



Bulk Services Proposal for Dockside Condos – 40 units August 17, 2020

***Current Status**

- 31 internet customers – 79.5% paying an average of \$62.60 per month
- 23 cable TV customers – 57% paying an average of \$50.38 per month
 - These averages do not include costs of digital receivers, DVR's and Routers, which will be included with the bulk service as defined in this proposal.
 - The average person with cable and internet is paying over \$110 for the service + Taxes/fees and equipment for a total of \$140-\$160 depending on the equipment they have

Bulk Spectrum Platinum TV and Bulk Ultra 400 Mbps Wireless Internet Service:

- **\$54.50** per unit, per month, plus taxes and fees (estimated \$5.05)
- 5-year term
- Price may increase up to 4% annually. But not until 2022
- Spectrum requires 60 days from date of execution to convert to Bulk Services.
- Includes (1) HD Box & (1) DVR box plus DVR Service
- 225+ Channels with FREE HD
- Access to 10,000 plus on Demand Choices-including HD and movies in 3D
- Stream live TV and On Demand content with the Spectrum TV App
- Modem with Wireless Router Service Included
- No data caps
- Residents can add Spectrum Voice Service for \$9.99 a month
- Available for common areas (pool, clubhouse, etc.) at same rate units pay.
- Free self-install or \$49.99 professional install. Existing customer equipment will continue to work as it does today or you can exchange it for new equipment anytime

Retail Add-Ons: (resident is billed individually for these services)

■ Additional HD Set Top Box	\$7.99
■ Additional DVR Box	\$7.99
■ DVR Service	\$12.99
■ Premium Channels-HBO, Showtime, etc	\$15.00 each
■ HBO, Showtime	\$25.00 total
■ HBO, Showtime, Starz, Starz Encore	\$40.00 total
■ Spectrum Voice	\$9.99

Retail Comparison:

Spectrum Platinum TV	\$96.99
Spectrum Ultra 400 MBPS High Speed Internet Service	\$90.99
Wireless Router Service	\$5.00
High Definition Cable Box	\$7.99
DVR Box	\$7.99
DVR Service	\$12.99
Broadcast Surcharge	\$13.50
Subtotal before taxes:	\$235.45
Bulk Subtotal before taxes:	\$54.50
Monthly Bulk Customer Savings:	\$180.95

Pricing Subject to Change

Platinum TV Channel line-up attached separately

	units	amount	Total MRC
Video	1	17	17
Internet	1	35.5	35.5
Broadcast TV Surcharge			2.32
Cable FCC Admin Fee			0.02
State Communications Tax			2.72
*Estimated taxes & fees			5.05

**taxes and fees are estimates and are subject to change*

Each party shall keep the terms and conditions of this Proposal in strict confidence and shall not disclose any such information to any third party, except that each party may disclose such information to any of its current or prospective attorneys, accountants, financial advisors, partners, and/or others as necessary for such party hereto as reasonably necessary. The contents of this proposal are confidential and for discussion purposes only and are not intended to give rise to binding obligations for either party. Any contractual relationship between the parties will be the result of formal negotiations and will only become effective upon execution of the contract by representatives of the parties authorized to enter into such agreements. During any negotiations, each party will bear its own costs and will not be responsible for any costs or expenses of the other party, unless separately agreed to in writing. Terms and conditions under this proposal shall become null and void upon 30 days from the date of this proposal. This Proposal expires on 8/18/2020 and may be extended by written confirmation from Spectrum Community Solutions