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**MEMORANDUM**

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**TO:** FAIRVIEW POINTE RESIDENTS (OWNERS & RESIDENTS)  
**FROM:** JASON BATES; PRESIDENT  
**SUBJECT:** CABLE/INTERNET UPDATE  
**DATE:** MARCH 7, 2015  
**CC:** EXCLUSIVE PROPERTY MANAGEMENT

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I am still in negotiations with Comcast and the proposal still appears to offer significant cost savings to homeowners IF both cable and internet are bundled together. This new package would increase our monthly association fees by \$45/month and decrease your personal Comcast bill (for those of you that have both cable and internet) approximately \$85 on their current monthly bill; thus a net \$40/month savings. However, after continued research with AT&T, DISH, Direct TV, and Comcast retail I have come up with the following:

- The Comcast Bulk deal would be a very good deal if all residents wanted internet along with cable...bundled.
- The \$30/month that we pay (via your monthly association fee) to Comcast for basic services was a good deal, up until around 6 months ago. With the new X1 service, the basic cable packages have come down and that same package can be purchased for \$49 without any commitment by the entire association.
- Comcast is still a much better value than AT&T U-Verse when comparing cable packages (both in price and channel selection) and has much higher internet speeds. For those residents who have AT&T for cellular services, you may be able to get a better bundled deal; however I do and I found Comcast still less expensive.
- For our residents who enjoy programming from Latin or South America and Canada; the DISH network coupled with a very basic Comcast cable package would be the best deal.
- The best decision may be for Fairview Pointe to end our cable relationship with Comcast. (I will be presenting this motion to the Board). Again, if we are not bundling, then it is not much of a deal. Then each resident can pick and choose which vendors/services they desire and pay appropriately. The \$30/month currently paid for cable services could be reduced from the 2016 budget; although we cannot change the current year's monthly fee. Depending on when we are able to terminate the current Comcast arrangement, there may be additional funds to utilize toward other 2015 association needs or carry the overage to next year which may even further reduce our 2016 monthly fees.
- For those of you looking for "high tech" services from Comcast, I would recommend the HD Preferred Package. You would receive 220+ channels including HD, X1 service, an HD-DVR box that can record up to 4 channels at once, Scream Internet (which is 105 Mbps), and unlimited nationwide calling for less than \$100/month plus tax and fees. Each additional HD box is \$9.95/month

- I have also researched home security packages and have some feedback. For those of you who still have a wired ADT/Brinks system, you should be paying no more than \$23/month. You could upgrade to a wireless system for \$34/month (and not require a home phone) or to ADT Pulse for approximately \$39/month. Also, Comcast now has a home security system, which if you choose their internet service looks like a good deal. It can hook up to your current system and then add additional wireless keypads and motion sensors as well as a camera and other services including smartphone access. When bundled with other services as part of a triple play, it is the same prices as having the cable/internet/phone.
- Feel free to reach out if you have any further questions, and I hope to see you at the annual meeting on the 16<sup>th</sup>.