



September 5, 2020

Re: Frontier/Spectrum Additional Info

The following paragraphs provide additional information on bulk communication services for the community. Please be advised that the current contract with Frontier will expire in January 2021. Bulk agreements will be on the September 15 Board agenda. The opinions and preferences from a significant number of RW residents will be of great benefit to the Board and will assist in the Board's discussion and budget decision process. Please provide your input on this matter as soon as possible.

As of 9/5/2020, Frontier has only provided a TV Bulk proposal (not a TV+Internet proposal). Information on Frontier's announced Restructuring Plan may be downloaded from the link below.

We have received a listing of the Spectrum Platinum TV Channels and other answers to the Spectrum questions you submitted to us. In addition, Spectrum provided the following improved DVR proposal:

**Improved Spectrum Proposal**

- \* Platinum TV + 2 DVR boxes + 1 non-recording Digital box
- \* 400Mb x 20MB Internet Service + router/modem
- \* \$49.25 rate per unit
- \* \$300 door fee per unit paid to the HOA
- \* 3% rate cap
- \* 5 year term

We are providing a listing below of various contract options and their impact to individual RW residents.

The RW HOA Board

Download [Spectrum TV Package Channels - PDF](#)

Download [Spectrum Q & A - PDF](#)

Download [Frontier Restructuring Plan - PDF](#)

HOA Website: [www.rwhoa.org](http://www.rwhoa.org)

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The following table itemizes the various contract options and the likely impact each scenario will have on individual RW residents. It is impossible to give more precise *estimates* since each resident has already subscribed to various services with differing vendor incentives and contract termination times.

**HOA does not purchase any Bulk Service**

- \* Each homeowner HOA assessment is reduced \$340 annually.
- \* Frontier customers billing increases at least \$420 annually.
- \* Spectrum customers billing remains the same.
- \* All residents are free to choose their own communications service without HOA assessment considerations.

**HOA purchases Frontier Bulk TV only Service (\$35 /month)**

- \* Each homeowner HOA assessment increases \$60 annually.
- \* Frontier has reduced channel availability.
- \* Frontier customers billing remains about the same.
- \* Spectrum customers billing remains the same.
- \* Spectrum customers will pay the HOA \$420 in their annual assessment for Frontier services.
- \* Frontier **will pay the HOA** a one time per house incentive fee, estimated at \$69,000+ which the HOA may use over the life of the contract to reduce bulk services costs.

**HOA purchases Frontier Bulk TV+Internet Service**

- \* As of 9/5/2020, Frontier has not offered this option.

**HOA purchases Spectrum Bulk TV only Service (\$30 / month)**

- \* Each homeowner HOA assessment remains about the same.
- \* Frontier customers billing increases by at least \$420 annually.
- \* Spectrum customers billing *may* be reduced by \$1,000 (from retail).
- \* Frontier customers *may* save money by switching to Spectrum.
- \* Spectrum **will pay the HOA** a one time per house incentive fee, estimated at \$100,000+ which the HOA may use over the life of the contract to reduce bulk services costs.

**Spectrum Bulk TV+Internet Service (49.25 / month)**

- \* Each homeowner HOA assessment increases by \$230 annually.
- \* Frontier customers billing increases by at least \$420 annually.
- \* Spectrum customers billing *may* be reduced by \$1,800 (from retail).
- \* Frontier customers should save money by switching to Spectrum.
- \* Spectrum **will pay the HOA** a one time per house incentive fee, estimated at \$200,000+ which the HOA may use over the life of the contract to reduce bulk services costs.