

Pattern & Coverage Update

February 8, 2023

KINGS POINT
Master Association

Pattern & Coverage Update

Phase One Completed For Upper Loop!

All Audits and Reports for the Associations in Section 1 have been completed.

62 Associations
240 Zones

Lower Loop Audits In Progress

Highgate A
Highgate B
Highgate C
Highgate D
Highgate E
Highgate F

Highgate 2
Highgate 3
Highgate 4
Idlewood - Completed
Quail Pass - Completed

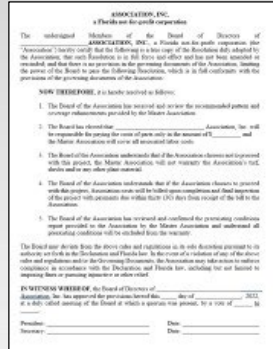
Lancaster 1 - Completed
Lancaster 2
Lancaster 3 - Completed
Lancaster 4 - In Progress

Good morning. Today I am here to report on the progress we have made on the pattern and coverage audits and outline the next steps for those associations where the audits have been completed. We have completed audits on 62 Associations and have compiled reports and recommendations along with the estimated cost for parts to improve the irrigation performance in these areas.

On the lower loop we have completed audits for Idlewood, Quail Pass, Lancaster 1 and 3. We anticipate audits will be completed on the lower loop by the end of March.

ASSOCIATION MEETINGS

Agreement with the Master to pay for parts only.



Audit Report outlining issues found and recommended enhancements



Pre-Existing Report Outlining existing turf issues.

Detailed Parts List with discounted, not to exceed pricing.

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
1	1/2" POLYETHYLENE GLYCOL	100	1.50	150.00
2	1/4" POLYETHYLENE GLYCOL	200	1.00	200.00
3	3/8" POLYETHYLENE GLYCOL	150	1.20	180.00
4	1/2" POLYETHYLENE GLYCOL	100	1.50	150.00
5	3/4" POLYETHYLENE GLYCOL	50	3.00	150.00
6	1" POLYETHYLENE GLYCOL	25	6.00	150.00
7	1 1/2" POLYETHYLENE GLYCOL	10	15.00	150.00
8	2" POLYETHYLENE GLYCOL	5	30.00	150.00
9	2 1/2" POLYETHYLENE GLYCOL	2	75.00	150.00
10	3" POLYETHYLENE GLYCOL	1	150.00	150.00
11	3 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
12	4" POLYETHYLENE GLYCOL	1	150.00	150.00
13	4 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
14	5" POLYETHYLENE GLYCOL	1	150.00	150.00
15	5 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
16	6" POLYETHYLENE GLYCOL	1	150.00	150.00
17	6 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
18	7" POLYETHYLENE GLYCOL	1	150.00	150.00
19	7 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
20	8" POLYETHYLENE GLYCOL	1	150.00	150.00
21	8 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
22	9" POLYETHYLENE GLYCOL	1	150.00	150.00
23	9 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
24	10" POLYETHYLENE GLYCOL	1	150.00	150.00
25	10 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
26	11" POLYETHYLENE GLYCOL	1	150.00	150.00
27	11 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
28	12" POLYETHYLENE GLYCOL	1	150.00	150.00
29	12 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
30	13" POLYETHYLENE GLYCOL	1	150.00	150.00
31	13 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
32	14" POLYETHYLENE GLYCOL	1	150.00	150.00
33	14 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
34	15" POLYETHYLENE GLYCOL	1	150.00	150.00
35	15 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
36	16" POLYETHYLENE GLYCOL	1	150.00	150.00
37	16 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
38	17" POLYETHYLENE GLYCOL	1	150.00	150.00
39	17 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
40	18" POLYETHYLENE GLYCOL	1	150.00	150.00
41	18 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
42	19" POLYETHYLENE GLYCOL	1	150.00	150.00
43	19 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
44	20" POLYETHYLENE GLYCOL	1	150.00	150.00
45	20 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
46	21" POLYETHYLENE GLYCOL	1	150.00	150.00
47	21 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
48	22" POLYETHYLENE GLYCOL	1	150.00	150.00
49	22 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
50	23" POLYETHYLENE GLYCOL	1	150.00	150.00
51	23 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
52	24" POLYETHYLENE GLYCOL	1	150.00	150.00
53	24 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
54	25" POLYETHYLENE GLYCOL	1	150.00	150.00
55	25 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
56	26" POLYETHYLENE GLYCOL	1	150.00	150.00
57	26 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
58	27" POLYETHYLENE GLYCOL	1	150.00	150.00
59	27 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
60	28" POLYETHYLENE GLYCOL	1	150.00	150.00
61	28 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
62	29" POLYETHYLENE GLYCOL	1	150.00	150.00
63	29 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
64	30" POLYETHYLENE GLYCOL	1	150.00	150.00
65	30 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
66	31" POLYETHYLENE GLYCOL	1	150.00	150.00
67	31 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
68	32" POLYETHYLENE GLYCOL	1	150.00	150.00
69	32 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
70	33" POLYETHYLENE GLYCOL	1	150.00	150.00
71	33 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
72	34" POLYETHYLENE GLYCOL	1	150.00	150.00
73	34 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
74	35" POLYETHYLENE GLYCOL	1	150.00	150.00
75	35 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
76	36" POLYETHYLENE GLYCOL	1	150.00	150.00
77	36 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
78	37" POLYETHYLENE GLYCOL	1	150.00	150.00
79	37 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
80	38" POLYETHYLENE GLYCOL	1	150.00	150.00
81	38 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
82	39" POLYETHYLENE GLYCOL	1	150.00	150.00
83	39 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
84	40" POLYETHYLENE GLYCOL	1	150.00	150.00
85	40 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
86	41" POLYETHYLENE GLYCOL	1	150.00	150.00
87	41 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
88	42" POLYETHYLENE GLYCOL	1	150.00	150.00
89	42 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
90	43" POLYETHYLENE GLYCOL	1	150.00	150.00
91	43 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
92	44" POLYETHYLENE GLYCOL	1	150.00	150.00
93	44 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
94	45" POLYETHYLENE GLYCOL	1	150.00	150.00
95	45 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
96	46" POLYETHYLENE GLYCOL	1	150.00	150.00
97	46 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
98	47" POLYETHYLENE GLYCOL	1	150.00	150.00
99	47 1/2" POLYETHYLENE GLYCOL	1	150.00	150.00
100	48" POLYETHYLENE GLYCOL	1	150.00	150.00

A Separate Agreement is being drawn up for Associations requesting to delay payment for up to 2 years.

The next step is to begin meeting with the individual Presidents of these Associations and explain the reports and Association costs to improve the irrigation system. Each Association will receive the agreement to pay for parts, a pre-existing turf report, audit report outlining the issues and recommendations and a detailed parts list with discounted, not to exceed pricing. A separate agreement will be used for Associations requested to delay payment.

ASSOCIATION MEETINGS

This is a One Time Opportunity!

Associations will have 30 days to review and accept the agreement.

- Associations will have the opportunity to opt in or opt out.
- Master will warranty turf for Associations who participate.
- Maintenance will continue for Associations who do not wish to participate. However, the Master will not warranty your turf.
- If an Association comes back and decides they want to do the enhancements, they will not benefit from the bulk pricing on parts and will also have to cover labor costs.



Again, I will state that this is a one-time cost and if agreed the Master will warranty all sod and plant material that is damaged due to lack of proper irrigation. If you do not agree to fund these changes, the Master will continue to maintain the irrigation system that is already installed but will not warranty any sod or plant material. Also, please keep in mind that if you decide not to accept our plan and come back later, you will be responsible for the price of parts and labor.

ENHANCEMENT PROCESS

We Need Your Help!

This is going to be a massive project. Everyone should be prepared for some minor inconveniences.

- We will need the help of Presidents and POCs to ensure residents do not remove or replace any flags.
- The Federation has agreed to allow FSR's Landscape Coordinator to work with us on any conflicts with scheduling regarding landscape services.
- At least one mow cycle per zone will be missed during the enhancement phase.



We are here today to ask for your cooperation and assistance once we begin to revamp your irrigation systems. Please keep in mind this is going to be a massive project and everyone is going to experience some type of minor inconveniences. We will need Presidents and POCs to keep their residents from moving or removing flags. We will also need cooperation from the section landscapers. The Federation has agreed to allow FSR's landscape coordinator, John, to act as a liaison between the Master and the landscapers. Residents should understand that at least one mow cycle per zone will be missed during this process.

ENHANCEMENT PROCESS

- Relocate Sprinklers
- Change 4" Heads to 6" Heads
- Add and/or Remove Heads
- Move Heads Away From Buildings
- We will work 1 zone at a time



Existing Rotor



Existing Spray



Additional Rotor



Additional Spray

We will be relocating some sprinkler heads, adding 6" heads where there are now 4" heads and adding new heads in order to improve coverage. We will also be moving all heads away from buildings, so in case of a blow out, it does not impact the interior of the building. We will be working one zone at a time.

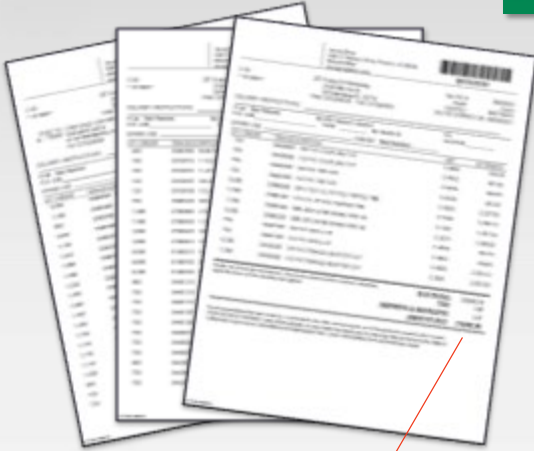
All zones will be marked with paint and flags indicating which heads need to be moved, replaced or added. An example of what this will look like can be seen here. This is a mockup of Hassell Park that was done earlier this week. We will leave this area staged until the end of the week in case anyone would like to go by and see it for yourself.

PRICE NEGOTIATIONS

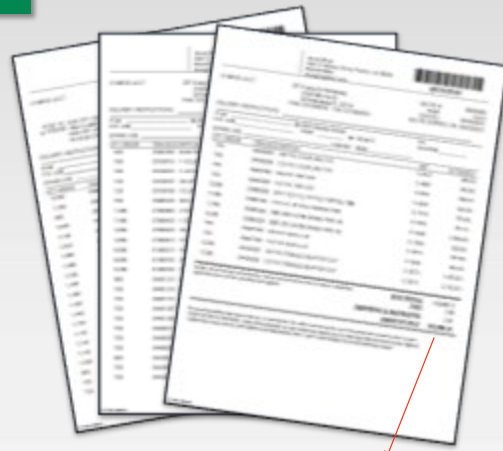
Original Pricing



Negotiated Pricing



AMOUNT DUE: 270,982.90



AMOUNT DUE: 192,990.14

\$77,992.76
Savings!

5% Rebate on Rainbird Products Saves an Additional \$6,375.42

I would like to give a brief explanation of how we have reduced the costs of parts that we are asking Associations to fund. In December, the Board sent Shawna to the National Irrigation Conference in Las Vegas to try to establish relationships with part manufacturers. This trip was, in our opinion, very successful.

Not only were we able to obtain the best wholesale price available from our preferred manufacturer, which is RainBird, but we were invited to enroll in their reward program. This program refunds five percent on expenditures of Rainbird manufactured parts. As a result of this program, the Master has already received a refund of \$4,800 to be credited for future purchases.

The invoices seen here show the total for all the parts needed for the upper loop before and after negotiations. After negotiations, we saved almost \$78,000. The 5% rebate on the Rainbird parts will save an additional \$6,375. This 5% rebate will be passed along to the Associations and will show as a credit on their final invoices.

REVOLUTIONARY TECHNOLOGY

RAINBIRD DRIP RETROFIT



- The easiest and fastest way to convert conventional spray or rotor zones to a low volume irrigation zone (drip zone).
- Convenient Conversion to Drip Tubing
- Regulates Pressure at 30 psi
- Easily Accessible 200-Mesh (75 Micron) Screen
- Internal Assembly Easily Drops Into Existing Spray or Rotor Body
- Supports Flow Rates of 0.5 to 6 gpm



We also learned of new technology at the tradeshow, an example of this is a state-of-the-art sprinkler head that converts rotor and spray heads into drip line. We are already testing this concept and if it works as claimed, it will be very beneficial to plant beds and large berms in Kings Point.

I have received some emails and inquires on the subject of the Federation paying for Associations costs as part of this project. I would like to take this opportunity to allow Jack to comment on this.

PROGRESS TRACKING

Pattern & Coverage Progress Can Be
Tracked On Our Website At:

www.kpmaster.com/patternandcoverage

Pattern & Coverage Project

*Just click on the banner that looks like the
one above from our home page.*