

**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 Membership Meeting that was held on Friday, September 15, 2017

**PRESIDENT'S COMMENT'S**  
**MEMBERSHIP MEETING**  
**SEPTEMBER 15, 2017**

Good Morning every one. And welcome back to those of you who have just returned.

First, I want to say how fortunate we were that Irma blinked and we were spared. We are probably in one of the most fortunate areas in the state.

Secondly, we all need to thank all of our management staff for the fantastic job they did in preparation, clean-up and getting all of the services back so quickly. The staff, all of whom have families and many who had to evacuate, were back on the job as soon as possible. Again, we are **very fortunate** to have such great folks who care for Kings Point and each of its residents. (clap)

Before we begin our meeting today, I would like to make a couple of comments concerning Mainscape. As stated at the Federation Board Meeting on September 6<sup>th</sup>, the Lawn and Landscape Provider Services Review Committee will be making a presentation. The committee members are: Mike Bardell, Chair, Joan Chace, Ralph Belcher, Chuck Huften and Tom Murphy. I want to make these comments, not only as information but also to potentially help avoid extensive comments about an issue that will be covered in this committee presentation today.

For those of you who were away this summer, it has been a very hot and wet summer. Lawn and landscaping services have suffered significantly during that time and services have not met the requirements of our contract with Mainscape over the last few months. As a result, the Board of Directors has been in frequent contact with Mainscape's upper management to address this situation. And, the Board of Directors continues its efforts to ensure that Mainscape provides us with the services that we are paying for pursuant to the parties' current contract.

On a related note, you should know that Mainscape has not yet exercised its option to extend the contract for another year after the current termination date of March 31, 2018. Even if Mainscape takes such action, the Federation members may elect to terminate the contract with as little as sixty days' notice. Remember, our community has flexibility if Mainscape does not turn things around.

The committee will entertain questions following their presentation. If the committee feels they need more information to **fully** answer your question, you will be asked to put your questions in writing.

Let's remember, this is an information presentation, with options and considerations. No vote or decision is planned for today.

This is not a venue for debate or criticism. This is a time to explore options, to project how we can move forward. Let's respect each other's ideas and comments to ensure a productive business meeting.

# Federation of Kings Point Associations, Inc.

September 15, 2017

FirstService Residential Management Report

Submitted by Rick Dowswell, General Manager



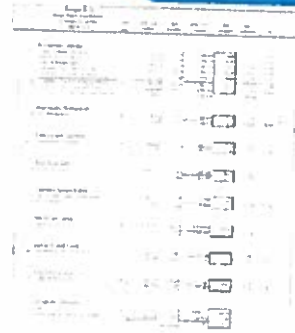
Financial statements and reports continue to be completed and delivered accurately and in a timely manner by the 21<sup>st</sup> of the succeeding month. FirstService Residential provided individual association accounting conferences at the Kings Point FirstService Residential office during the month of August. 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 September.

Financial



FirstService Residential has finalized meeting schedules and room availabilities for 2018 Annual Meetings. This information was sent this month to all of the associations. FirstService Residential is also coordinating the 2018-2019 Budget Process. Please work with your community association manager in developing your individual association budget needs. Additional information will be provided next month regarding the distribution of association budget packets and the Budget Presentation meeting.

Annual Meetings and  
2018-2019 Budgets



The image shows a screenshot of a document, likely a meeting schedule or budget process document. It contains several tables and sections, but the text is too small to read clearly. The document appears to be a spreadsheet or a similar data-driven format.

FirstService  
RESIDENTIAL



FirstService Residential Customer Service Representatives have processed for August 2017:  
59 Property Transfer Applications YTD 423 compared to 2016 YTD of 359  
41 Lease Applications YTD 347 compared to 2016 YTD of 335

Property Transfers  
and Leases

FirstService  
RESIDENTIAL



OLM completed a random inspection on August 23<sup>rd</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 graded inspection on September 25, 26 & 27<sup>th</sup>. Olm's full report will be posted on the KPSCC.com Landscape page.

Landscape



At 7pm Sunday night NOAA had Irma's Track directly over Kings Point. Once the storm passed through the FirstService Residential team inspected the property on Monday and followed up with board members and residents to begin the cleanup, mitigation and property repairs. The managers worked closely with ASI and Greg Waltz to coordinate the claims. Their assigned vendors responded to each situation immediately. We really appreciate everyone pulling together to get things done. When you hear the stories of those who sheltered in place or evacuated to safer places you really see how close we all came to a real life altering disaster.

Storm Damage Claims



Hurricane Irma caused some damage to a few homes, carports and tree branches fell on roadways and near homes.



Landscape  
Storm Cleanup

Once the storm passed through Kings Point the Mainscape crews began working Tuesday. They were able to clean up debris from sidewalks, driveways and roadways which was priority one. They cut up several branches and filled several truckloads of storm debris. The crews have moved the debris to the temporary staging area the Master Association has designated on the closed golf course. The plan is to complete the storm cleanup by the end of this week and resume weekly mowing and edging etc. on Monday.

  
FirstService  
RESIDENTIAL



Landscape  
Storm Cleanup

  
FirstService  
RESIDENTIAL

**Estimate of Kings Point Apartments, Inc.**  
**Site Check, Fertilizer and Landscape Prescription**

1. The entire area (approximately 17,000 sq ft) will be fertilized with a balanced, slow-release fertilizer...  
 2. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 3. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 4. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 5. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 6. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 7. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 8. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 9. The entire area will be fertilized with a balanced, slow-release fertilizer...  
 10. The entire area will be fertilized with a balanced, slow-release fertilizer...

**LANDSCAPE MULCH**

1. The entire area will be mulched with a 2-inch layer of organic mulch...  
 2. The entire area will be mulched with a 2-inch layer of organic mulch...  
 3. The entire area will be mulched with a 2-inch layer of organic mulch...  
 4. The entire area will be mulched with a 2-inch layer of organic mulch...  
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**FirstService**  
 RESIDENTIAL

**KPSCC**  
**WELCOME TO KINGS POINT SUNCOAST IN SUN CITY CENTER, FLORIDA**  
*This site is a source of information and news for Kings Point owners, residents and their families.*

Home | The Homeowners' Association | Property Management | Community | News & Events | Contact Us

**SUN CITY CENTER** | **KINGS POINT** | **CLUB LINK**  
*more golf*

Questions or comments regarding this website should be e-mailed to: [KingsPoint@FirstService.com](mailto:KingsPoint@FirstService.com)

Kings Point has won a prestigious Florida Communities of Excellence Award, honoring the State's best residential communities. For more information on this award, visit [www.floridacommunities.com](http://www.floridacommunities.com). CONGRATULATIONS TO ALL WHO MADE THIS AWARD POSSIBLE!

Hillsborough County Public Utilities Department  
**Kings Point Water in the Sun & Suncoast Project**

Water Law Firm: **Water Law Firm, P.A.**  
 Water Law Firm: **Water Law Firm, P.A.**

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 Water Law Firm: **Water Law Firm, P.A.**

**24 HOUR EMERGENCY**  
 For after hours emergency service, please call the 24-hour emergency phone number at (813) 942-6633 or 888-425-0051.

**OTHER USEFUL INFORMATION: ITEMS OF INTEREST**

The 2017 Florida Communities of Excellence Award  
 The 2017 Florida Communities of Excellence Award  
 The 2017 Florida Communities of Excellence Award

**FirstService**  
 RESIDENTIAL


**HURRICANE GUIDE**

Hurricane season runs from 1 June through 30 November, during the probability of tropical storms and hurricanes forming in the Atlantic Ocean, the Caribbean, and the Gulf of Mexico. If you live in Florida or live in any of the other states in which we offer FirstService residential services, please update your hurricane information.

**The FirstService Residential Hurricane Guide**


**FirstService**

**What to Expect from Your Community Association Manager**



Please update your Emergency Information with the FirstService Residential office. This information is extremely important whenever emergency assistance is necessary. Thank you for your assistance

**Administration Hurricane Guide**



**FirstService**  
PES-000001



# **THE PURPOSE OF TODAY'S PRESENTATION**

**THIS PRESENTATION FOCUSES ON THE FUTURE STRUCTURE OF OUR COMMUNITY'S LAWN AND LANDSCAPING SERVICES.**

- ISSUES RELATED TO DAMAGES FOR PRIOR SERVICES THAT WERE EITHER NOT PERFORMED SUFFICIENTLY OR NOT PERFORMED AT ALL BY MAINSCAPE ARE NOT BEING ADDRESSED TODAY.
- THE FEDERATION'S LEGAL COUNSEL IS WORKING WITH THE BOARD TO ADDRESS CONTRACT PERFORMANCE ISSUES AND RELATED CLAIMS. THE FEDERATION BOARD IS REVIEWING ALL OPTIONS, BUT WE CANNOT DISCUSS THEM PUBLICLY WITHOUT JEOPARDIZING OUR LEGAL POSITION.
- ISSUES CONCERNING THE EARLY TERMINATION OF THE CURRENT CONTRACT WITH MAINSCAPE ARE ONLY GOING TO BE ADDRESSED TO THE EXTENT THAT THEY IMPACT THE TIMING AND COST OF TRANSITIONING TO A NEW LAWN AND LANDSCAPING CONTRACT STRUCTURE.

# WHERE WE ARE RELATIVE TO LAWN AND LANDSCAPING SERVICES ?

The Federation Board believes that Mainscape is not meeting the requirements of our contract.

- Mainscape has not disputed the Board's position.
- Mainscape has not yet elected to extend its contract to March of 2019.

**As a community, we need to explore different ideas and alternative contract structures to address deficient aspects of performance, which include the following problems:**

- Insufficient and Infrequent Mowing
- Failure to Weed Plant Beds
  - When weeds are tall, they need to be cut with the string trimmer, then chemicals should be applied
  - Some weeds, if pulled, spread and create other problems
- Failure to Complete Hardwood Pruning
- Failure to Complete Trimming

# FACTORS TO CONSIDER WHEN ASSESSING PROBLEMS AND OPTIONS

## Commercial Contract Terms

- This is a “Commercial Contract” not a Personal Landscaper Agreement
- We have to be mindful that Mainscape is bound by the contract
- Contractors will always have input and a “vote” when it comes to contract terms – we do not get to decide these things unilaterally

## Maintenance Free

- This is a Sales Gimmick – Nothing is Free!
- We have to be mindful of costs
- We have to accept that greater levels of service will probably have a higher price

## Mainscape versus ValleyCrest – A Lesson Learned

- Prior to Mainscape, ValleyCrest was our service provider
- ValleyCrest was unhappy with various issues concerning contract oversight and elected to terminate our contract
- Mainscape was our only real alternative with short notice to find a new landscaping service provider
- Mainscape was approved by the owners, but the vote was very divided and controversial
- **WE CANNOT AFFORD TO BE DIVIDED OR NEGOTIATING IN SUCH A DESPARATE POSITION AGAIN**

**POTENTIAL WAYS OUR LAWN AND  
LANDSCAPING CONTRACT  
CAN BE RESTRUCTURED TO ACHIEVE BETTER  
SERVICE AT A COMPETATIVE PRICE**

# **ITEMS NOT TO BE CONSIDERED WHEN ASSESSING A NEW CONTRACT STRUCTURE**

- IRRIGATION
- AGRONOMY
- HARDWOODS TRIMMING 5 AND 5

## **ITEMS TO BE MODIFIED IN ANY NEW CONTRACT STRUCTURE**

- CERTAIN SERVICES WILL BE AT FIXED FREQUENCIES, WHICH MUST BE DOCUMENTED IN EACH CONTRACT
  - MOWING TO BE 40 TIMES
  - HARD EDGING WOULD BE 40 TIMES
  - SOFT EDGING WOULD BE 20 TIMES
  - PRUNING WOULD BE 12 TIMES PER YEAR
- ADD MORE DETAIL ABOUT PALM PRUNING PROCEDURES
- PROVIDE AGRONOMY AND PRODUCT DETAILS
- IMPLEMENT A PLAN TO HAVE TREES LIFTED TO A UNIFORM 15 FEET AROUND
- REQUIRE A 90 DAY TIMEFRAME FOR PALM PRUNING
- NO MORE BONUS PAYMENTS UNLESS A SCORE OF 92 OR HIGHER IS ACHIEVED
- PROVIDE A SIMPLE WEEKLY COMPLETION SHEET

## **ITEMS TO BE MODIFIED (CON'T)**

- PROVIDE INFORMATION WHEN FERTILIZER AND PEST PRODUCTS APPLIED
- SPECIFY HOW THE MULCH PROCESS WILL BE DETERMINED
- WARRANTY WORK TO BE COMPLETED WITHIN 30 DAYS
- CHANGE LANGUAGE REGARDING TERMINATION FOR CAUSE
- EACH SECTION SHOULD BE TAILORED BY AREA
- PALM PRUNINGS IN AREA (A) SHOULD BE PRUNED THREE TIMES PER YEAR
- LEAF REMOVAL IN SECTION (A) AND (B) SHOULD BE DONE ANNUALLY
- 3 YEAR CONTRACT WITH UP TO 3 ONE YEAR EXTENSIONS

## **THREE POTENTIAL OPTIONS TO CONSIDER**



# **OPTION ONE**

**STAY WITH MAINSCAPE THROUGH MARCH 31, 2018 WITH THE POTENTIAL TO RENEW THE OPTION THROUGH MARCH 31, 2019. THIS WOULD ABSOLUTELY REQUIRE THE SUCCESSFUL NEGOTIATION OF ALL OUTSTANDING DISPUTES AND SERVICE ISSUES BEFORE THE OCTOBER MEMBERSHIP MEETING.**

**TO IMPLEMENT THIS OPTION, THE FOLLOWING TIMELINE MAY APPLY:**

- **MEETING WITH MAINSCAPE PRIOR TO END OF SEPTEMBER 2017.**
- **EVALUATION OF PROGRESS BY MID-OCTOBER 2017.**
- **NEGOTIATE CONCESSIONS IN THE CURRENT.**
- **SETTLE DISPUTES FOR WORK PAID FOR BUT NOT COMPLETED.**

# OPTION TWO

**PROCEED TO APPROVE THE TERMINATION OF MAINSCAPE AS OF MARCH 31, 2018. PLAN TO SPLIT THE CONTRACT SERVICE AREAS INTO THREE SECTIONS THAT WILL BE SEPARATELY BID AND SERVICED AS THREE SEPARATE CONTRACTS. THE FOLLOWING APPROACH MAY APPLY:**

- DETERMINE SPECIFICATIONS BY EACH AREA
- SELECT CONTRACTORS TO SECURE A BID FOR EACH AREA, WHICH WILL INCLUDE MAINSCAPE, VALLEYCREST (NOW KNOWN AS BRIGHTVIEW), TURF KEEPERS, YELLOWSTONE AND OTHERS THAT ARE CAPABLE OF SERVICING AT LEAST ONE AREA
- ALL BID INVITATIONS TO BE SENT BY OCTOBER 15, 2017
- ALL BIDS TO BE RECEIVED BY JANUARY 2, 2018
  - THIS ALLOWS FOR ASSOCIATION BUDGETING TO BE DONE WITH KNOWN FIGURES
  - THIS MINIMIZES POTENTIAL PAY-OUTS TO MAINSCAPE, WHICH WILL BE ADDRESSED LATER
  - THIS ENSURES A TRANSITION PRIOR TO THE SUMMER OF 2018 WHEN A TRANSITION WILL BE MORE CHALLENGING
- SELECTION OF CONTRACTOR BY FEBRUARY 1, 2018
- TRANSITION WILL BE EFFECTIVE MARCH 31, 2018—WHICH GIVES NEW CONTRACTORS 2 MONTHS TO MOBILIZE

**UP TO THREE SERVICE PROVIDERS MAY BE INTRODUCED TO PERFORM THE WORK MAINSCAPE IS DOING NOW.**

## **OPTION THREE**

**PROCEED TO APPROVE THE TERMINATION OF MAINSCAPE AS OF MARCH 31, 2018.**

**PLAN TO SPLIT THE CONTRACT SERVICE AREAS INTO TWO SECTIONS THAT WILL BE SEPARATELY BID AND SERVICED AS TWO SEPARATE CONTRACTS.**

- ONE FOR AREA "A" AND ONE FOR AREAS "B" AND "C"
- DETERMINE SPECIFICATIONS FOR EACH AREA
- FOLLOW THE SAME BIDDING PROCESS AND TIMELINE AS STATED BEFORE

**UP TO TWO SERVICE PROVIDERS MAY BE INTRODUCED TO PERFORM THE WORK MAINSCAPE IS DOING NOW.**

# **COSTS**

## **TRUE UP COSTS**

- ❖ PER THE CONTRACT, JIM KULP'S PROPOSAL TO TERMINATE MAINSCAPE EARLY MEANS THAT MAINSCAPE WILL GET A CHECK FOR \$137,939.03, UNLESS OTHER TERMS CAN BE NEGOTIATED.
- ❖ BY TERMINATING THE CONTRACT WITH MAINSCAPE AS OF FEBRUARY 28, 2018, WE COULD REDUCE THE PAYMENT BY \$62,599.59-EVEN BEFORE NEGOTIATIONS OCCUR.
- ❖ ANY MONEY THAT MAINSCAPE WOULD RECEIVE WOULD HAVE TO COME BY WAY OF PAYMENTS BY ASSOCIATIONS, WHICH MAY OR MAY NOT REQUIRE A SPECIAL ASSESSMENT OR INCREASED ASSESSMENTS DEPENDING UPON EACH ASSOCIATION'S FINANCIAL POSITION.

## **NEW CONTRACT COSTS**

WE HAVE ASSEMBLED RANGES OF COSTS FROM OTHER COMMUNITIES THAT OFFER THE SAME SERVICES OUR CONTRACT DOES. THIS WILL GIVE US AN IDEA OF WHAT FUTURE COSTS WOULD BE.

## ASSOCIATION LANDSCAPE COMPARISONS

- 1) 8 BIDS RANGE \$57.48 - \$110.00 WITH AVERAGE OF \$80.59.
- 2) 6 BIDS RANGE \$47.07 - \$72.20 WITH AVERAGE OF \$62.68.
- 3) 8 BIDS RANGE \$55.68 - \$90.34 WITH AVERAGE OF \$69.16.
- 4) CURRENTLY AT \$58.46
- 5) CURRENTLY AT \$58.29
- 6) CURRENTLY AT \$57.91
- 7) CURRENTLY AT \$76.22

# Questions and Comments

Please email:

[kingspointfederation@yahoo.com](mailto:kingspointfederation@yahoo.com)