

Phase 4 Special Board of Directors Meeting October 6, 2025

Meeting Date: October 6, 2025

Meeting Location: Island Club Recreation Center Meeting Room

Bob Jourdain called the Special Phase 4 Board of Directors' meeting to order at 7:02pm. Roll call was taken and all Board members were present except Mary Lasek and it was noted that we had a quorum:

Present:

Bob Jourdain, President

Donna Arzberger, Vice President

Jonah Violante, Treasurer

Marta LaCasse, Secretary

Barry Birenbaum

Radek Gancarczyk

Joe Reid

David Vandenhouten

Not Present:

Mary Lasek

Bob thanked all the people that were present in the audience and those on ZOOM. He stated the reason for this Special Meeting was that our contract with Comcast will soon be coming to an end as of March 2026 after 8 years. For the last few months, the Board has been looking at renegotiating the Comcast contract. Two additional vendors were considered. Hot Wire, which is currently installed in Phase 1 & 3 and a company new to communications which is a startup company which was eliminated for obvious reasons.

We met with Comcast on 2 separate occasions and a few phone calls. Our first meeting with Comcast was unsatisfactory but our second meeting was more productive.

We also met with Hot Wire on 2 separate occasions and by phone. Our first meeting with them again was at that time considered unproductive and at that time we stated our requirements.

- Least disruption to the community
- Cost going forward
- Features

Our second meeting with Hot Wire was more fruitful. Donna put together a comparison that she presented.

Comcast first offer came in at \$89.99 per month plus fees, fiber optics coming into the condos at no cost in 2027, 2 boxes HD, 150 channels, HBO Max, 600 mbps, 1 router, 4% increase per year and a \$12,100 one-time credit. Donna asked for AI inclusion in the contract but they said no. They also proposed a 5-year contract which at which time we would renegotiate and fiber optics would be available in 2027 we would need to apply and wait our turn. This could be 2028 or later plus the disruption to the community going from coaxial cable to fiber optics. Their final offer was \$68.66 per month with a one-time bonus of \$12,100. We could apply the bonus to one month and that would bring the cost down to \$66.00 per month for the first year and then \$80.00 for year two and 4% increase for each year after that. The proposal for the five year was the same amount per year but when we renegotiated that rate would change to 5% per year.

Bob did interject that both Comcast would include free wi-fi at 600mbps and that was their final offer. Donna explained that Hot Wire's first proposal came in at \$76.99 per month and included one free router, one firestick that fits into the back of any television, 1,000 mbps of speed and an increase of 4% per year. If you require a second stick it would cost you \$7.00 per month plus tax. Their final offer came in at \$70.00 per month for the first year but they also are giving us the first year free. You would be only paying taxes on your monthly bill for the first year and our second year would be \$70.00 per month compared to Comcasts proposal for year 2 at \$80.00. Hot Wire agreed to add AI into the contract when it comes along.

There would be no increase in our HOA fees next year as far as cable is concerned. With Hot Wire's proposal you would receive a backlit controller and it is voice activated. Donna explained how thin the Hot Wire fiberoptic wire was and you would no longer have the big wire running all over your condo. Comcast will come in and remove all the wires inside the condos. Each person will be responsible for returning all their equipment to Comcast.

Donna explained that if we go with Hot Wire they will be able to complete the installation within the timeframe without interruption of service. We would get 50 hours in the Cloud and 72 hours playback time included in the monthly cost. If residents would want 150 hours in the Cloud then that would be an extra cost to them. It also includes a Community Guide that we can load messages to the residents in Phase 4 and when they turn on your TV the message will be displayed. The savings to the community by going with Hot Wire would be \$100,640.00 the first year and we would take that money and put into one of our accounts that has no money in it and every month we will transfer that money into the budget.

With what was presented and Comcast's unwillingness to budge on some key requests, Bob said his personal recommendation is to move forward with Hot Wire and asked the Board members if we had sufficient information to cast a vote on this selection. Bob asked each Board member if they were presented enough information to make selection and every Board member agreed they did and liked the Hot Wire contract as proposed. The Board voted 9 to 0 to move forward with Hot Wire as our communications vendor.

Barry Bierenbaum made a motion to adjourn the meeting and it was seconded by Jonah Violante and the Board voted unanimously and the meeting was adjourned at 7:47pm.

Respectfully submitted,

Marta L. LaCasse
Secretary