



July 10, 2017

Dear Bermuda Dunes Security Association Member:

Please read enclosed Summary of Attempt to Continue a “Bulk” Cable Contract in Bermuda Dunes CC Estates.

After reading, should you have any questions or concerns, please contact us via a special email address we have set up for your questions and/or concerns. Email address is bdsabulkcable@gmail.com.

You will be receiving a ballot within the next few weeks seeking approval of changes to our CC&Rs and By Laws and to facilitate a double bulk contract for cable TV and Internet services. It is imperative that we receive more than a 50% approval, otherwise, the ballot measure will fail and you will need to seek out your own TV & Internet services at more than 4 to 5 times the cost of the negotiated bulk rate. This means we will need to receive more than 733 **YES VOTES**. A failure to vote is equal to a NO VOTE.

VERY IMPORTANT! To stay informed, please provide Associa (DRM) any changes to your home(s) and email addresses and, thank you in advance for taking the time to read the enclosed material.

Sincerely,

Your Cable Ad Hoc Committee

SUMMARY OF ATTEMPT TO CONTINUE A “BULK” CABLE/INTERNET CONTRACT IN BERMUDA DUNES CC ESTATES

- **THE TERM OF THE TIME-WARNER-CABLE (TWC) CONTRACT ENDS AS OF 10/31/2017**
- **SPECTRUM (FORMERLY TWC) ALLOWED US AN EXTENSION TO 12/31/2017 WHILE WE ATTEMPT TO AMEND OUR CC&Rs & BYLAWS TO OBTAIN A NEW “BULK” CONTRACT**
- **WE WILL NEED TO AMEND OUR CC&Rs & BYLAWS SPECIFIC TO A “BULK” CONTRACT FOR TV & INTERNET SERVICES**
- **AMENDED CC&Rs & BYLAWS MUST BE APPROVED BY MORE THAN 50% OF HOMEOWNERS IN ORDER TO IMPLEMENT. OUR GOAL IS TO SUBMIT BALLOTS SOMETIME IN LATE JULY OR EARLY AUGUST. PLEASE KEEP IN MIND EVERY BALLOT NOT RETURNED IS EQUAL TO A NO VOTE.**
- CONCURRENT WITH AMENDING OUR CC&Rs & BYLAWS WE HAVE BEEN NEGOTIATING WITH TV/INTERNET PROVIDERS (FRONTIER, AT&T, DISH & SPECTRUM)
- TO DATE, SPECTRUM HAS EXCEEDED OUR EXPECTATIONS WITH THEIR PROPOSAL:
EQUAL TV PROGRAMMING TO CURRENT TWC CONTRACT + INTERNET (100/10 Mbps) + COMPARABLE CABLE BOXES + MODEM +++++ **A COMMUNITY REBATE OF \$264,400**
- **SPECTRUMS’ “BULK” RATE PROPOSAL FOR BOTH TV & INTERNET IS: \$42.00/MONTH + TAXES & FEES**
- **SPECTRUMS’ NON-BULK RATE FOR PROPOSED OFFERING IS \$216.95/MONTH**
- **CURRENT CONTRACT WITH TWC WITHOUT INTERNET IS \$41.00 INCLUDING TAXES & FEES**
- **SPECTRUMS’ REQUIREMENTS:** 100% COMMUNITY PARTICIPATION or \$55,524/MONTH FOR A 3-YEAR TERM + **BDSA WILL PROVIDE AN OPT-OUT OPTION**, HOWEVER, IT MAY NOT EXCEED 15% OF MEMBERSHIP (APPROXIMATELY 200). THIS LIMIT IS SPECTRUMS’, AND IF EXCEEDED, THEY MAY WITHDRAW THEIR OFFER.
- **BDSAs OPT-OUT SOLUTION IS AS FOLLOWS:** WE WILL USE THE \$264,400 REBATE TO COVER OPT-OUTs (UP TO 175). AFTER 175 OPT-OUTs THERE WILL BE A MONTHLY INCREASE FOR EACH OPT-IN OF APPROXIMATELY \$.04 EACH. EXAMPLE: IF 200 HOMEOWNERS WERE TO OPT-OUT, MONTHLY FEE WOULD BE \$43.00 + TAXES & FEES.
- **BDSAs PROVISIONS FOR OPTING OUT:**
 1. MEMBER MUST OPT-OUT WITHIN 30-DAYS OF THE OP-OUT NOTICE BEING SENT TO THE MEMBERSHIP
 2. ONCE YOU HAVE OPTED-OUT, THIS ADDRESS WILL NOT BE ALLOWED TO OPT-IN DURING THE TERM OF EXISTING SPECTRUM CONTRACT.

FOR THOSE OF YOU THAT WANT A DETAILED EXPLANATION OF ITEMS ABOVE, PLEASE GO TO www.associaonline.com GO TO THEIR HOME PAGE FOR INSTRUCTIONS. ALSO, IF YOU WISH TO CHIME IN ON THIS MOST IMPORTANT ISSUE, PLEASE GO TO OUR **CABLE COMMITTEE EMAIL ADDRESS** bdsabulkcable@gmail.com

SUBMITTED BY: BDSA AD-HOC CABLE COMMITTEE
DATE: July 10, 2017