



September 2, 2020

Re: Bulk Communications Proposals

As you may know, our Bulk TV contract with Frontier will expire in January 2021. The RW HOA Board has received proposals for a new Bulk contract from Frontier and Spectrum Communications (complete proposals attached below).

The following are just some of the many considerations residents and the RW HOA Board must factor into their decision making.

1. The original intent of the 2013 RW HOA Board was to install FIOS so that residents would have a competitive communications choice in the future. The future is now.
2. Since 2013, residents who remained with Spectrum have in essence paid 2 cable bills, one to Spectrum and one to Frontier via their HOA fee. Should the RW HOA Board sign a contract with Frontier, this situation will continue. Should the RW HOA Board sign a contract with Spectrum, this double payment will then exist for those residents who decide to remain with Frontier.
3. Technology has changed since 2013 and will quite likely change considerably in the next 5 years. Is any 5 year contract advisable?
4. Should the RW HOA Board choose no bulk provider, all residents will be free to choose their own provider, albeit without any bulk discounts. All residents will then see a reduction in their HOA fee of slightly more than \$340 per year due (only) to the elimination of the Frontier Bulk fee.
5. If the Bulk contract is not renewed with Frontier, all residents remaining on Frontier after January 2021 should expect their monthly rate to increase at least \$30 to \$50.
6. Throughout the year, Frontier has been reducing available TV channels and services. As of September 1, 2020 Fox Regional Sports Networks are no longer available on your Frontier TV.
7. Should a contract be signed with Spectrum, residents will need to get new DVRs and set-top boxes from Spectrum and Frontier customers must return their current Frontier/Verizon equipment back to Frontier. Should a contract be signed with Frontier, a new DVR will also be provided.

Additional Info:

As required by our contact, Frontier was notified on June 5, 2020 of our desire not to renew the Bulk contract under its present terms. We requested that Frontier propose a new Bulk Agreement so that we could begin new contract negotiations. On August 31, 2020 Frontier submitted its proposal for basic Bulk TV services and promised to send an additional proposal for Bulk TV+Internet by September 4, 2020. The deadline for proposals from both vendors had been set at September 1, 2020. Should Frontier submit an additional proposal, we will email that to you for your consideration and comment.

Please examine the attached proposals carefully. Hit reply to submit your suggestions, questions or concerns so that the RW HOA Board can include your thoughts in our due diligence process.

The RW HOA Board

Download #1 [Frontier Proposal PDF](#)

Download #2 [Spectrum Proposal PDF](#)

Download #3 [Spectrum Presentation PDF](#)

HOA Website: www.rwhoa.org

Bulk Communications Proposal Summary

Frontier Communications Proposal Summary

TV Only Proposal:

Prime HD

Includes Quantum Video Media Server (DVR) - this is upgrading your existing DVR

Includes Quantum Enhanced Service - no longer have to pay \$10 a la carte

Includes Video Broadcast Fee of \$5.49 per unit

Includes Initial Marketing Assistance Fee of \$100 per Door^

\$35.00 per unit

5 year term

Spectrum Communications Proposals Summary

TV Only Proposal:

Spectrum Platinum TV includes over 300 channels, free HD, OnDemand programming, and access to the 80+ network apps including our very own Spectrum TV app.

\$30/unit rate

3 set-top boxes per unit

5% rate cap

5 year term

\$150 Door Fee x 730 homes = \$109,500 paid to River Wilderness[^]

From a cost comparison perspective, retail rates for this same level of service would be \$133.96 before taxes, giving residents a cost savings of \$103.96

TV & Internet Proposal:

In addition to the Spectrum Platinum TV features listed above, we are proposing the addition of Spectrum Internet. Spectrum Ultra Internet includes 400 Mbps x 20 Mbps speed, allowing for seamless streaming and usage across multiple devices. There are no data caps or speed throttling, giving customers unlimited data usage.

\$49.25/unit rate

3 set-top boxes and 1 wireless modem/router per unit

5% rate cap

5 year term

\$300 Door Fee x 730 homes = \$219,000 paid to River Wilderness[^]

From a cost comparison perspective, retail rates for this same level of service would be \$233.95 before taxes, giving residents a cost savings of \$184.70.

[^] Represents a one time payment per user paid to the HOA that will be used to reduce the annual cost over the life of the contract.