

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, January 10, 2018.

Please note the Landscape Contract information contained in the attachment is privileged and/or confidential information intended solely for the use of the addressee. You are hereby notified that any dissemination, distribution or copying of this communication or any of the information in it is strictly prohibited, this portion of the Attachment will not be posted on the KPSCC.com website.



TO: Federation of Kings Point Associations Board
FROM: FirstService Residential – Rick Dowswell, General Manager
DATE: January 10, 2018
SUBJECT: The FirstService Residential Management Report

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 January 8, 2018.

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

FirstService Residential is continuing to mail the 2018 Annual Meeting Second Notices for those Associations scheduled for later in January and early February. Please return the appropriate completed forms as requested. FirstService Residential is also coordinating the 2018-2019 Budget Process. Please work with your community association manager in developing your individual association budget needs.

FirstService Residential will present a Condo/HOA Board Certification Course on Thursday, February 15, 2018 from 9:30 am to 11:30 am in the Veterans Theater. Eric Appleton from Bush Ross will lead the presentation and Q&A time. All Board Members who attend the meeting will receive a certification which meets the Florida Statutes requirements. To RSVP please email your Community Association Manager.

OLM completed a random inspection on December 20th. 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 January 30, 31 and February 1st 2018. OLM's full report will be posted on the KPSCC.com Landscape page.

Darryl Flint, Landscape Contract Manager continues to monitor and work with MainScape Management to keep the landscape services on schedule.

Mulch Installation Information for each association was made available for pick up at the FirstService Residential office. Mulch samples of Pine Bark and Cypress Grade B were also available for viewing at the FirstService Residential office lobby. Thank you for reviewing the information and completing your order and returning your signed mulch order paperwork to the FirstService Residential office. Florida Mulch is completing the final installation schedule. The schedule will be distributed to all POCs later this week. The plan is to begin installing the mulch Monday January 15th starting in the north associations and working through the community over the next four weeks. If you have any questions, contact Darryl Flint at POC@fsresidential.com

Currently, FirstService Residential management is coordinating various projects and contracts with four (4) associations for painting, five (5) associations for roofing, three (3) associations for pavers/driveways/sidewalks and twenty (20) general maintenance repairs.

FirstService Residential Customer Service Representatives have processed for December 2017:

- 31 Property Transfer Applications YTD 590 compared to 2016 YTD of 525
- 49 Lease Applications YTD 561 compared to 2016 YTD of 562

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.



**Federation Board of Directors Meeting
January 10, 2018
General Manager's Report**

I. Recreation

A. Operations:

1. **2017-18 Winter Series:** The Winter Series shows have been contracted for \$80,500. Current revenue for 6,143 tickets is \$116,150, recovering 144% of the contract cost. The next show is January 18...Lovin' Spoonful.
2. **Fitness Center and Spa Usage:**
 - a. **Fitness:** Fitness Center usage for December is attached below.

2017- Dec- Fitness												
Dec	KPCH'17	KPCH'16	KPCH'15	KPSC'17	KPSC'16	KPSC'15	2020'17	2020'16	2020'15	Total Dec'17	Total Dec'16	Total Dec'15
Group Exer	1,160	1,292	1,184	586	521	547	2,609	2,350	2,401	4,355	4,163	4,132
Fitness Center				1,949	2,053	2,499	5,003	4,940	5,486	6,952	6,993	7,985
Orienteers				6	16	0	40	34	29	46	40	29
Total	1,160	1,292	1,184	2,541	2,590	3,046	7,652	7,314	7,916	11,353	11,196	12,146
* Fitness Group X												
Overall YTD Dec'15	60,354	37,115								101,021	104,444	97,469
Overall YTD Dec'16	57,247	47,197										
Overall YTD Dec'17	47,396	11,625										

- b. **Spa:** The Spa performed 727 services in December on 372 clients. December figures for services and merchandise sales were \$22,240. This includes an all-time high on hair services of 326 services.

3. **Pointer advertising:** There were \$1,528 in ad sales for December with YTD sales at \$20,638.

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

2017-18 Sales:	December	YTD '17-18
1-Day Pass	\$4,829	\$22,389
Replacement Badges	\$10	\$340
Total	\$4,839	\$22,729

5. **The Florida Lottery:**

Online Tickets:

December Sales	\$3,657
Total Sales	\$165,271
Total prizes Paid	\$27,828

Scratch Off Tickets:

December Sales	\$18,936
Total Sales	\$454,313
Total prizes paid to date	\$293,827

II. Operational notables:

A. Projects for 2017-18 are underway:

1. **Main Clubhouse:**

- a. Rooftop A/C replacement units have been installed.
- b. Breaker panels in the pool pump room have been completed.
- c. Wood planking in the women's sauna has been replaced.

2. **South Club:**

- a. On New Year's Eve, a blown TECO transformer caused outage in half of the South Club including the elevator. After TECO arrived on-site to repair the transformer, 2 additional

transformers went down rendering no power to the South Club. Regrettably, the Clubhouse needed to be closed and the New Year's Eve festivities were cancelled. Ticket refunds will be processed through the Box Office for all who present their tickets. In the meantime, the team is working on the repair of the elevator components that were damaged in the power outage.

- b. In addition, the power failure also caused an outage of the TECO parking lot lights, causing main entrance to be darker than usual. Staff has contacted TECO and they have us on their follow-up list.

III. Transportation

A. Occupancy- December

<u>Trip Revenue</u>	<u>Trips</u>	<u>Seats Sold/Avail</u>	<u>Occupancy</u>
\$81,389	8	475/571	83%

IV. Security

A. December data:

- 1. *Passes*: Total issued in December: 11,122
- 2. *Security Patrol*: 2739 miles driven
- 3. *HCSO report*: 0 hours

B. Operations:

1. December Stats:

- a. Total number of incident reports written: 38
- b. Total number of phone calls received: 9,773
- c. Daily avg number of phone calls received: 315
- d. Highest call volume: December 25 426

2. Notables:

- a. A full sized, white car was seen driving thru the golf cart gate. Two Security Officers immediately went to investigate but were not there in time to stop the vehicle or identify the tag number. Fortunately, no golf carts were on the path at the time. The vehicle appeared to be going to Winn Dixie. Officers continued to watch the golf cart gate and incoming traffic lanes but did not see the vehicle return. Reminder, no vehicular traffic is permitted through the golf cart gate!
- b. The son of a KP resident called Security at 11:00 PM concerned about his 89 year old father who was not answering the phone. An Officer was dispatched to the residence and found the resident to be fine. However, he did share his thoughts with the Officer as to what hours people should be calling him.

Federation 2017/18 Budget Quarter 3 Treasurers Report

	Budget	Actual	Variance
<u>REVENUE</u>	<u>\$75,429</u>	<u>\$75,802</u>	<u>+373</u>
<u>Income/loss</u>			<u>+373</u>
EXPENSES			
Administrative	5,949	4,439	+ 1,510
Utilities	3,528	2,245	+ 1,283
<u>Contracts</u>	<u>450</u>	<u>0.00</u>	<u>+ 450</u>
<u>Total expenses</u>	<u>9,927</u>	<u>6,684</u>	<u>+ 3,243</u>

Federation 2017/18 Budget Quarter 3 Balance Sheet

	<u>Assets</u>
Total Current Assets	\$128,504
<u>Total Restricted Reserves</u>	<u>\$ 79,249</u>
Total Assets	\$207,753
	<u>Liabilities</u>
Total Current Liabilities	\$163,297
<u>Total Members Equity</u>	<u>\$ 44,456</u>
Total Liabilities and Equity	\$207,753

Federation 2017/18 Budget Year to date/Reserves Report

<u>Major Fund/Reserve</u>	<u>Income</u>	<u>Expenses</u>	<u>Balance</u>
• Insurance Deductible	16,272	19,537	24,469
• Grounds Clean Up	000.00	35,300	4,980
• Legal	22,500	47,267	16,545
• Contracts- Landscape	14,107	5,282	19,140
• Landscape Fund	38,978	0.00	44,282
• Transition	22,560	17,815	<u>12,877</u>

**FEDERATION BOARD OF DIRECTORS MEETING
JANUARY 10, 2018
PRESIDENT'S REPORT**

INFORMATION EPISODES:

- In reviewing the multiple means of communication currently in place, the Federation Board concurred these may not be sufficient, are incomplete, or just not the "attention getters" this generation of residents need. Times have changed. The days of the parchment scroll are gone. Therefore, the Federation Board has developed additional means of communication to our residents.
- A task force has been created and has presented its first "episode" via the Community Channel Network:
 - Governance— a basic overview
- Another episode is planned to present information on the Land Trust, that "item" on your monthly budget that says "Debt Services".
- A special edition of the POINTER will be distributed with factual information about history (how and why we are here) and current initiatives.
- The purpose of these efforts is to get out to the unit owners facts, on a regular basis instead of playing catch-up dispelling erroneous information distributed by a small, vocal handful of people.
- There are a number of new owners every month and understanding our complex community is not an easy task.
- The information is out there but discovering the various means to access it is a learning experience unto its self.
- As stated before, the life style of the retired is vastly different in this day and age – How people want the receive information has changed; distribution of information must be faster than the speed of light.
- Sooooo- trying to stay ahead of the continuing undermining of our Community is a big task but our residents have the right to know the fact, the accurate facts.
- The information will go out in multiple media modes; these 2 are the first distributions.

RFEC (Recreational Facilities Executive Committee) Regions 1 and 2 each have an opening for a 2-year term resident committee member. Candidates must own and live in the region to be served. Information regarding the RFEC, Region Associations and the Committee Structure and Charge can be found on KPSCC Federation link, RFEC item.



LONG RANGE STRATEGIC COMMUNITY PLAN 2018

Interim Report 1/10/2018

MISSION/VISION/CORE VALUES/GOALS/OBJECTIVES

The Committee conducted ideation sessions and developed draft Mission, Vision, and Core Value Statements to be revised as additional inputs are received from other committees and task teams.

CURRENT KINGS POINT COMMUNITY ASSESSMENT

- **Community History:**
 - Conducted a brief review of previous stakeholder and resident research, including home sales & lease trends over time.
- **External Impacts:**
 - Met with Hillsborough County Sheriff's Deputy Jeff Merry to identify external impacts related to traffic conditions, golf cart usage, crime issues & community policing, and emergency planning for this area.
 - Met with Commissioner Stacy White and staff to identify future area development and changes that will impact Kings Point during the planning timeline.
 - Committee Members made site visits to selected communities to identify observable strengths/weaknesses of other active adult communities.
 - Conducted preliminary SWOT Analysis of external opportunities and threats Kings Point will need to address in the planning process.
 - Conducted online secondary research to identify the latest trends in active adult communities as presented by developers and other industry experts.
- **Internal Assessment:**
 - Reviewed current conditions throughout the community via tours/pictures to identify general appearance and overall perceptions of Kings Point.
 - Reviewed input from strategic planning initiatives developed by other planned communities.
 - Conducted preliminary SWOT Analysis to identify perceived strengths and weaknesses of current Kings Point situation and to provide input to the planning process.

NEXT STEPS

- The Community Planning Committee will work with existing Federation Committees whenever possible to evaluate and build on the initial research and analysis, and develop specific goals and objectives for the Strategic Plan.
- Form Task Teams to address additional specific, complex, short-term projects requiring specific skills, knowledge and expertise in areas being addressed for the long-range plan.
- Present initial external and internal findings to residents in a Kings Point Expo to inform the community about the strategic plan, and seek suggestions and ideas to enhance the planning process.

RECOMMENDATION

To facilitate the committee process, the Strategic Community Planning Committee requests that the Board add to the assignments of all existing Federation Committees to work with the Strategic Community Planning Committee, Vesta, FirstService Residential and other professionals as needed, to participate in developing a long-range plan.

- Community Strategic Planning Committee



Team

Spectrum Community Solutions

- Tom Murphy & Bill Piper, Co-Chair
- Chuck Huften, oversight director
- Ron Foechier, Resident

Spectrum COMMUNITY SOLUTIONS

Confidential - Internal Use Only

Snapshot of existing Bulk Cable Service

Legacy Bright House Networks Premier TV Service:

- 464 Digital, HD, and Music Channels
- 1 Digital/HD Converter Box
- Additional boxes are \$8.00
- \$30.90 per unit, per month, plus taxes and FCC
- Price may increase up to 3% annually, calculated before taxes.

Taxes and Channel lineup subject to change

Spectrum COMMUNITY SOLUTIONS

CONFIDENTIAL - INTERNAL USE ONLY

Option A: Renew Bulk Cable Service Only

Spectrum TV Select, Digi Tier 1, and Digi Tier 2:

- 534 Digital, HD and Music Channels
- Includes 2 High Definition set-top boxes
- Additional boxes are \$6.99 each
- Price may increase up to 3% annually, calculated before taxes
- 49 Month Term
- Resident can add 100 Mbps High Speed Internet Service for \$39.99 per month
- Resident can add Residential Phone Service \$19.99
- \$200 door fee, per unit, equal to \$1,105,000.00
- **\$29.00 per unit, per month, plus taxes and FCC**

The contents of this proposal are confidential and for discussion purposes only and are not intended to give rise to binding obligations for either party

Taxes and Channel lineup subject to change

Option B: Upgrade to Bulk Cable and Bulk Internet

Spectrum TV Select, Digi Tier 1, Digi Tier 2 and 100 MBPS High Speed Internet Service:

- 534 Digital, HD, and Music Channels
- 100 MBPS High Speed Internet Service
- Includes 2 High Definition set-top boxes
- Additional boxes are \$6.99 each
- Modem Included
- Price may increase up to 3% annually, calculated before taxes
- 49 Month Term
- Resident can add Residential Phone Service for \$19.99 per month
- \$240 door fee, per unit, equal to \$1,326,000.00
- **\$50.00 per unit, per month, plus taxes and FCC**

Taxes and Channel lineup subject to change

Spectrum | COMMUNITY SOLUTIONS

Contract Renewal and Upgrade Opportunity

78% of Residents subscribe to our Internet Service.

Spectrum | COMMUNITY SOLUTIONS

The Value of adding Bulk High Speed Internet

Bulk Cable Service Only:	Bulk Cable and Internet Service:
<ul style="list-style-type: none"> • Customer pays Federation \$29.00 for Bulk Spectrum Select TV. • 2 boxes and Modem included. • Customer adds Spectrum 100Mbps High Speed Internet: • \$39.99 for 12 Months • Month 13 it jumps to \$53.99+ \$29.00= Customer pays \$82.99 <p style="font-size: small;">Plus Taxes and FCC</p>	<ul style="list-style-type: none"> • Customer pays Federation \$50.00 for Bulk Cable and Bulk 100Mbps High speed Internet • 2 Boxes Included • Modem Included <p style="text-align: center; font-weight: bold; color: green;">Customer Saves \$32.99</p> <p style="font-size: x-small;">Plus Taxes and FCC Rate Increase at 3% Annually</p>


Taxes Subject to Change

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Benefits of Upgrade

1. Residents will receive more services:
 - Spectrum Select TV with Digi Tier 1 and Digi Tier 2
 - Spectrum 100 Mbps High Speed Internet Service
 - 2 High Definition Set Top Boxes
 - 1 Modem

2. Internet customers will save money on their individual bills!!!



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Retail Verses Bulk Comparison



<p>Option A-Cable Only</p> <ul style="list-style-type: none"> • Spectrum Select TV \$64.99 • Digital Tier 1 \$12.00 • Digital Tier 2 \$12.00 • High Definition Cable Box (1) \$6.99 • High Definition Cable Box (2) \$6.99 • Broadcast TV Fee \$8.85 • Subtotal before taxes and FCC \$111.82 • Bulk Cable before taxes and FCC \$29.00 <p style="text-align: center;">Bulk Savings \$82.82</p>	<p>Option B-Cable and Internet Service</p> <ul style="list-style-type: none"> • Spectrum Select TV \$64.99 • Digital Tier 1 \$12.00 • Digital Tier 2 \$12.00 • High Definition Cable Box (1) \$6.99 • High Definition Cable Box (2) \$6.99 • Broadcast TV Fee \$8.85 • 100 MBPS High Speed Internet \$64.99 • Subtotal before taxes: \$176.81 • Bulk Subtotal before taxes: \$50.00 <p style="text-align: center;">Bulk Savings \$126.81</p>
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Financial Compensation to offset Non-Budgeted Expense

**One Time Door Fee Payment:
 \$1,326,000.00 will cover First Year expense for Bulk Internet Service.**

Payable within 60 days of execution of Agreement.



LIFESTYLE STUDY COMMITTEE REPORT

JANUARY 10, 2018

1. The survey opened on a cold rainy day; January 3rd 2018 at the Cyber Café computer center.
2. We thought it best to start slowly but this was beyond our expectations. The reason for the slow start is it allows us to work out any kinks or peculiarities before a great many have completed the survey. The following changes were made:
 - a. An information sheet was discontinued in favor of voluntary addition to the database form.
 - b. A separate note was created with an email address for residents to request a survey link. This was for people who didn't want to take the survey in the computer center and wished to take the survey from their home computer or laptop.
 - c. Locations around the Cyber Café were identified for additional signage.
3. Residents can take the survey by sending their email address to our email (kplifestylestudy@gmail.com) to get a link or an information sheet at the Cyber café computer center.
4. Monday the pace began to pick-up and now more than 100 people have taken the survey primarily in the past 2 days.
5. Exit interviews are being conducted with a sampling of residents to get their impression of the survey and the process.
6. The survey will be open through January

7. Results will be available about 4 weeks after the close of the survey, most probably sometime in February.
8. I will continue to closely monitor the activity and provide the promotional boost as it becomes necessary.
9. Periodic reports will be sent to the board as the survey progresses.

Respectively submitted:

Bill Piper

Chair

**Federation Board Meeting
January 10, 2018
Standing Election Committee (SEC)**

Notice of the 2018 Federation Annual Meeting and Elections - The Federation of Kings Point Associations, Inc. Annual Meeting and Election will be held on Friday, March 30, 2018 at 9:30 am in the Kings Point North Clubhouse, Veterans Theater, 1900 Clubhouse Drive, Sun City Center, FL 33573.

In accordance with the Bylaws of the Federation, owners are elected to be Directors on the Federation Board by a plurality vote according to the ballots cast. This year elections will be held in Districts I, II, VII, VIII and IX. The first notices will be mailed to all unit owners in Districts I, II, VI, VIII and IX by January 30, 2018.

Directors whose terms expire March 30, 2018 are: Bill Piper (District I); Maureen Hamilton (District II); Mike Bardell (District VII); Liz Argott (District VIII) and Mary Ann Meeker (District IX). All Directors are term limited and cannot run again in 2018.

The incumbents not up for election in 2018 are: Chuck Huften (District III); Tom Murphy, (District IV); Ralph Belcher (District V) and Joan Chace (District VI).

Please check the KPSCC.COM websites Home Page for more information regarding the Federation Elections.

SEC Committee Members
Director Tom Murphy, Chair
Director Ralph Belcher
Director Chuck Huften