

To date we have met with Summit Broadband (Steve Ralston) and Direct TV (Warren & Jessica Schoen) I have attached their respective presentations to the e-mail.

I will summarize the proposals:

Both proposals will require the Summit Broadband Internet upgrade (Summit will sunset support on our current equipment in 2027 should we decide to extend our current contract)

Each unit in Wiggins Bay will need to have the upgraded Fiber box installed and a new WiFi Router. Summit Broadband will provide install and training for the initial installation (up to 1/2 hr. of time in each unit) WIFI passwords will need to be reset for all connected devices.

Key steps in the process will be:

- 1) Launch team Kick-off Meeting with Association and Property Manager
- 2) Launch letter to all residents
- 3) Equipment install and training scheduled by resident
- 4) WiFi set-up device porting and training (up 1/2 hour/resident)

TV/ Streaming service options: The channel line-ups vary slightly but are comparable

1) Summit Broadband TV (TiVo) (channel line up transportable to a 2nd location but no local stations)

- 2Gig/2Gig internet access
- SBB TV Base, Ascend and HBO channel lineups (includes the music channels)
- Cloud DVR – 100 hours included
- Rewind TV – Rewind channels up to 72 hours
- 2 SBB TV set-top boxes
- 2 Voice remotes powered by Google
- 1 Wi-Fi 6E router
- 1 wireless extender (as needed)

2) Direct TV (all services transportable to 2nd location with local stations and up to 3 TV's

- 2Gig/2Gig internet access
- SBB TV Base, Choice Pkg 139 Channels included 4K definition video HBO, CINEMAX, MAX Streaming Service, Paramount+ w/ Showtime
- Cloud DVR – Unlimited
- Rewind TV – Rewind channels up to 72 hours
- 2 DirecTV Stream set-top boxes 4K def.
- 2 Voice remotes powered by Google
- 1 Wi-Fi 6E router
- 1 wireless extender (as needed)
- Additional 1/2Hour /unit "White Glove training on TV set-up and Direct TV

Pricing:

- 1) Current pricing \$ 71.00/door/month
- 2) Summit Broadband TV (TiVo) \$ 66.99 (4% annual escalator)
- 3) Direct TV \$84.98 Choice Pkg. (3% escalator on internet, 5% escalator on Direct TV Stream)
- 4) Direct TV \$74.98 Entertainment Pkg. (3% escalator on internet, 5% escalator on Direct TV Stream)
- 5) Internet only \$ 39.99 No Bulk TV package each unit decides what they want and pays for it individually.

Notes:

Direct TV allows residents to do away with the cable/entertainment cost at their second home easily saving \$1-200/month depending on the market.

The internet only option allows the foundation to provide residents very High Speed High quality internet to all residents and provide substantial annual fee reduction that they can use to purchase the streaming/entertainment package they choose.

Both Summit Broadband and Direct TV are 7 year contracts. If we go with Summit there is only one contract to manage, with direct TV there would be 2 contracts to manage.

We can extend our current contract with Summit for 2 years at the current rate (\$71.00) with a 4% escalator clause and we will be forced to make this change when the extension expires.