketing Committee
- Launch of KingsPointSunCoast.com



### COMMUNICATIONS

- Kings Point e-blast - 3,000 subscribers
- Social Media accounts - 991 Followers on FB



### FARMER'S MARKET



### CRROC CLUBS RULES REVIEW AND OVERSIGHT COMMITTEE

- Non-Resident Activity Passes
- Sanctioned Club reporting requirements

### POOL RULES COMMITTEE

- 4 ft line
- Shade, signage, and controlled access

### KEEPING UP THE PACE & MOVING FORWARD



### COMMUNITY STRATEGIC PLAN





Federation of Kings Point Associations, Inc.

March 31, 2017  
Director Marty O'Neill  
1014 New Winsor Loop  
Sun City Center, Florida 33573

The Kings Point Federation Board wishes to take this opportunity to recognize and thank Marty O'Neill for his four years of service representing District V in our community. Marty has served as Federation Board Treasurer, chair of the Insurance Committee, committee member for the development of the Vesta Facilities Management contract as well as the First Service Property Management contract. While on the Insurance Committee Marty was diligent in helping bring forward a significant reduction in the 2016 insurance premium. For the 2017 policy, there is a reduction from 2% to 1% per calendar year hurricane deductible, addition of Workers Compensation for Associations and coverage for carports to our bulk insurance policy without increasing the premium costs to the Associations. Marty was instrumental in developing the Operating Procedures for administration of the Insurance Deductible Fund. He was also chair of the Standing Election Committee.

While Treasurer, Marty was quick to point out where the community was allocating their financial resources and has always stated "the insurance coverage costs are the second highest budgeted item on the list of expenses." Keeping track of how the costs related to budgets and their importance were always a concern of Marty's. In addition to the work on the Federation Board, Marty is the Treasurer of his Association Board, is on the KPW Board and serves on the AARP tax preparation team. He plays bridge and golf when he has time to fit it into his schedule.

On behalf of the Kings Point Federation Board and Community we wish Marty good health and happiness as he goes back into retirement mode.

Best Wishes

Federation Board of Directors



Federation of Kings Point Associations, Inc.

Director Wayne Musholt  
2515 New Haven Circle  
Sun City Center FL 33573

Dear Wayne:

The Kings Point Federation Board wishes to take this opportunity to recognize and thank Wayne Musholt for his years of service representing District VI in our community. Wayne was elected and served on the Federation Board twice. During his recent tenure, Wayne was Federation Board Vice President. Wayne served on a number of contract committees, FSR Property Management contract and Pest Control contract. His work on the Property Management contract was helpful in many ways, especially in developing a job description for a Lawn/Landscape Manager position for First Service. He was heavily involved with the work done for the 20/20 building project. His oversight and direct development of a plan for the renovation in conjunction with the RFEC and Vesta were very important in producing the facility we all thoroughly enjoy. His work on the SEC, the insurance committee and the clubhouse space utilization projects kept him very busy. In these many roles he has used his organizational skills and insight to the Board to help make the appropriate recommendations to benefit the community.

In addition to the roles he played on the Federation Board, Wayne is currently President of his association. He is currently President of KPW, and under his leadership, KPW will relocate their office across campus.

On behalf of the Federation Board and the Community, we wish Wayne good luck on his future endeavors and hope his golf game will be revitalized as he has more time to play a game or two.

Thank you for your dedication to the community.

Best Wishes

Federation Board of Directors