



# Evergreen Cable Update

# History of current agreement in place

- 7 year agreement signed in 2013, due to expire in May 31, 2020
- \$36,000 incentive to resign in 2013.
- Current POA Cable only costs \$185,000 annually / \$51 per resident per month.
- January 2020 – Board decides to bring in Marcie Gershoni, from Community Cable Consultants, LLC
- Several providers were invited to present solutions. Bluestream presented, then backed out. Comcast opted to delay presentation. Then submitted bulk pricing.

# Current Internet charges across the area

Name	Carrier	Cost
Ernest L	Comcast	\$72.00
Ghughes	Comcast	\$86.00
Ghughes NC	Local	\$100.00
Ghughes NC	Hughesnet	\$66.00
Ghughes Office	Comcast	\$105.00
Sal	Comcast	\$65.00
Dian L	Comcast	\$83.00
Nick N	Comcast	\$93.00
Dave R	Comcast	\$72.00
Rhonda S	Comcast	\$89.00
Wndy T	Comcast	\$76.00
Jennifer Store	Comcast	\$55.00
Jennifer House	ATT	\$50.00
Tyesha	ATT	\$50.00
Deanna	Xfinity	\$40.00
Dee	Xfinity	\$70.00
Jon	Xfinity	\$53.00
Mike P.	Charter	\$100.00
Average		\$73.61

<b>BULK SERVICES TO THE ASSOCIATION:</b>		<i>Comcast Current Services Expiration Date (6/1/2020)</i>	<i>Comcast CCC</i>	<i>Comcast CCC</i>	<i>Hotwire</i>
1 Bulk Service Offered:	CABLE ONLY	CABLE ONLY CABLE AND INTERNET	CABLE AND INTERNET	CABLE AND INTERNET	
	COAXIAL / FIBER HYBRID	COAXIAL / FIBER HYBRID	FIBER TO THE HOME (*Pending Approval)	FIBER TO THE HOME	
	Digital Starter HD	Digital Starter HD / (X1) Performance Internet 100Mbps	Digital Starter HD DVR X1 Performance Internet 100Mbps	Digital Favorites HD DVR Internet 250Mbps	
2 Total # of Channels Included:	199	199	199	299	
3 Initial Video Bulk Rate to Association:	Current Rate: \$49.53 Rate Effect. 8/1/20: \$52.01	\$38.38	N/A	N/A	
	Initial Video and Internet Bulk Rate to Association:	N/A	*\$74.85	\$79.98	
4 Annual Rate Increase adjustment:	5% Uncapped	4% Capped	4% Capped	4% Capped	
5 Term of Agreement (years):	7	6	*12	7 Video 10 Internet	
6 Equipment Included:	1 HD, 2 DTA's	1 HD, 2 HD DTA's	3 X1 HD DVR's	2 HD DVR's	
		3 X1 HD DVR's Wireless Router	Wireless Router	Wireless Router	
7 Consideration to Association (Per Unit Door Fee):	\$125	\$125	*\$200	\$380 (\$75.99 x 5 months)	
8 Consideration to Association (Total Unit Door Fee):	\$37,375	\$37,375	*\$59,800	\$113,605	
9 Additional Programming Video on Demand:	Included	Included	Included	Included	
10 Courtesy Services:	No	1 video, 2 internet WiFi	1 video, 2 internet WiFi	2 video, 2 internet, WiFi	
11 Community Channel:	Yes	Yes	Yes	Yes	

# Why is Hotwire the right choice

## KEY BENEFITS TO THE NEW HOTWIRE AGREEMENT

- New Fiber Optic upgrade rebuild; Fiber-to-the-Home with today's latest technology!
  - Adding Internet, DVR and I.P. Platform with enhanced features into the bulk program, thus saving residents money off of their resident bills
  - Onsite training and one-on-one customer attention
  - 10-year Internet, 7-year video, securing the association at a fixed rate in today's competitive marketplace for services that incorporates the cost of the new fiber optic network
  - Dedicated Community Account Representative to assist residents needs and onsite availability as desired by the community. No fee for service calls.
  - Upfront incentive of \$136,326
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# Hotwire Channel Lineup

## Digital Access

95 A&E	393 Get TV WAMI	242 TruTV	1599 Popular Classical	455 Golf Channel HD
13/425 ABC 25 WPBF (HD)	39 Golf Channel	281 Turner Classic Movies	1587 Retro Latino	649 Galavisión HD
27 AccuWeather	394 Grit TV WAMI	70 TV Land	1562 Rock	494 HDNET Movies
239 Alive TV	74 HGTV	9 UniMas	1564 Rock Alternative	461 HGTV HD
21 America TeVe	60 History	5/415 Univision 23 WLTV (HD)	1566 Rock en Español	489 History HD
61 Animal Planet	50 HLN	275 Upliftv	1589 Romance Latino	466 HLN HD
399 Azteca America	212 HSN	82 USA Network	1593 Smooth Jazz	482 Infotainment HD
51 BBC America	18 ION 67 WPXP	90 VH1	1559 Soul Storm	556 Investigation Discovery HD
397 Becon 63 WBEC	231 Infotainment	634 Vme TV	1596 Swinging Standards	504 Lifetime HD
85 BET	111 Investigation Discovery	103 WE TV	1595 The Blues	505 Lifetime Movie Network HD
395 Boca TV	26 Lifetime	11 WeatherNation WPEC	1570 The Chill Lounge	485 Liquidation Channel HD
392 Bounce WAMI	101 Lifetime Movie Network	<b>Music Channels</b>	1584 The Light	476 Motor Trend HD
77 Bravo	401 Me-TV WPTV	1565 Adult Alternative	1592 The Spa	474 MSNBC HD
301 Cartoon Network	53 MSNBC	1581 Alt Country/Americana	1585 Today's Latin Pop	434 MTV HD
12/412 CBS 12 WPEC (HD)	86 MTV	1553 Alt Rock Classics	1555 Urban Beats	492 MTV Live HD
93 CMT	19 My 15 WTCN-TV	1569 Bluegrass	1575 Y2K	478 Nat Geo Wild HD
48 CNBC	243 Nat Geo Wild	1591 Broadway	<b>Subscribe to HD service and get:</b>	490 National Geographic HD
49 CNN	247 National Geographic	1573 Chamber Music	488 A&E HD	456 NBC Sports Network HD
29 Comedy Central	3/405 NBC 5 WPTV (HD)	1598 Classic Masters	508 Alive TV HD	442 NFL Network HD
24 Comet WPEC	38 NBC Sports Network	1558 Classic R'n'B & Soul	420 Animal Planet HD	447 NHL Network HD
54 C-SPAN	40 NFL Network	1567 Classic Rock	493 AXS TV HD	427 Nickelodeon HD
17 CTN 61 WFGC	37 NHL Network	1583 Country Classics	543 BBC America HD	480 One America News HD
15/414 CW 34 WTVX (HD)	65 Nickelodeon	1551 Dance Clubbin'	499 BET HD	506 Oxygen HD
57 Discovery Channel	68 Nick 2	1597 Easy Listening	471 Bravo HD	483 Parables HD
64 Disney Channel	28 One America News	1552 Eclectic Electronic	433 Cartoon Network HD	501 Paramount Network HD
72 E!	96 Oxygen	1577 Everything 80's	473 CNBC HD	439 SEC Network HD
113 Enrich	104 Paramount Network	1578 Flashback 70's	465 CNN HD	509 Sonlife HD
244 Enrich 2	20 PBC 20 TV	1572 Folk Roots	426 Comedy Central HD	472 Syfy HD
391 Escape WLVT	2/402 PBS 2 WPBT (HD)	1560 Gospel	421 Discovery Channel HD	428 TBS HD
32 ESPN	16/413 PBS 42 WXEL (HD)	1557 Groove (Disco & Funk)	430 Disney HD	441 Tennis Channel HD
33 ESPN2	23 PBS WLRN	1563 Heavy Metal	437 E! HD	400 The Weather Channel HD
230/246 Evine Too	211 QVC	1554 Hip Hop	481 Enrich HD	424 TLC HD
118 EWTN	213 Shop LC	1550 Hit List	548 Enrich 2 HD	475 TNT HD
73 Food Network	46 SEC Network	1590 Holiday Hits	450 ESPN HD	549 Toku HD
14/429 Fox 29 WFLX (HD)	47 SEC Network Overflow	1580 Hot Country	451 ESPN2 HD	463 Travel Channel HD
120 Fox Business Network	273 Sonlife	1561 Jammmin'	460 Food Network HD	497 TruTV HD
52 Fox News Channel	78 Syfy	1594 Jazz Masters	468 Fox Business Network HD	496 Turner Classic Movies HD
254 Fox Sports 1	272 TBN	1556 Jazz Now	467 Fox News HD	419 UniMas WAMI HD
215 Fox Sports 2	81 TBS	1579 Jukebox Oldies	440 Fox Sports 1 HD	486 Upliftv HD
30 Fox Sports Florida	207 Tennis Channel	1574 Kid's Stuff	503 Fox Sports 2 HD	470 USA Network HD
31 Fox Sports Sun	8/416 Telemundo 51 WSCV (HD)	1588 Latino Tropical	449 Fox Sports Florida HD	435 VH1 HD
62 Freeform	396 TeleXitos	1586 Latino Urbana	448 Fox Sports Sun HD	553 WE TV HD
79 FX	25 The Weather Channel	1571 Maximum Party	432 Freeform HD	
280 FX Movie Channel	59 TLC	1582 No Fences	469 FX HD	
205 FXX	80 TNT	1576 Nothin' But 90's	484 FX Movie Channel HD	
608 Galavisión	76 Travel Channel	1568 Pop Adult	445 FXX HD	

## Digital Favorites

Includes Digital Access plus these channels.

84 AMC	63 Disney XD	99 LOGO	610 UNIVERSO	487 FYI HD
115 BBC World	97 DIY Network	41 MLB Network	240 VICELAND	436 Hallmark Channel HD
214 beIN Sports	34 ESPN NEWS	87 MTV2	210 YES National	459 IFC HD
114 BET Gospel	35 ESPN U	125 MTVU	<b>Subscribe to HD service and get:</b>	457 MLB Network HD
106 BET Her	117 Evine	91 MTV Classic	479 AMC HD	550 Nick Jr HD
89 BET Jams	202 Fox College Sports Atlantic	69 Nick Jr	544 BBC World HD	551 Nicktoons HD
92 BET Soul	203 Fox College Sports Central	88 NickMusic	502 beIN Sports HD	554 OWN HD
208 Big Ten Network	204 Fox College Sports Pacific	67 Nicktoons	458 Big Ten Network HD	555 Sundance TV HD
222 Bloomberg	605 Fusion	284 Ovation	464 Cooking Channel HD	477 The Olympic Channel HD
94 CMT Music	238 FYI	58 OWN	438 Disney Junior HD	552 TeenNick HD
98 Cooking Channel	105 Great American Country	283 Sundance TV	431 Disney XD HD	507 Universal Kids HD
55 C-SPAN2	100 Hallmark Channel	66 TeenNick	462 DIY Network HD	644 UNIVERSO HD
56 C-SPAN3	285 IFC	119 The Olympic Channel	452 ESPN NEWS HD	
75 Disney Junior	102 Lifetime Real Women	300 Universal Kids	453 ESPN U HD	