



## **Naples Winterpark II Condominium Association, Inc.**

To Whom It May Concern,

June 2nd, 2024

This letter is written regarding any ongoing consideration to ban, abridge or limit Condominium and Homeowner Association's ability to negotiate and purchase bulk internet and television services. This letter reflects the current views of myself and those of the Board of Directors (BOD), for the Winterpark II Condominium Association Inc.

The Winterpark II BOD is not in favor of any rules, changes or regulations banning associations from directly negotiating with and promulgating bulk purchase agreements for their respective owners' internet and television services. Additionally, this HOA is not in favor of any rules, changes or regulations to nullify or otherwise invalidate existing agreements currently in force.

Specific to the Winterpark II Association members: Since promulgating an agreement with its current bulk carrier / vendor, a number of positive outcomes were achieved that have benefitted all association members. A few examples of these benefits follow:

- **Significant Cost (\$\$) Reductions:** Association members enjoy significant dollar cost savings when the monthly expenses are paid to the Bulk Plan Carrier from HOA dues; compared to previous expenses for similar 'a la carte' services. These savings, as reported by several association members, vary; however, they can significantly exceed \$100.00 monthly which equates to a close to 50% saving. When totaled annually, these savings can easily surpass \$1000.00, a significant amount for homeowners represented within our association.
- **Robust and Reliable Up-Time / Service:** Up-Time for Internet and television service provided by our current Bulk Provider is perceived, as compared and ranked by HOA members, as superior to that delivered by their previous provider.
- **Cost & Convenience:** HOA members no longer need to negotiate rates for hardware rentals and purchase of services. Trips to stand in line and deal with the "cable company" were eliminated for all HOA members once this switch was made to the current Bulk Carrier.



- Tele-Service Experiences are Improved: With simple internet interfaces and fast telephone response times, HOA members are more easily able to manage routine or even non-routine activities with the current Bulk Carrier / Vendor.

Looking back, our association views its initiative to bulk procure internet and television services as a success. It has pleased members and saved each member significant amounts of money. Furthermore, it is anticipated to save even more money go-forward, provided that the FCC does not act to undo what has been achieved.

And so, as a final note and take-away, please consider the following: The Winterpark II Condo Association, as proxies for the homeowners represented, favors any initiative to facilitate additional suppliers / market entrants; this to encourage added competition to current suppliers of internet and television services. Legacy and now Bulk Carrier suppliers, having these competing for business is a good thing. So, to this end, again, the WP II Association urges the FCC to not promulgate any rules or regulations that serve to terminate or prevent further renewals and agreements between HOAs and Bulk Carriers / Vendors providing internet and television services.

It is hoped that this correspondence will be helpful. I, as Association President, together with other BOD members and homeowners am available for further comment if that is helpful.

Respectfully,

*Peter Leupold*

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