



## **KLWV and the Community Channels**



# Comcast XFINITY. Offer

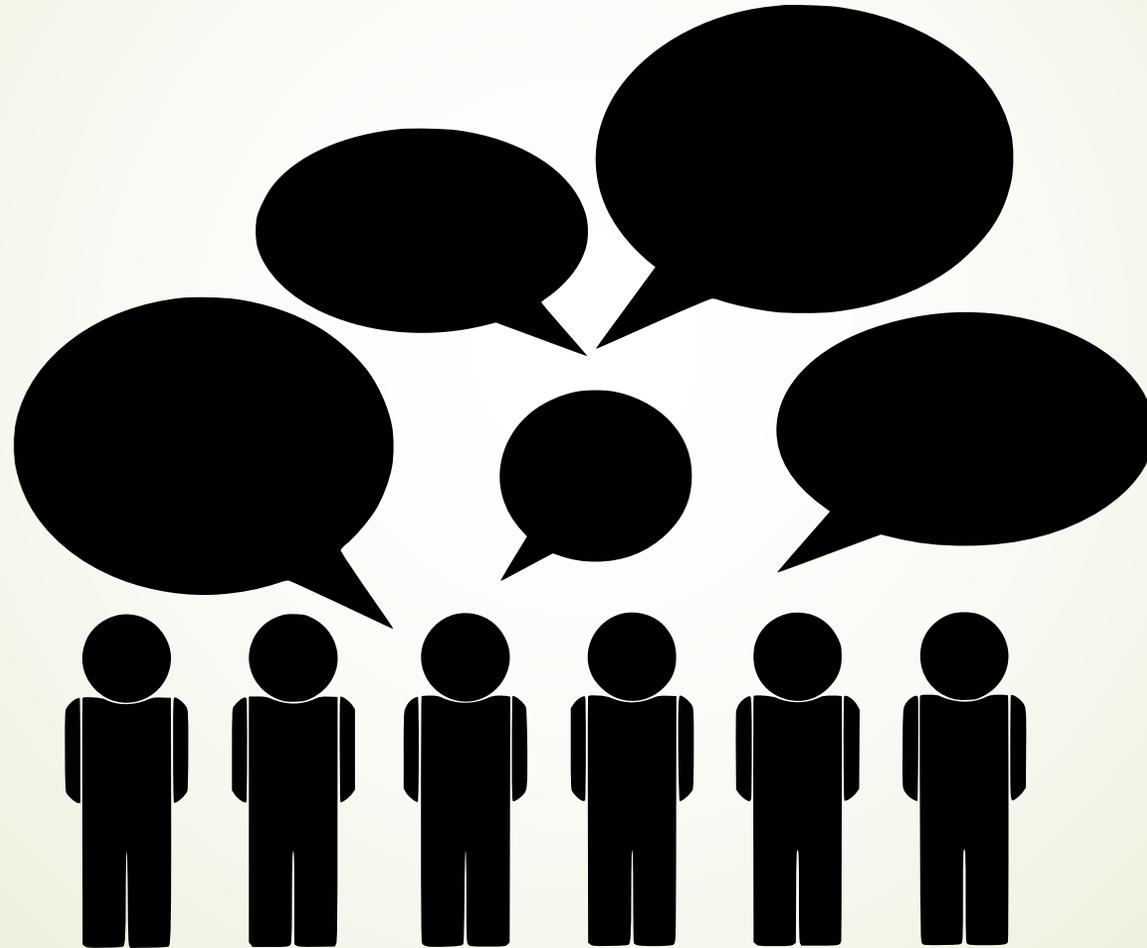
LVWA's Current Bulk TV Agreement

Contract Expires

On October 1, 2025



# Talks have begun!





# Comcast's Double Play. All Levels of TV Service include:

Television, Internet, and Home Phone.

- ▶ HD TV.
- ▶ Advanced TV Remote.
- ▶ Two HD set-top boxes.
- ▶ 1 Gigabyte Internet Service.



# Cost for Double Play Option 1

## **Tax not included**

- Includes:
- Popular Bulk Television Service.
- 1 Gigabyte Internet Service
- 7 Yr contract. \$50 per Month



# Cost for Double Play Option 2

## **Tax not included**

- Includes:
  - **Ultimate Bulk Television Service.** Similar to the current lineup.
  - 1 Gigabyte Internet Service
  
- 7-year contract \$59.00 per month. + tax.



# Cost for Bulk TV only Option 3

## **Tax not included**

- Includes:
  - Popular Bulk Television Service.
  - HD TV.
  - Advanced TV Remote.
  - Two HD set-top boxes.
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- 7 Yr contract. \$22 per Month + tax



# Cost for Bulk TV only Option 4

## **Tax not included**

- Includes:
  - **Ultamate Bulk Television Service.**
  - HD TV.
  - Advanced TV Remote.
  - Two HD set-top boxes.
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- 7 Yr contract. \$31 per Month

# Summary **Tax not included**

## 7 year contract

▶ Popular Bulk TV and Internet Double Play Package.	\$50.00
▶ Ultimate Bulk TV and Internet Double Play Package. (similar to the current TV package)	\$59.00
▶ Popular Bulk TV Only Package.	\$22.00
▶ Ultimate Bulk TV Only Package. (similar to the current TV package)	\$31.00

It is important to note that with Double Play options, the HOA fees will not be increased due to this service; rather, the TV service will see a nominal increase, and the internet service would be added, all of which are collected along with the HOA fees.

It is also important to note that with Bulk TV only, the HOA fees will see a slight decrease, and residents will have to purchase internet service on their own.



# Comcast Xfinity Offer Benefits:

## To the Association:

- \$85.00 activation bonus for each unit. \$228,820.00
- The Board will provide an Association credit to each unit of the activation bonus and the percentage received for unit add-ons.
- Bulk service to common areas and buildings.

## To the Units:

- With Double Play, consolidate TV and Internet bills.
- Cost savings and higher-speed internet service.
- White Glove installation.
- Ability to upgrade options.

# Comparison with other offers.

**Tax not included**

## Verizon

- ▶ Bulk TV only \$34.99
- ▶ TV Preferred HD & 300/300 Internet. \$70.00 (Reduced)
- ▶ TV Preferred HD & 1 Gigabyte Internet \$80.00
- ▶ Locked-in price for 5 years.

## Privatel

- ▶ TV Choice HD, 1 Gigabyte Internet & Home Phone \$86.00
- ▶ Home Phone.
- ▶ \$269,200.00 Installation and unit add-on percentage rebate.
- ▶ Approx. 5% Increase ea. Year.

## Comcast

- ▶ Bulk TV Only \$31.00
- ▶ Bulk TV HD, 1 Gigabyte Internet \$59.00
- ▶ \$228,820.00 Installation rebate.
- ▶ Approx. 5% Increase ea. Year.

Verizon Fios (5YR)				Privatel (10 YR)		Xfinity (7 YR)		
	TV Only	TV + 300/300	TV + 1GB		TV + 1GB		TV Only	TV + 1GB
		Internet	Internet		Internet			Internet
Contract Year	Price	Price	Price	Contract Year	Price	Contract Year	Price	Price
1	\$ 37.24	\$ 72.25	\$ 82.25	1	\$ 88.38	1	\$ 37.25	\$ 60.12
2	\$ 37.24	\$ 72.25	\$ 82.25	2	\$ 92.81	2	\$ 39.11	\$ 63.12
3	\$ 37.24	\$ 72.25	\$ 82.25	3	\$ 97.45	3	\$ 41.06	\$ 66.27
4	\$ 37.24	\$ 72.25	\$ 82.25	4	\$ 102.32	4	\$ 43.11	\$ 69.58
5	\$ 37.24	\$ 72.25	\$ 82.25	5	\$ 107.43	5	\$ 45.26	\$ 73.06
				6	\$ 112.80	6	\$ 47.52	\$ 76.71
				7	\$ 118.44	7	\$ 49.90	\$ 80.54
				8	\$ 124.36			
				9	\$ 130.58			
				10	\$ 137.10			