

Villa Towers Board of Directors Meeting
Tuesday, April 19, 2022
Meeting Minutes

Cathy Gill called the meeting to order at 6:30 p.m.

Roll call of Directors – Cathy Gill, Jeff Foster, Cathy Newman, Rob Saari, Maria Kaliniak, Nhan Dinh, Elizabeth Gittins. New member Nhan introduced himself.

Notice of meeting – Confirmed posted in elevators and lobby on April 16th

Cathy G asked BOD members to please eliminate group texts unless an emergency. Please email so information can be tracked and searched.

Secretary Report (Elizabeth G) –

- Cathy G moved to accept the minutes of the March 14, 2022 BOD meeting minutes as previously emailed. Cathy N seconded. All in favor. Motion carried. Elizabeth G will post to the website

Treasurer Report (Jeff F) –

- The 2021 Financial compilations report was received from our Accountants will be posted on the [VT Website](#).

Old Business –

- Comcast vs. Hotwire (HW) final review:
 - Don Gill presented an overview on behalf of the tech committee, starting with a profile of current owner usage of Comcast services:
 - 44 owners (83%) have Comcast internet
 - 31 (58%) have the X1 digital cable box w/voice command
 - 8 (15%) have the upgraded digital cable services
 - 11 (20%) have DVR service
 - 5 (9%) have Premium channels pkg
 - \$110/month is the average monthly bill
 - The comparison highlights include:
 - \$4,426/month HW vs. \$8,700/month non-bundled current Comcast
 - \$4,426/month HW vs. \$5,444/month new bundled 5-year Comcast, based on assumptions from owner profiles
 - 2-year current contract vs. 5-year Comcast contract is about \$40,000 savings collectively (association + owners)
 - 11+ year-contract with HW vs. 5-year contract with Comcast
 - Time to run fiber lines with HW vs. no digging with Comcast
 - Owner coordination with HW vs. minimal coordination with Comcast
 - Creation of a new equipment room with HW vs. no internal construction with Comcast (Possible insurance liability impact from housing their equipment, a concern voiced by Tom Newman)

- HW offering the first 3 months free, a \$13,000 value vs. free WiFi Hotspot with Comcast
- o See attached handout for comparison financial details
- o An attorney, Claire Wyant-Cortez) has reviewed the Hotwire contract and noted several possible areas for negotiation. We will also ask her to review a final contract with Comcast if that is our vendor choice.
- o Currently 7 nearby condos are with Hotwire, including the Tiara, 3800 Marriott, Ocean Tree, Vista Blue, Marina Grande, and Courtyard.
- o A Hotwire installation will require many hours of supervision and coordination prior to the start date. The condos that have switched to Hotwire have management companies that could assist throughout the transition. We do not. We will have to rely on volunteers.
- o Cathy Newman made several points: it is the VT BOD fiduciary responsibility, Hotwire is an eleven year contract, not 10 year. The attorney reviewed the HW contract and had 21 concerns/recommendations that require additions/deletions or rewording of the contract. There is no guarantee that we can negotiate the contract. Past VT BOD have not signed on to lengthy contracts & this is an 11 year contract. So much is changing with technology & we will be signed on for 11 years. In the future we may just need wifi & we would be saddled with paying more money for services we do not need. Lock in so much for so long. Installation is a disruptive 120 calendar days. We have never done a survey for condo owners-to see what they wish for. Build an extra room for their equipment-There could be a legality issue, 75% of owners need to approve (718 FL legality).
- o Tom Newman discussed the insurance component. Personally thank the high tech committee. What is the liability for their equipment in our space-fire, flood or hurricane. HW is requesting exclusive use of our space. We have a good relationship with our Vendors, concerning factor about CPI figure & not the rate discussed. Termination clauses are extremely difficult with HW.. Is the VT BOD prepared to accept whatever the attorney is able to negotiate with HW? How much is the VT BOD willing to pay for billable hours from the attorney to negotiate?
- o Bobby Ferrera commented we could renegotiate after 3 years if we sign contract with Comcast & the building would not have to give up space. Comcast willing to keep us with customers.
- o Jeff Foster commented in regards to TOM N's question about liability insurance. He thought there would be a force majeure.
- o Elizabeth G asked about HW contract free three months, what about broadcast fees...attorney commented that we will still have to pay taxes & fees?
- o It was pointed out by Mike Leach that the BOD has a fiduciary responsibility to the owners. Cathy G acknowledged that we want the best price and package for owner, while keeping in mind that this BOD does not want to bind future Boards with a 10+ year contract.

- o Rob S moved that, based on the tech committee's recommendation, we terminate our current 2-year contract with Comcast for TV service only to a bundled TV and internet service with either Hotwire or Comcast. Cathy G seconded. Those in favor of bundled services: 5 (Jeff, Rob, Elizabeth, Cathy G, Nhan). Those not in favor: 2 (Cathy N, Maria K). Motion carried.
 - o Cathy G moved that we choose the 5-year contract Comcast proposal contingent on the final pricing proposal and acceptable contract details. Rob S seconded. All in Favor. Motion carried.
 - o The Board and owners thanked Rob S and his tech committee, Don Gill, Mike Leach, Bobby Ferrara) for their time and analysis of the two vendor proposals.
- Concrete restoration project update (Cathy G)
 - o They are currently working on the east wall. The rebar is severely corroded. The inspector has now approved the work so the contractor can start building forms and pouring concrete. They are estimating it will take another few weeks. The full extent of the damage on the east wall was unknown until the scaffolding went up and they could inspect more closely. We continue to meet with the contractor regularly to monitor the progress and access our costs against the budget.
- Active Alarm testing result (Cathy G)
 - o Active Alarm conducted our annual alarm testing on April 11. Two bedroom alarms and two strobe lights were not functioning. The failed alarms will be addressed. Thank you to all volunteers.
- 50th anniversary party (Cathy G)
 - o A meeting will be set up to start planning
- Insurance (Jeff F)
 - o Frontline Property provided the lowest bid at \$137,700, which is a substantial increase over last year, but it is within the budget we anticipated in our 2022 budget.
 - o Our renewal is due April 28. We will proceed with Frontline Property.
- Other inspection and maintenance updates
 - o Backflow testing is scheduled for April 18, 2022.
 - o Landscape company quoted same price for our contract renewal
 - o Rug service renewal quote is slightly higher than last year
 - o New toilet will be installed in exercise room bathroom
 - o Windstorm in early April caused damage to a canopy that has been fixed by Jim and broke 3 pool chairs that Cathy N will arrange for repair or replacement
 - o Gate arm was replaced, upgraded with LED lights on arm. Cathy N will follow up on why the LED lights are not working.
 - o Fire pit was shipped to back company for repairs by Elizabeth G & Cathy N. It was determined to be unrepairable. Home Depot sent a refund gift card.
 - o Painting committee (Cathy N)

- Bidding: So far two companies have submitted proposals for painting the building that are good for up to 1 year
- Because concrete restoration is taking longer than anticipated, painting has been postponed until the Fall

New Business –

- Glass Chards in common areas
 - During the windstorm a unit owner's glass-top table was lifted off the balcony and smashed against the building, leaving glass chards on floor ledges and hallways
 - We are trying to remove extensive amount of glass on balcony ledges and common areas by various methods. Please be careful in the meantime.
 - No glass on balconies!
- Signage will now be restricted to the plexiglass holders added to the first-floor doors of the stairways, in addition to the frames in the elevators.

Adjournment: At 8:13p.m. Cathy G made a motion to adjourn the meeting, Seconded by Elizabeth G. All in Favor. Meeting adjourned.

**Villa Towers Condominium
Comcast vs. Hotwire Cost Comparison
19-Apr-22**

	Current Comcast 2Yr +5% 53	Hotwire 10 Yr+3.5% 53	Monthly Cost Diff	Annual Cost Diff	Comments	Updated Comcast 5yr +5% 100mg 53	Hotwire 10 Yr+3.5% 53	Monthly Cost Diff	Annual Cost Diff
HOA costs									
Units	53	53							
com area cable/int.elev phone	400.57	64.17			phone lines for elev and door & free wifi	69.49	64.17		
Base rate (1 box)	44.21	73.99			New Comcast now bundled @ \$94.50>	94.50	73.99		
Broadcast fee & taxes rate	14.33	8.30			Broadcast fee inc taxes remain same>	6.90	8.30		
Total monthly \$ cost	3,503.40	4,425.54	(922.14)	(11,065.63)		5,443.69	4,425.54	1,018.15	12,217.83
memo: Hotwire 3 mos free	not included in numbers			13,276.61	one time savings				13,276.61
internet speed	100 mgps	300 mgps				100 mgps	300 mgps		
Owner Costs (Gill Leg)									
HD cable pkg (1box) exHBO	30.89				assume other costs remain the same >	0.00			
Internet basic	59.00				New Comcast now bundled @ \$94.50>	0.00			
Taxes/fees	6.59				assume 7% sales tax >	0			
Equipment rental	14.00				assume no equip rent for bundled	0.00			
Total avg rate	110.48					0.00			
Total owner \$ cost	5,855.44		5,855.44	70,265.28		-		-	-
Seasonal plan savings	(666.12)		(666.12)	(7,993.44)	assume 25% of units on Comcast seasonal	-		-	-
Grand Total	8,693	4,426	4,267	51,206		5,444	4,426	1,018	12,218
Total annual costs	104,313	53,106			Total annual costs	65,324	53,106		
per unit(52)	167.17	85.11	82.06	984.73	if go to 300 mgps	5,682	4,426	1,257	15,080
					100 mgps per unit	104.69	85.11	19.58	234.96
					300 mgps per unit	109.27	85.11		
					annual increase	1.05	1.035		
					yr 5 impact	6,617	5,078	1,538	18,461
					yr 10 impact	8,445	6,032	2,413	28,961