

DEER LAKE HOMEOWNERS ASSOCIATION, INC.

BOARD OF DIRECTORS MEETING

Wednesday, October 23, 2013

George Boyer, President, called the meeting to order at 7:00 P.M.

A notice of the Board Meeting was duly posted in compliance with the Florida Statutes.

Established a quorum: With four of the Board members present (George Boyer, Carolyn Gilbert, Jeff Holiman and Phil Poston), a quorum was established. Also present at the meeting in addition to the Board members were 18 homeowners.

Opening Comments: George announced that the purpose of the meeting was for the Board to discuss and decide issues relating to a recent Comcast proposal. Anytime a quorum of Board members meet to discuss business, an official Board Meeting must be properly noticed, held and open to all homeowners.

Presentations: George Boyer provided copies of the Comcast proposal to all homeowners present, which the Board members had already received the prior week listing features, options and pricing terms which the Board needed to decide upon. George Boyer complimented board member Rob Cooper who, given his skills as an attorney who is experienced dealing with Comcast contracts for other communities, was able to negotiate more favorable terms for our community. George Boyer reviewed the benefits and the requirements that a new proposal would have on homeowners in our community. Jeff Holiman then recapped in his words what the contract terms would provide in cost savings as compared to what homeowners are presently paying through assessments and through individual home billing with Comcast. Jeff Holiman also stated that homeowners in the community are currently bound by a twenty year Comcast contract that will not expire for ten years. What the new proposal offers is a replacement of the old contract with a new ten year contract at a lower cost with improved benefits and options that the Board may consider adding. He pointed out that any option that the Board decides to include would apply to all homeowners who are part of the Comcast bulk service contract whether they wanted it or not.

Homeowner comments: George Boyer reported receiving comments by email and read some of the ones received from homeowners not present. He reported that several seasonal homeowners did not want the additional Comcast services that they didn't need. Jeff Holiman then asked the homeowners who were present to let the Board know what their opinions were regarding what they wanted or did not want to include in the contract. Many homeowners discussed the internet option at length.

Some homeowners currently using Comcast internet service said it would save them money over what they currently are paying to Comcast. Other homeowners told the board that they did not want Comcast internet added. Some homeowners mentioned that they use Centurylink for internet service and didn't want to switch. One homeowner said that internet technology changes are coming, that new options will become available that he is aware of and that any internet contract lasting ten years would be a bad idea. Another homeowner mentioned that you can get special Comcast deals that reduce these costs by asking Comcast for a promotional deal. There was also discussion about extending the new Comcast contract to the 34 homes not currently in the bulk agreement. It was noted that none of these homeowners were present at tonight's meeting. One of these homeowners emailed a comment shared with the Board that she

felt it would not be fair not to extend the Comcast cable and internet to the 34 homes that were not originally included.

Summing up, Jeff Holiman pointed out that while the Comcast had provided several additional options with attractive pricing we would be required to impose them on 100% of the homeowners for the next ten years. By not including these options we will maintain the freedom of choice that exists today for each homeowner to choose what additional services or providers they may want or not want.

George Boyer then called for the Board members to provide motions regarding the Comcast proposal components.

Carolyn Gilbert provided a **Motion that the Board Approve the new 10 year High Definition Digital Starter Comcast proposal** for the homes that are currently covered by the Bulk agreement. Jeff Holiman seconded. The Motion was Approved unanimously by Board members.

Jeff Holiman provided a **Motion that the Board Reject the Four Additional Options in the Comcast proposal.** Carolyn Gilbert seconded. The Motion was Approved unanimously by Board members.

Jeff Holiman provided a **Motion that the Board Approve a new Comcast proposal that would only apply to the Same homes included in the original Comcast bulk contract.** Carolyn Gilbert seconded the Motion. The Motion was Approved unanimously by Board members.

A Motion to adjourn the meeting was made by Phil Poston and seconded by Carolyn Gilbert and approved unanimously by the Board.

The Meeting was adjourned at 8:10 PM

Respectfully submitted,

George Boyer
Deer Lake Homeowners Association, Inc. - President