

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, January 19, 2018

Federation of Kings Point Associations, Inc.

January 19, 2018

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 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/February.

Financial

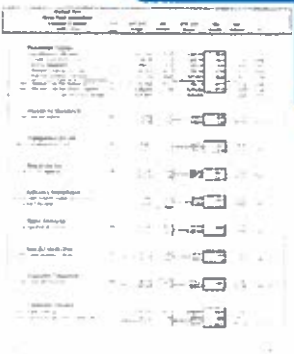



FirstService Residential is continuing to mail the Second Notices for 2018 Annual Meetings and Board Organizational Meetings. Please complete the information requested and return it to the FirstService Residential office. Your assistance is greatly appreciated.

FirstService Residential is also coordinating the 2018-2019 Budget Process. Please work with your community association manager in developing your individual association budget needs. Once the Board of Directors approves their association budget, we are inputting the approved budgets into our Connect/Accounting system. Monthly assessment coupon orders are being placed for mailing to owners around the fourth week in February and first week in March.

To date 46 associations have completed their Annual Meetings and Board Organizational Meetings. Congratulations to elected officers, new board members and committee members.

Annual Meetings and 2018-2019 Budgets

Board Member Certification

WORKSHOP

Board Member Certification Workshop



Thursday, February 15, 2018

FirstService Residential is pleased to present the Condominium HOA Board Certification Workshop. The course provides a wealth of knowledge for board members charged with the day to day operations of their community association. Discussion topics include the roles and responsibilities of Board members, how to take a practical approach to running an association, reviewing governing documents, records maintenance, financial reporting, Board member elections, quorum and quorum requirements.

This workshop fulfills the State of Florida's educational requirement for newly elected or appointed Board members. Upon completion of the course, FirstService Residential instructors will present Board members with a certificate of completion (space is limited, RSVP today!)

Thursday, February 15, 2018

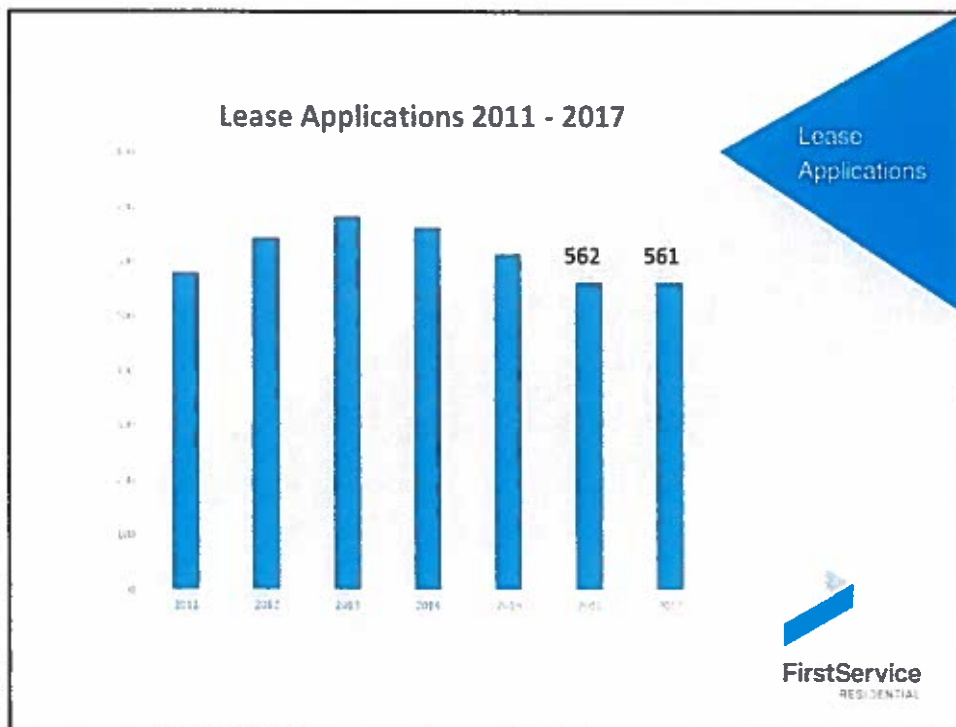
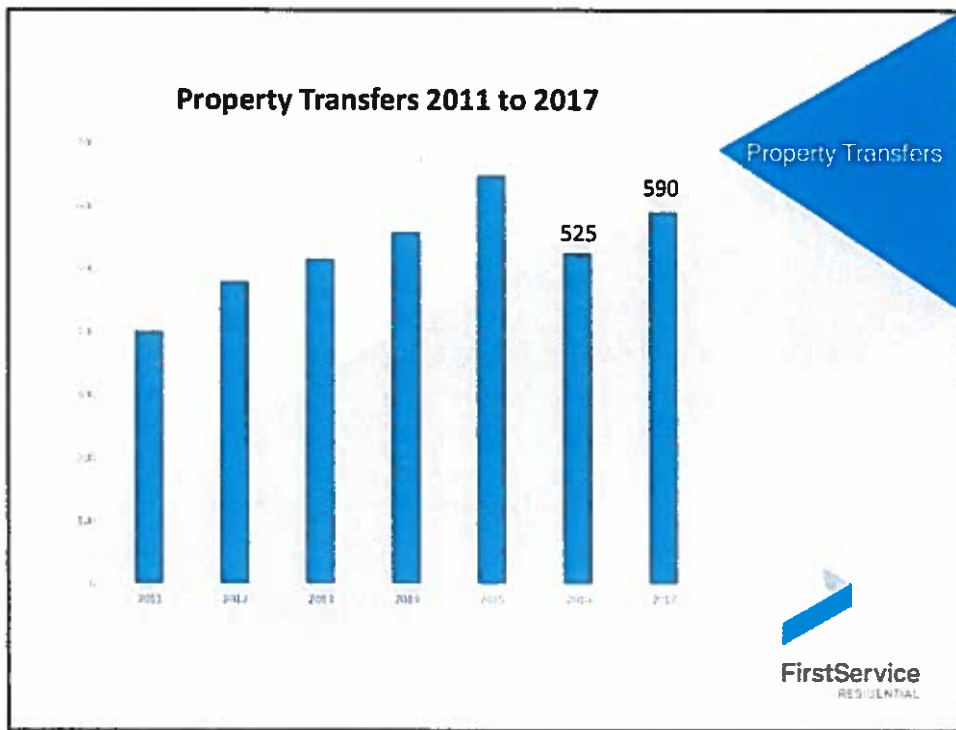
**NORTH CLUBHOUSE/
VETERAN'S THEATER**
1900 Clubhouse Drive
Sun City Center, FL 33673

9:00am - 3:00pm
Registration & Breakfast
9:30am - 12:00pm
Board Certification Course

PRESENTED BY
Eric N. Appleton, Esquire
Bryn Rose, P.A.

TO RSVP
Please e-mail your Community Association Manager, Greg Devkesh, at greg.devkesh@fsrresidential.com






2017 Front Desk Activities


113 Associations, 5,525 Units Under Management	2016		1st Qtr		2nd Qtr		3rd Qtr		4th Qtr	
	1st Qtr	YTD	1st Qtr	YTD	2nd Qtr	YTD	3rd Qtr	YTD	4th Qtr	YTD
Phone Calls	27,000	6,340	6,340	6,284	12,624	6,000	18,624	6,300	24,924	
Scheduling of Terminix Pest Control	10,105	2,600	2,600	2,600	5,200	2,520	7,720	2,116	9,836	
Information Requests Total	548	140	140	164	304	129	433	139	572	
Doc Books / Amendments / Financials	367	99	99	107	206	84	290	87	377	
Condo Questionnaires	181	41	41	57	98	45	143	52	195	
Information Requests Total Amt paid	22,921	4,898	4,898	7,102	11,801	5,367	17,168	5,743	22,940	
Foot Traffic	28,150	7,400	7,400	7,500	14,900	7,600	22,500	6,000	28,500	
File Maintenance										
Emergency contact forms	1,405	547	547	250	797	55	852	500	1,352	
Signature process for tax returns/Budgets	678	226	226	113	113	113	452	226	680	
Transfer Applications - 13 step process	525	154	154	174	328	131	459	131	590	
Lease Applications - 7 step process	582	137	137	133	270	112	382	178	561	
Total Applications	1,087	291	291	307	598	243	841	310	1,151	
Notary Service	2,670	925	925	955	1,880	840	2,820	1,800	4,620	
Orientation Participants	203	25	25	53	78	50	128	30	158	

Administration



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 & February 1st. OLM's full report will be posted on the KPSCC.com Landscape page.

Landscape





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!

Have a Great Month/Year!



**KINGS POINT FEDERATION MEMBERSHIP MEETING
JANUARY 19, 2018
PRESIDENT'S REPORT**

Often I talk about the active vibrant life style of Kings Point, a life style for everyone. The activities abound 7 days a week, 52 weeks a year; holidays – every day. We talk about many of the activities, improvements, changes additions but not much about how this amazing “machine” works. Kings Point has a very complex structure including the Federation, management companies, Master Association, COA....and on it goes.

One can find all of the information regarding everything in Kings Point. It is out there. Discovering the various means to access it is a learning experience unto its self. KPSCC web page is an example one excellent resource. However, the life style of the retired is vastly different in this day and age – how people want to receive information has changed; distribution of information must be faster than the speed of light; accessibility via smart phones is a must; forget the desk top computer as they are on the run and don't have time to “sit down” and look it up.

There is another piece that is critically important; accuracy of information distributed. When bits and pieces of information are presented in a misleading, inaccurate, negative and destructive manner, not only does it cause confusion and misunderstanding for residents, it undermines our community and negatively impacts our investment, our property values.

We have a good percentage of turnover annually and this occurs throughout the year brining new owners to our gates every day. Many of us have been here for many years, and boy, have things grown, morphed and expanded! So all of us need to be able to learn or refresh our knowledge of our community inner workings on a regular basis. Trying to stay on top of all this is a big task but our residents have the right to know the facts, the accurate facts about who we are, how we got there and where we are going. Remember, we all bought our homes in Kings Point because of its culture, what it is, and how it meets our life style needs.

Sooooo..... Through the efforts of many, “*Information Episodes*” are being developed to address the various, complex pieces of Kings Point. These “Episodes” will be aired on the Community Channels. Each episode will run for a period of time and then the next episode will air and the process repeated. In fact, the 1st Episode has already been aired and Episode 2 is ready for viewing.

Sooooo, for your viewing pleasure, Episode I and, for the **first time**, Episode II. Sit back and enjoy!

AND?

About 5 or so episodes have been planned to address the inner workings of Kings Point to include to include but not limited to episodes dedicated to the Land Trust, the Master Association & COA. And, with feed-back, others may be developed; periodic FAQs will be presented.

Additionally, a Special Edition of the POINTER will be launched shortly that will have a great deal of information so you can have an *“Info-in-Hand”* document for quick references.

It’s a start in building an information network for our residents that, kinda, sorta, resembles the 21st Century? Keeping up with technology? Definitely one of our challenges for today **and** tomorrow.



Spectrum Community Solutions Team

- Pamela Graffagnino, Senior Account Executive
- Lynn Dodson, Vice President

Contract Renewal and Upgrade Opportunity

- Property Statistics show value in upgrading the Bulk Service to include Spectrum TV Service and Spectrum 100 Mbps High Speed Internet Service.

78% of Residents subscribe to our Internet Service.

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Snapshot of existing Bulk Cable Service

Bright House Networks Premier TV Service:

\$30.90 per unit, per month, plus taxes and FCC

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

Taxes and Channel lineup subject to change

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Option A: Renew Bulk Cable Service Only

Spectrum TV Select, Bronze, and Platinum:

\$29.00 per unit, per month, plus taxes and FCC

- 534 Digital, HD and Music Channels
- 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

- **\$200 door fee, per unit, equal to \$1,105,000.00**
Taxes and Channel lineup subject to change



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Option B:

Upgrade to Bulk Cable and Bulk Internet Spectrum TV Select, Bronze, Platinum and 100 MBPS High Speed Internet Service:

\$50.00 per unit, per month, plus taxes and FCC

- 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

- **\$240 door fee, per unit, equal to \$1,326,000.00**

Taxes and Channel lineup subject to change



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The Value of adding Bulk High Speed Internet

Bulk Cable Service Only:

- 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**

Plus Taxes and FCC

Bulk Cable and Internet Service:

- Customer pays Federation **\$50.00** for Bulk Cable and Bulk 100Mbps High speed Internet
- 2 Boxes Included
- Modem Included

Customer Saves \$32.99

Plus Taxes and FCC
Rate Increase at 3% Annually

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Taxes Subject to Change

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Retail Verses Bulk Comparison

Option A-Cable Only

• Spectrum Select TV	\$64.99
• Bronze/Digital Tier 1	\$12.00
• Platinum/Digital Tier 2	\$12.00
• High Definition Cable Box (1)	\$6.99
• High Definition Cable Box (2)	\$6.99
• <u>Broadcast TV Fee</u>	<u>\$8.85</u>
• Subtotal before taxes and FCC	\$111.82
• <u>Bulk Cable before taxes and FCC</u>	<u>\$29.00</u>

Bulk Savings \$82.82

Option B-Cable and Internet Service

• Spectrum Select TV	\$64.99
• Bronze/Digital Tier 1	\$12.00
• Platinum/Digital Tier 2	\$12.00
• High Definition Cable Box (1)	\$6.99
• High Definition Cable Box (2)	\$6.99
• Broadcast TV Fee	\$8.85
• <u>100 MBPS High Speed Internet</u>	<u>\$64.99</u>
• Subtotal before taxes:	\$176.81
• <u>Bulk Subtotal before taxes:</u>	<u>\$50.00</u>

Bulk Savings \$126.81

Financial Compensation to offset Non-Budgeted Expense

One Time Door Fee Payment:

\$1,326,000.00 will cover First Year expense for adding Bulk Internet Service.

Payable within 60 days of execution of Agreement.

Summary of Bulk Renewal Options

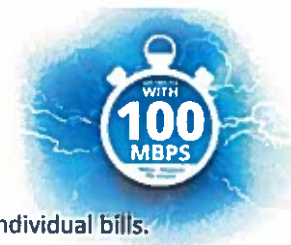
Option A: Renew Bulk Cable Only \$29.00

Option B: Upgrade Bulk Service to include Bulk Cable and Bulk High Speed Internet Service \$50.00

Benefits of Upgrading to Option B

1. Residents will receive more services:

- More Channels
- Bulk Service will now include Internet
- Bulk Service will include 2 Boxes
- Bulk Service will include 1 Modem



2. Savings:

- Internet Customers will save money on their individual bills.

3. Faster Internet:

- All residents will receive 100Mbps High Speed Internet Service

Questions?

Thank you!

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