

# BULK INTERNET CONTRACT

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COPPERFIELD

# SUMMARY

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**Transparency  
paves the  
path to  
integrity**

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The Board is **not** actively planning to vote on a bulk internet contract on behalf of residents.

We are simply seeking to understand whether residents would like for us to pursue the opportunity.

Sufficient respondent data and a majority consensus--both defined in the FAQ page of this presentation--will be the deciding factor on whether the matter should be put to a vote or dismissed.



# PHASED APPROACH

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INTAKE AND DEVELOPMENTS

# INTAKE

The HOA Board was first approached by Spectrum with a bulk internet offer in September 2024.

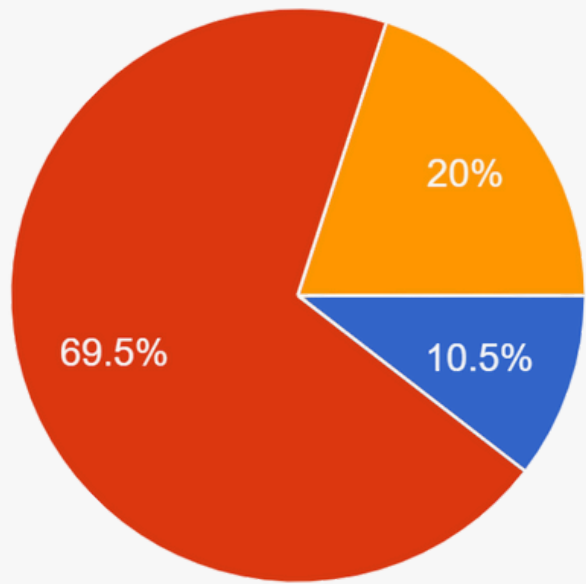
The HOA then socialized and requested a second proposal from AT&T for consideration, seeing as ~50% of the neighborhood is currently using AT&T.



**Spectrum**▶

How do you consume your television content?

210 responses



- I/We have a cable TV subscription
- I/We use various streaming platforms
- I/We use both streaming platforms and a cable TV subscription

# PHASE 01

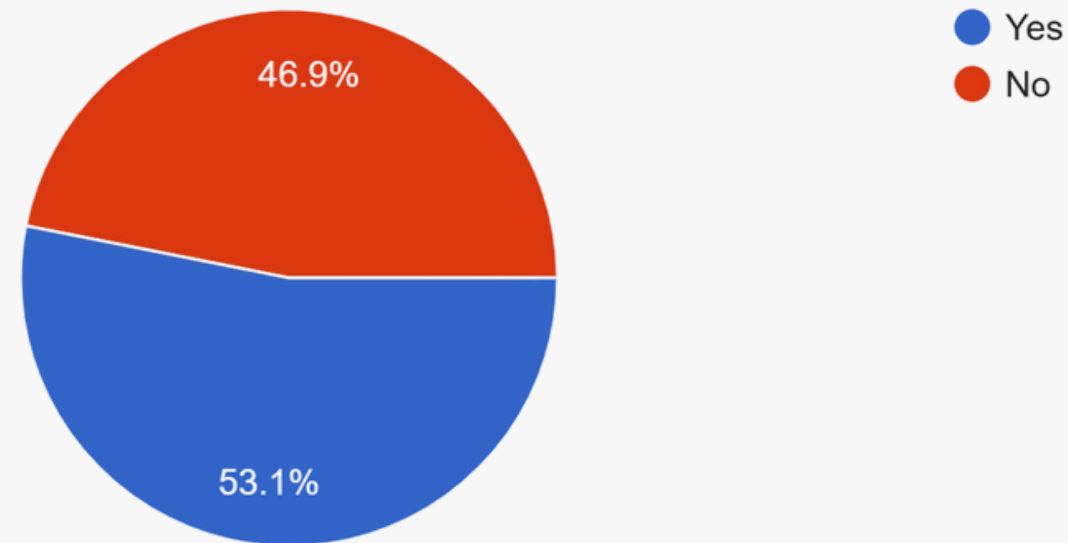
Understanding how our community is currently consuming their television

# PROCESS

This single insight helped us determine whether we should continue down the path of due diligence on the opportunity. A survey link was distributed via Memberment app in early-November 2024.

The overwhelming majority of the 210 respondents reported they consume television via streaming services. The Board felt compelled to continue vetting the opportunity, as it could potentially provide significant cost savings to the vast majority of residents.

Would your household take advantage of a discounted rate of \$34/mo for 1GB AT&T Fiber Internet service?  
305 responses



## PHASE 02

**Gaining resident sentiment on adoption of a negotiated bulk rate for the community**

## PROCESS

We sent an additional survey link out, titled 'Bulk Internet Contract Survey,' numerous times over the last few months to gather as much data as we could on whether the community would be interested in savings through a bulk contract. It was accompanied by a [FAQ](#) page with more details on the contract--service level, duration, price fluctuation parameters, door fee, etc.

With as close as the results were, the Board felt it was best to revisit the opportunity with the service providers and gain additional context around the offers and obstacles.

# CURRENT STATE

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## AT&T

\$32/month/unit

5-year term

4% APR

\$200/unit Door Fee = \$79,600 paid to HOA by AT&T

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## SPECTRUM

\$30/month/unit

6-year term

3% APR

\$250/unit Door Fee = \$99,500 paid to HOA by Spectrum

*The Copperfield HOA Board intends to pursue the contract with AT&T if the majority of residents are in favor and the initiative goes to a vote.*

*We came to this decision based on AT&T's fiber running directly to each home versus Spectrum's shared line services that we believe could run the risk of speed fluctuations.*

# SCENARIOS



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## Current AT&T Customer

John currently pays \$75/month for AT&T internet directly to AT&T as part of a bundle.

New rate of \$32/month saves John \$43/month, or \$516 annually. Bundling discounts are not affected.



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## Current Spectrum Customer

Mary currently pays \$75/month for Spectrum internet directly to Spectrum as part of a phone + internet bundle.

New rate of \$32/month for AT&T internet negates her bundle pricing with Spectrum and causes her Spectrum phone pricing to go from \$15/month to \$45/month.

In this scenario, Mary saves \$13/month, or \$156 annually.

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## No Interest

Sally is not interested in taking advantage of the bulk rate internet services.

Sally is still responsible for paying \$32/month in additional HOA dues, or \$384 annually, directly related to the bulk internet contract.

\*These are hypothetical savings scenarios for example purposes only.

# FAQ

We've had some frequently asked questions that are addressed here.

If you have additional questions or concerns not addressed here, please email us at [hotline@copperfieldky.com](mailto:hotline@copperfieldky.com).

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## How do I pay my bill?

**ALL** residents would incur a dues increase for the amount of the annualized contract. This is paid directly to the HOA who would then pay the bulk bill on your behalf. The dues increase would be split across 2 years.

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## What if I'm already an AT&T customer?

A special code would be applied to your account with the service provider that zeroes out the internet service. ***Bundling discounts would not be affected.***

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## What is the door fee?

A door fee would be paid to the HOA by the service provider as a one-time incentive. These funds would be itemized as income and spent and/or saved at the Board's discretion.

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## Who do I contact with service issues?

Residents would remain in control of their account. The HOA would have an escalation process to follow if/when residents are not successful in escalating/resolving on their own.

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## What if I don't want to participate?

Residents would still be required to pay a dues increase directly related to a bulk contract even if they are not utilizing the service.

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## Is the HOA authorized to do this?

Under our current by-laws (Art. IX, Sec. 9.1), the Copperfield HOA is authorized to enter into contracts on behalf of the community--similar to our managed trash contract.

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## When will a decision be made?

We don't intend to vote on this matter until we gain at least 60% HH participation rate on a final survey, or ~240 households represented. ***Survey will be live until 05/31/2025. Decision will be made at the 06/10/2025 HOA monthly meeting.***

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## How will the HOA determine the decision?

The Board will put it to a vote only if the majority of respondents of the final survey are in favor of the opportunity. ***Majority has been defined by the HOA Board as 80% in favor.***