

# **AMELIA LAKE CONDOMINIUM ASSOCIATION, INC.**

**On January 15, 2016, *Hotwire* gave a presentation in the clubhouse for residents of Amelia Lake and Mag Cove, as well as any other community members who cared to attend – approximately 50 persons were in the audience. Stephen Davis, Regional Sales Manager, SWFL, assisted by other executives and employees of *Hotwire*, not only provided a two-hour presentation during which numerous questions were answered, and they also provided a lunch for those in attendance.**

**The purpose of the demonstration was to hear an alternative to *Comcast* whose contract with MagCove expires in May and Amelia Lake's in August. As Secretary of Amelia Lake, I am herein providing residents with a synopsis of information received.**

***Hotwire* provides services only to associations and they are the largest in the country. They're privately-owned and claim to have better pricing, products, and services than the “antiquated network” currently provided by *Comcast*, in that *Comcast's* product is made from copper which absorbs moisture. There is a huge benefit with a fibre infrastructure.**

**– Higher internet speed at 100 megabits per second; whereas, *Comcast* requires boosters to get their cable into each unit. *Hotwire* utilizes fibre optics brought into each unit and they guarantee 100 megabits unlike *Comcast's* 25 megabits, which is not guaranteed.**

**– Optical Network Device to be installed in every unit that can be used as a router. No modem is necessary since it is not required with fibre.**

**– Telephone service's first year is free, then \$20 monthly. Since *Hotwire* owns and operates it's own network, owners can maintain current phone numbers which can also be used as a FAX line. Additionally, international rates are very reasonable. Part-time residents can turn off their phone as per seasonal policy.**

**– Internet included in the basic price and can be used within a 150' radius of the router – additional router provided for free. The installed dual-band router is a wireless router. Installation and effectiveness are guaranteed. Unlimited number of iPads, NetFlix, etc. can be used at any given time. New infrastructure will allow for unlimited add-ons. Email user name and password would change if user currently has *Comcast*, unless *Comcast* is also northern provider. Owners must keep current services until a day after *Hotwire* installation.**

**– Largest provider of cable TV in Florida. Ultra high TV definition – 4K, soon to be 8K. Construction phase involves attaching box to each building. They are 100% responsible for land restoration after fibre is hand-dug into the ground. Public utilities companies, e.g., *Hotwire*, provides services thru rights-of-way. Installation involves bringing cable into each unit – takes approximately 4 hours. Company to meet with each owner or their representative prior to installation. 1,000 megabits also available per unit.**

- Installation approach involves a 2 cable channel line-up coaxial line-up as per channel list  
*Comcast* charges for digital analog converter  
basic unlimited currently contains 55 channels  
delivered to any TV in home  
includes sports channels  
foreign channels being added  
any channel # can reflect whatever station desired
- Set Top Box (wireless)  
provided free for one TV  
155 additional channels, 73 are HD  
includes music channels  
replay TV on top 50 (soon to be 100) watched channels  
up to 7 hours of shows  
fast-forward thru commercials  
video on demand  
DVR – record 4 programs on HD  
per-pay-view can be disabled, i.e., when renter's are in residence
- Price Comparison, based on 10-year commitment.  
\$65/month with router, including internet (4% annual increase built-in)  
*Comcast* currently \$50/month without internet  
cost included in quarterly association assessments  
condo value increases since fibre is already in condo  
extra fees, e.g., phone (\$20), extra box (\$10) to be billed separately  
no additional charges unlike *Comcast*  
bulk package saves money for over 90% of its' users
- Licensing, inspection, and permits are taken care of by *Hotwire*, considered a state franchise operator.
- Mag. Cove and Amelia Lake would be brought on-board within 3 months in advance of other associations who could follow upon expiration of their *Comcast* contract. Other Associations may be able to obtain bulk rate ahead of expiration date for the internet, then set TV contract thereafter. Ultimate is to have everything under the Master association.
- Call centers are located in Ft. Lauderdale and Philadelphia, not overseas. Handle 20 communities and employ 70 technicians. Service agreement is in effect, and account managers work with each association. Dedicated technician visits each association daily.

January 18, 2016

/s/*Robert Brock*, Secretary  
Amelia Lake Association