

# **Report of Cable Working Group**

## **Hibiscus by the Sea**

**Charlie Shingle, Chairman**

**Tim Grose**

**Mike Preis**

**Eileen Sullivan**

**John Teerman**



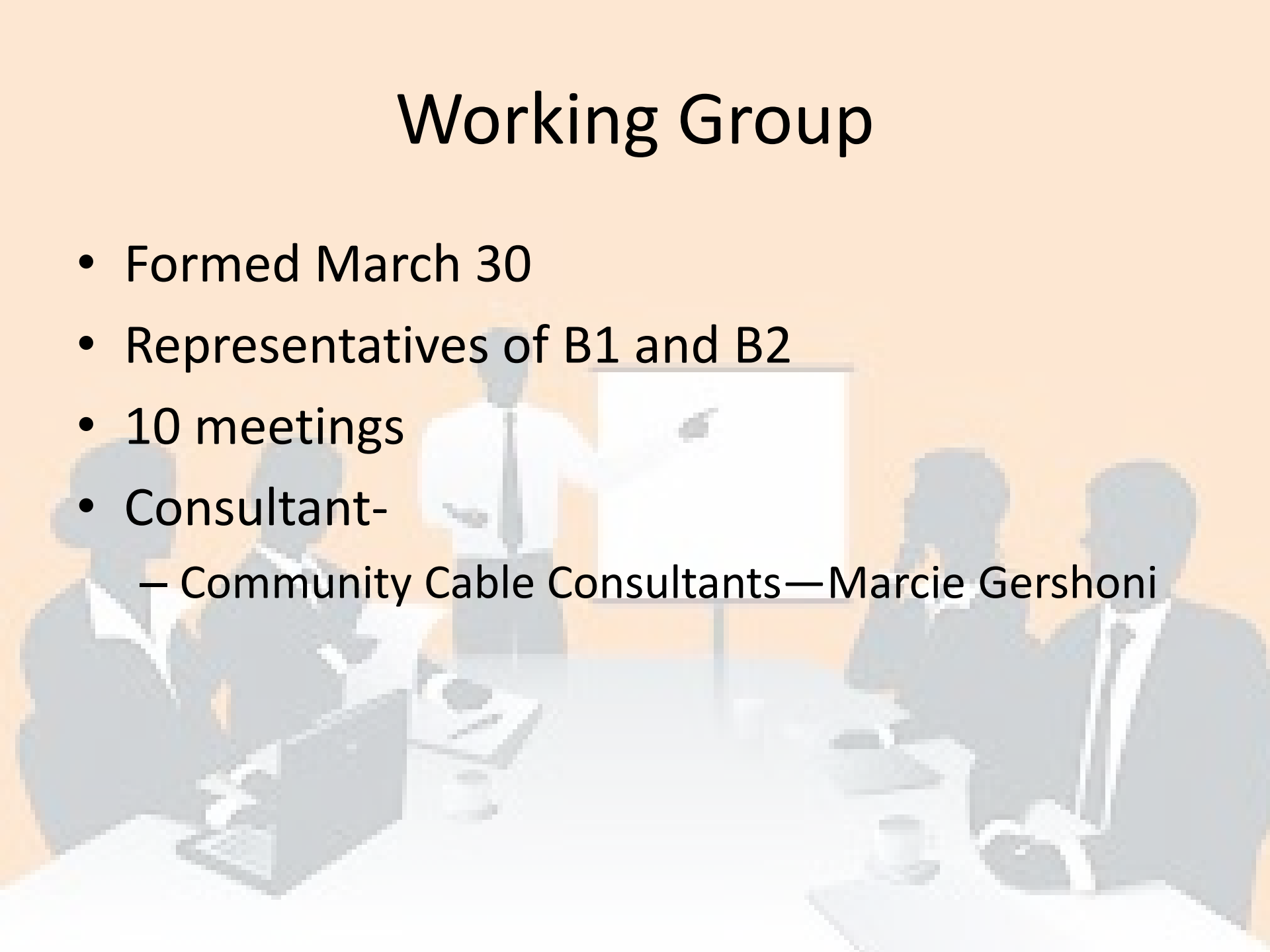
# Agenda



- Presentation from the Working Group (~20 min)
- Presentation from Blue Stream (~10 min)
- Questions from the Board
- Questions from Unit Owners
- Wrap up

# Working Group

- Formed March 30
- Representatives of B1 and B2
- 10 meetings
- Consultant-
  - Community Cable Consultants—Marcie Gershoni



# Survey of Unit Owners

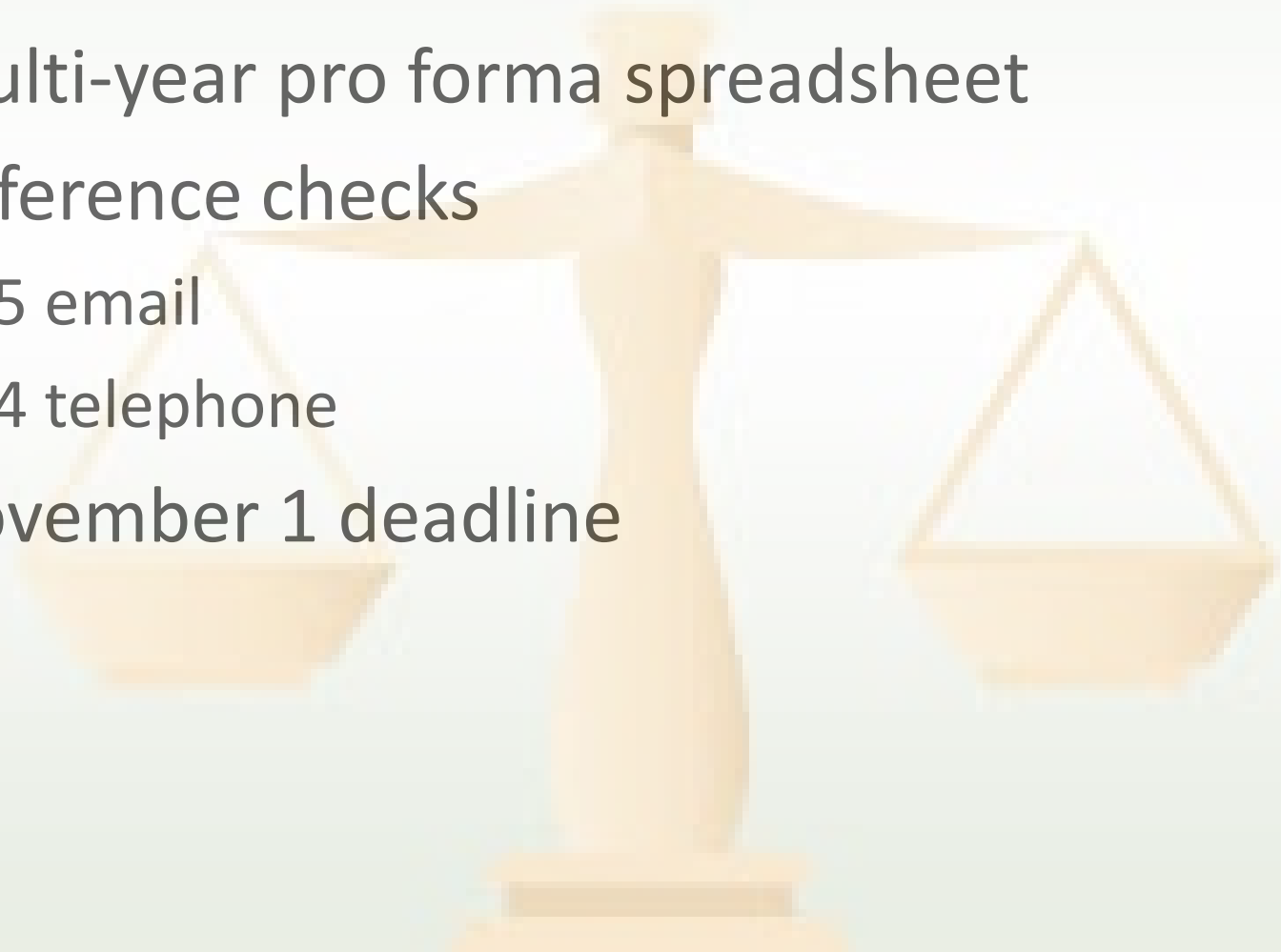
- 65% response rate
- 89% favor continuing TV service
- 32% purchase additional channels
  - HBO and Showtime most popular
- 86% purchase Internet service
- 83% against Internet only (no TV service)

# Bidders

- **Comcast** – TV only (coax)
- **Comcast** – TV + Internet (fiber + coax)
- **Hotwire** – TV + Internet (all fiber)
- **Blue Stream** – TV + Internet (all fiber)
- **Upstream** – TV + Internet (fiber + dish)

# Evaluation Process

- Multi-year pro forma spreadsheet
- Reference checks
  - 5 email
  - 4 telephone
- November 1 deadline

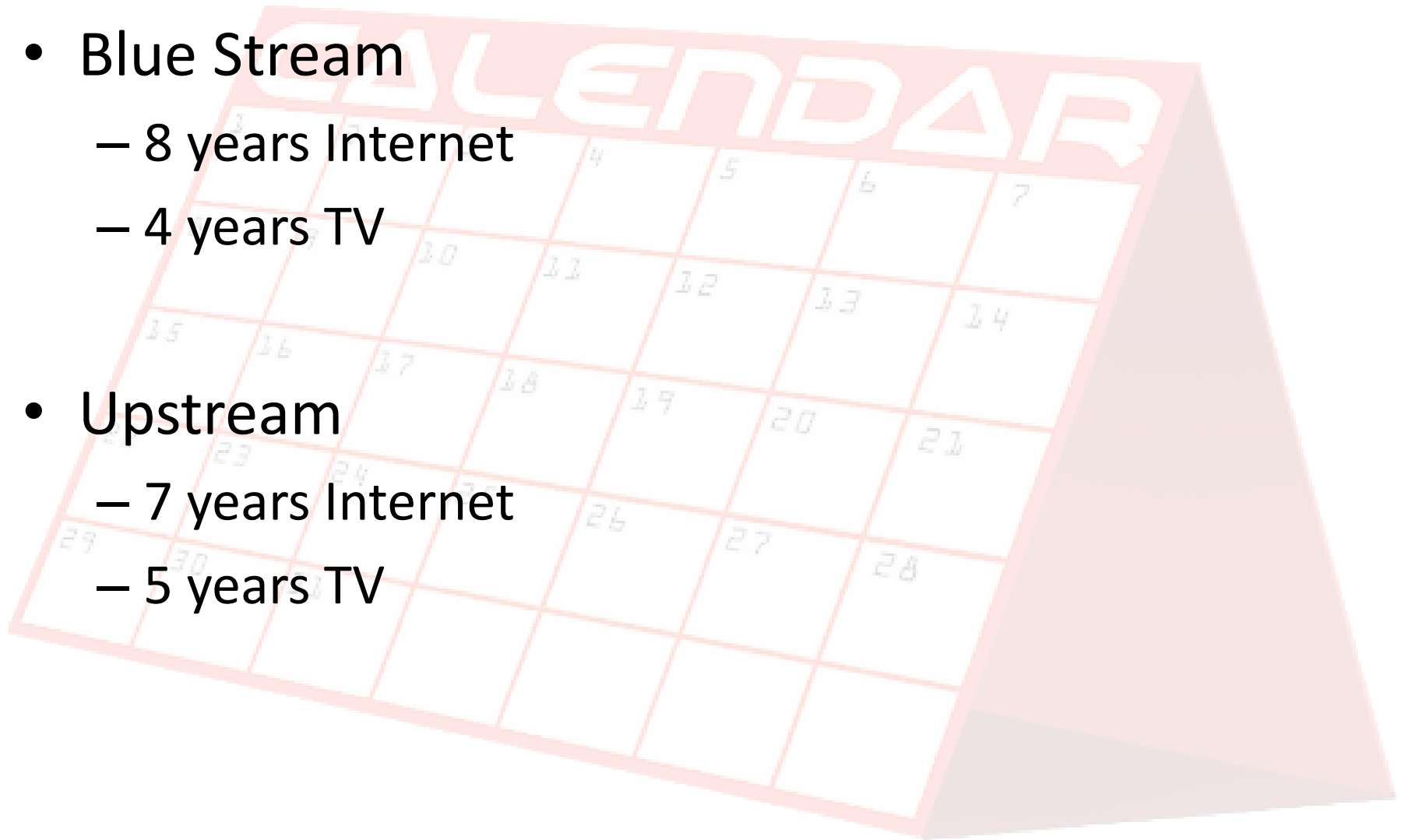


# Evaluation Results

- 2 top choices (**Blue Stream** and **Upstream**)
- Total cost over 5 years (fully loaded)
- References
  - Overwhelmingly positive

# Contract Length

- Blue Stream
  - 8 years Internet
  - 4 years TV
- Upstream
  - 7 years Internet
  - 5 years TV





# Selected Provider

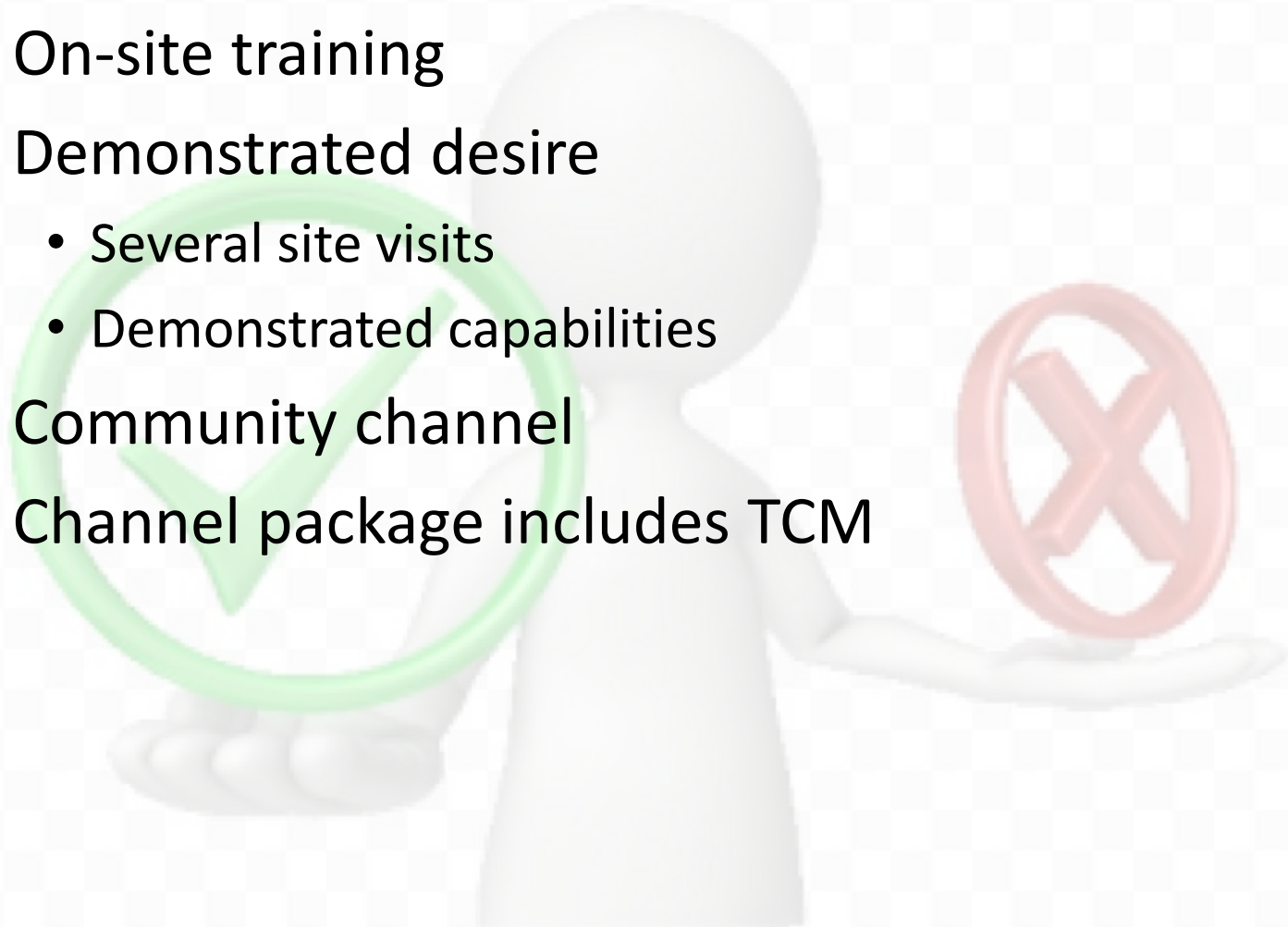
- **Blue Stream**

- Lowest total price
- Lowest annual % increase
- Best references
- All fiber
- Internet speed (300/300)
- 2 TiVo HD DVRs, 1 WiFi Router
- Short C/S average wait times (<1 min.)
- Dedicated account executive
- Dedicated C/S, all Blue Stream employees
- Dedicated installation Project Manager

# Selected Provider - continued

- **Blue Stream**

- On-site training
- Demonstrated desire
  - Several site visits
  - Demonstrated capabilities
- Community channel
- Channel package includes TCM



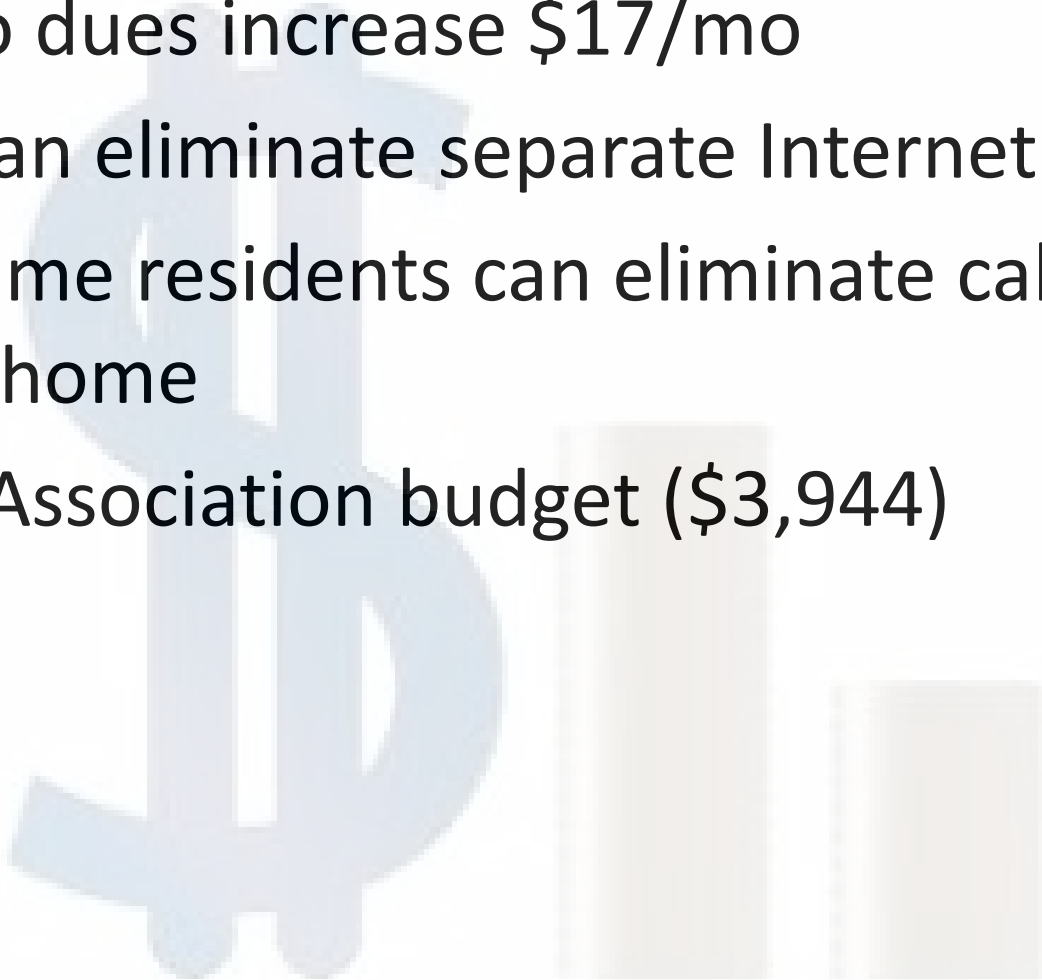
# Additional Benefits

- Additional channel packages (extra cost)
- Additional TV boxes (\$9.95)(or FireStick/Roku)
- Portability
- WiFi in Lobbies, gyms, social rooms
- TV in social rooms, gyms

BENEFITS

# Budget Implications

- Condo dues increase \$17/mo
- U/O can eliminate separate Internet contract
- Part-time residents can eliminate cable at other home
- 2021 Association budget (\$3,944)



# Next Steps

- Board approval
- Hire contract attorney
- Contract negotiations
  - Penalties
  - Extras
- Contract signing -- May 31 target
- Blue Stream presentation to U/O
- Installation / training
- Go live November 1
- Additional training





Don Crouse – Director of Community Relations

# Questions from the Board?



# Questions from Unit Owners?







# COMCAST

- Important – do not intimate to Comcast that they will be replaced
- Comcast will be notified at appropriate time

Thank  
you

