

To: All Key West Golf Club HOA Owners

Re: Cable TV Update

Date: December 5, 2022

From: Key West Golf Club Board of Directors

This is a notice about the current and future television and internet services at the Golf Club Homeowners Association. Please read carefully!

When the developer of the Golf Club turned over the development to our Homeowners' Association in 2012, he retained exclusive rights to provide cable TV service (not internet) through Comcast to all homes in our community. Internet services are supplied to our members by several vendors, typically at list price. After a litigation attempt against the developer failed in 2020, our Association voted in July of 2021 by an over two thirds margin to acquire the Comcast Bulk Service Agreement from the developer. That was the first step in giving us the leverage to bundle our cable and internet needs to create a competitive environment. The details of that transaction are well documented and will be provided to current homeowners upon request.

The Comcast Bulk Service Agreement we acquired will expire in February of 2024. As planned, this will give us an opportunity to solicit proposals from multiple suppliers with the goal of bundling both TV and high-speed internet services for all Golf Club homes providing more capability at a lower total cost (what you pay the HOA + what you pay to a provider). The evaluation process will start in early 2023. Other Associations in the Keys have successfully used this approach.

The transition will require participation of all 390 homes at the Golf Club, and it is therefore important for all homeowners to not make long term commitments to suppliers of TV and internet services that would extend beyond January 1, 2024. For example, Xfinity is currently offering an internet service for 24 months where early termination fees may apply. The HOA will not be responsible for fees, penalties, etc. that result from cancellation of a service ordered by an individual homeowner.

We want to make sure all HOA owners are aware of our plans in the coming year so informed decisions can be made. Please contact our HOA office if you have questions.