



September 20, 2021

Subject: **Cable Provider Decision** (*Time Sensitive Material*)

Dear Fellow North Fork Homeowner,

The North Fork Property Owners Association's 5-year bulk cable contract with Comcast is set to expire on 12/31/2021.

The Board of Directors has received two new contract proposals, one from Comcast and one from Hotwire. Both proposals can be accessed on the POA's website by using the link below:

<http://www.northforkpoa.org/cable-tv--internet-contract-information.html>

Please note that both of these proposals are for TV **and** Internet service (*i.e., a "double-play" package*). The monthly cost will be either \$87.85 or \$90.98, depending upon which provider is selected. This compares to the current monthly cost of \$68.34 (*for TV only*), which is included in the quarterly assessments that we pay today. Therefore, under the proposed new contracts, the monthly cost to add internet service to the Association's bulk contract plan will be either \$19.51 or \$22.64 (*depending upon which provider is selected; all dollar amounts listed above exclude state taxes, government fees, surcharges, etc.*). This incremental cost will be added to the quarterly POA assessments for 2022 and beyond. This increase in the quarterly assessment will be more than offset by the elimination of the monthly bill that most homeowners receive today directly from their current provider for internet service.

Both providers are offering North Fork homeowners the ability to add optional services and/or upgrades. This includes faster internet speeds, additional premium channels (*HBO is included in both proposals at no additional charge*), and land-line phone service, if desired. The cost for many of these optional services is listed in the respective proposals (*the cost for any optional service ordered would be direct-billed to each homeowner by the provider, the same way it is done today*).

It should be noted that Hotwire's contract proposal includes the installation of a new fiber optic infrastructure within North Fork (*fiber optic cable would be run from their headquarters in Ft. Lauderdale to each home in North Fork*). The capital investment for this new fiber infrastructure would be paid for entirely by Hotwire; however, they are asking for a 10-year contract term in order to help recoup this capital investment over time, as they are looking to build a long-term relationship with North Fork. Comcast's contract term would be for 5-years,

with no new capital investment planned specifically for North Fork. Please refer to the attached summary chart to compare the various features of the two offerings side-by-side.

The Board of Directors is urging **ALL** homeowners to provide input on this important decision for North Fork by voting for one of these provider offerings.

To help maximize homeowner participation, the vote will be conducted primarily online. Voting online is quick, easy, and efficient. You will receive a vote-by-email ballot from **Vote HOA Now** within the next few days. Please note that the email ballot will be coming from Northfork@ivotehoa.com. If you do not receive the email or you require a paper ballot, please contact Tish Nelson at CRA at 561-624-5888 or TNelson@cra.email. Once your completed ballot has been received back by **Vote HOA Now**, you will receive a confirmation email from them for your records. **Vote HOA Now** will only provide to the Board a summary tabulation of the voting results; they will not share how a particular homeowner voted.

We expect that the voting period will **open on or about September 27 and close on October 11**. Should you have any questions or experience any issues with voting, please reach out to Tish Nelson at CRA at 561-624-5888 or TNelson@cra.email for assistance.

The Board strongly encourages all homeowners to vote for the provider you would prefer to have in North Fork, so please take this opportunity to make your voice heard and submit your vote promptly once you receive your electronic email ballot.

The Board would like to thank everyone in advance for your anticipated participation on this very important matter that affects each of us.

Very truly yours,

North Fork Board of Directors

9/24/21 Updated Information:

- 1) Pricing for optional 2 Gigs Internet speed is as follows:
Comcast: \$1,000 one-time installation fee and \$320 per month.
Hotwire: \$99 one-time installation fee and \$199 per month.
- 2) For Hotwire service to work in the home during a power outage, it requires that a homeowner have a generator (*i.e., whole house or portable*) to provide electricity to the Hotwire Router and TV Set Top Box(es) inside the home. Comcast service will not work during a power outage. The reason is because the signal will travel through fiber optic cable (Hotwire) but will not travel through copper coaxial cable (Comcast) without continuous power to the underground cable/lines running to each home.