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To Whom It May Concern,

I am writing today to voice my opinion on the FCC's concern and current evaluation of an HOA's ability to negotiate Bulk service agreements for TV and Internet services for their residents.

Our Master HOA had a Bulk Agreement with Comcast for 8 years before agreeing to our new one in 2021. We researched 3 different companies and chose the best one for us. Comcast was part of that research and they came back with an offer that was unacceptable to us.

As North Panther Trace HOA President, I was part of the Sawgrass Lakes Master Board's negotiations with our provider for our services for our 446 residents of the 5 Sawgrass Lakes communities a couple of years ago. We negotiated with good faith on behalf of our residents and for their benefit for close to a year.

Before I voted for our Bulk Agreement, the Master Board and I personally made the effort to educate and get feedback from our residents on the services we would be receiving and the cost savings to each resident. One of the problems is the residents did not really get involved so they knew what was going on, until they were notified that we signed the Agreement. That is their fault.

I do understand that a Bulk Agreement that involves 446 homes is not going to make everyone happy. However, we were elected to the Board to represent ALL our residents' best interests and that is exactly what we did, unanimously. I would say less than 3% are not happy with our Agreement and most of those are due to their lack of education and involvement.

Here are some of my thoughts on this subject.

Without the Bulk agreement:

1. Our pricing for said services would be much higher than what we pay now. At least 50%, probably more. The services we receive would cost our residents at least \$225 (probably more) on the open market. We have well over 100 channels, HBO, Showtime, and 400mbs of internet.
2. We received a substantial Bonus for agreeing to our contract that bolstered our HOA funds.
3. With the Bulk Agreement, we received free equipment such as routers and TiVo boxes.

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4. Our Agreement was customized to the needs and requests of our residents.
5. Without a Bulk Agreement, we would have numerous providers in the neighborhoods and many residents may opt for a Dish to receive their signals. Those are ugly and unsightly. They absolutely drive down the property values.
6. I have been told many times with new residents, they can't believe what we get for our HOA dues, which includes the Bulk TV and Internet services. They immediately realize the savings and the options they have and appreciate them. This helps property values in the long run.
7. We have a dedicated account representative to resolve any issues we have and they have been great. I know for a fact we would not have this benefit with an open market service company.
8. We have a long-term contract that ensures our provider is limited to amount they can raise our rates. As we all know, the large companies just raise their rates as much as they want, when they want and do not really care if their customers like it. I have been told in the past, "Don't like it, go somewhere else" knowing full well my options were very limited and just as costly at other providers.
9. We, as an HOA Board, know exactly what to budget every year for our services.
10. With our Bulk Agreement, we are receiving added benefits to our communities for clubhouses, entry gates, pools, irrigation systems and more, at no additional charge. If we did not have these features, we would be forced to raise our Monthly/Quarterly dues to be able to pay for them. Our HOA is saving over \$150/month for these services.
11. Our neighborhoods, cities, states, unions and our Federal Government use the Bulk negotiating tactic all the time to achieve better pricing and benefits for those involved. Why should HOA's lose that option because a few people, a very small minority, do not like it or understand the benefits of a Bulk Agreement.

Additionally, should the FCC permit residents to opt out of the bulk agreement, it would hinder our HOA from the benefits that it has received.

In conclusion; I, our Master Board, our sub-HOA's and many other people would not be very happy if the FCC or any one else bans these agreements, against our wishes. They save our residents a substantial amount of money and are beneficial to our residents and communities.

Bob Shonce

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