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**Overview: Optimum Bulk Service Agreement**

Lake of the Pines HOA has recently approved an Agreement with Optimum for Optimum to provide Internet and cable TV services at reduced prices to all LOP members, and it is expected that the contract and improved infrastructure will go into effect this calendar year. **The Darkhorse HOA Board is in discussions with Lake of the Pines, and indirectly with Optimum, for Optimum to provide the same services to all Darkhorse members.** By joining the LOP agreement, Darkhorse members can obtain significant annual savings on our communication services. The Darkhorse Board has a fiduciary duty to the community to fully explore this opportunity, and to continue to work toward keeping Darkhorse infrastructure and services competitive with the rest of our region.

The Optimum service includes 400 Mbs Internet and the Value TV 225+ channel package which includes 12 local channels and basic sports channels (ESPN, ESPN2, NBCSA, NBCSBA, Fox Sports1, NFL Network, Outdoor, Golf Channel) **plus HBO Max**. In addition to the Internet and channels, Optimum will provide the required devices (modems, extenders, cable boxes, etc).

**The Bulk Service Agreement includes the following approximate pricing, including taxes and fees:**

* July – December 2024 $42.00 / month
* CY/FY 2025 $42.00 / month
* CY/FY 2026 $42.63 / month
* CY/FY 2027 $43.91 / month
* CY/FY 2028 $45.23 / month
* CY/FY 2029 $45.89 / month

Please note that you will not receive a monthly bill from Optimum unless you subscribe to enhanced services beyond the basic package. The Darkhorse HOA will work with the Lake of the Pines HOA to benefit from any additional cost savings possible.

*Survey*

1. **Please provide the last name of the owner(s) and the lot number(s) associated with your Darkhorse property / properties.**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. **Have you reviewed the FAQs posted attached to this message about the BSA?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. **Do you currently have home Internet in Darkhorse?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. **If so, which provider do you use, and what is your approximate monthly Internet-only fee?**

Optimum $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ATT $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Verizon $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ T-Mobile $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Starlink $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Other $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Are you currently in a multi-year contract with an Internet provider In Darkhorse, other than Optimum?**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **If you are a developed property homeowner and you do not have home Internet today in Darkhorse, is it something you would be interested in having?**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **If you have an undeveloped property, are you aware that having broadband to your property adds value to it? (**[**https://realtorparty.realtor/community-outreach/rural-outreach-initiative/news-resources/impact-of-broadband#:~:text=Our%20results%20imply%20that%20disconnecting%20an%20average%20property,increase%20its%20value%20by%20no%20more%20than%201%25**](https://realtorparty.realtor/community-outreach/rural-outreach-initiative/news-resources/impact-of-broadband#:~:text=Our%20results%20imply%20that%20disconnecting%20an%20average%20property,increase%20its%20value%20by%20no%20more%20than%201%25)**.)**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **What Internet speed do you currently subscribe to?**

Less than 100 Mbs \_\_\_\_\_\_\_\_\_\_ 100 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_

200 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 300 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_

400 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 500 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_

1 Gbs (1000 Mbs) \_\_\_\_\_\_\_\_\_\_\_ Don’t know \_\_\_\_\_\_\_\_\_\_\_\_

Additional Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **What Internet speed would you like to have? (Visit this site to see what speed your home may need:** [**https://www.consumerreports.org/electronics/internet/how-much-internet-speed-do-you-need-a1714131782/**](https://www.consumerreports.org/electronics/internet/how-much-internet-speed-do-you-need-a1714131782/)

Less than 100 Mbs \_\_\_\_\_\_\_\_\_\_ 100 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_

200 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 300 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_

400 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 500 Mbs \_\_\_\_\_\_\_\_\_\_\_\_\_\_

1 Gbs (1000 Mbs) \_\_\_\_\_\_\_\_\_\_\_ Don’t know \_\_\_\_\_\_\_\_\_\_\_\_

Additional Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Do you currently have TV service in Darkhorse with local channels?** \_\_\_\_\_\_\_\_\_\_\_\_\_
2. **What TV provider do you use today?**

Optimum Cable \_\_\_\_\_\_\_\_\_\_\_\_\_ YouTube TV \_\_\_\_\_\_\_\_\_\_\_

Fubu TV \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ DirecTV \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Dish TV \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

I do not have TV service with local channels \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **If you do not have TV service with local channels today, would you be interested in having cable TV at your home?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. **Do you currently have home phone service (Traditional land-line or Voice Over IP)?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. **If you have no traditional land-line phone services today, is this something you are interested in having?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. **Based on the Optimum BSA pricing shown in this survey document, do you anticipate a cost savings for yourself if Darkhorse enters into the BSA agreement?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
5. **If you anticipate a cost savings, approximately how much do you think it will be?**

Less than $25 / month \_\_\_\_\_\_\_ $26 to $50 / month \_\_\_\_\_\_\_\_\_\_

$51 to $75 / month \_\_\_\_\_\_\_\_\_ $76 to $100 / month \_\_\_\_\_\_\_\_\_

More than $100 / month \_\_\_\_\_\_\_\_\_\_\_\_

1. **Do you or do you not support the Darkhorse HOA entering into an agreement with Lake of the Pines HOA to join their agreement with Optimum’s Bulk Service Agreement?**

**Yes**, I do support the Darkhorse Board entering into the agreement.

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**No**, I do not support the Darkhorse Board entering into the agreement.

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**I’m not sure yet** if Isupport the Darkhorse Board entering into the agreement. (Please note if you’d like a phone call to discuss this further)

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Additional comments regarding your support decision:

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To share your thoughts about the Optimum BSA, please send an email message to webmaster.dhoa@gmail.com

Thank you for your thoughtful consideration. We look forward to hearing from you at the April 13th DHOA Annual Meeting!