

**ON TOP OF THE WORLD  
CONDOMINIUM ASSOCIATION, INC.**  
**A Florida Not-For-Profit Corporation**  
2069 World Parkway Blvd. East  
Clearwater, FL 33763

**BOARD OF ADMINISTRATION**

Kenneth D. Colen, Chairman  
Leslee R. Colen, Vice Chairman  
C. Guy Woolbright, Secy-Treas.  
Gail Sanders  
Virgil C. Ratliff  
Sharon Licata

March 13, 2020

Dear Member:

For the last several years, your Board has been asked by members at the annual meetings to investigate bringing a bulk cable and internet service to On Top of the World Condominium Association of Clearwater (“OTOW Condominium”). Your Board has done just that and has reached out to Spectrum to discuss the feasibility of a bulk service agreement with Spectrum, the current incumbent service provider. Below we will discuss the proposed options that Spectrum is offering the Association and its members.

**Option 1 – Video and Internet**

**Material Terms of the Bulk Services Agreement with Video and Internet**

- Initial rate of \$46.50 per unit, per month, plus taxes and FCC
- 7-year term
- 4% increase to Bulk rate starting after 1<sup>st</sup> year, plus taxes and FCC
- Includes (2) Digital/HD Boxes per unit
- 525 Digital Channels
- 55 Music Channels
- Access to 10,000 plus on Demand Choices (*at added cost to the individual subscriber*)
- Includes 100mbps Internet service, modem and wireless router
- Spectrum will pay OTOW Condominium Association a one-time \$375 door fee for each unit

If you vote for adding Option 1, the additional cost will be \$46.50/month, plus taxes and FCC, and will be added into your community service fee (“CSF”) if voted for by a majority of members.

Spectrum is also offering additional services at added costs billable directly to the customer purchasing them. Additional optional services would be: Telephone (\$10.00/month additional), DVR, additional HD Boxes above the two (2) provided, Pay per View Programming, and certain premium channels. Any optional services, such as these will not be included in Option 1.

Spectrum will pay a one-time “door fee” of \$375.00 per unit to the Association in part to defray some of the initial costs of establishing services. This is **not** a payment to any individual or company. If Option 1 is voted on favorably by a majority of Members, the Board intends to rebate this payment to Members over the first year of the Spectrum Bulk Services Agreement to offset the monthly cost of video and internet service. A worksheet is attached that may be helpful in calculating what your savings would be in the first year of this proposal.

The majority of residents now taking higher tier services, above the current service that all owners now receive (off-air channels plus PBS), may benefit from an offset of costs from what they are currently paying directly to Spectrum. The Board also acknowledges that other residents may feel disadvantaged by having an increase in their monthly expenses for services they may use to a limited extent. Each owner would need to do the math on what they may currently pay to Spectrum to determine the benefit for themselves.

**Option 2 – Internet Only**

**Material Terms of the Bulk Services Agreement with Internet**

- Initial rate of \$42.00 per unit, per month, plus taxes and FCC
- 7-year term
- 4% increase to Bulk rate starting after 1<sup>st</sup> year, plus taxes and FCC
- Includes 100mbps Internet service, modem and wireless router
- Spectrum will pay OTOW Condominium Association a one-time \$100 door fee for each unit

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If you vote for Option 2, the additional cost will be \$42.00/month, plus taxes and FCC, included in your CSF. In addition, Spectrum would pay a “door fee” of \$100.00 per unit to your Association, so there could be an offset of costs against this added level of service in year one.

**Option 3 – No Bulk Service**

The third option is to keep what you have which is Channels 2-13 and PBS. This agreement with Spectrum expires in October 2021 and then this current service would terminate.

**General Considerations:**

The Board is very reticent on taking on third party costs into the monthly CSF, inasmuch as this would now become a cost that cannot be controlled directly. For example, the cost of electrical service in the common areas: Your Board has indirect control by limiting the duration of operational times and connections for site lighting to influence the monthly billing. Not so with bulk cable. The bill is the bill each and every month and is subject to a 4% annual increase. The Board does not wish to see residents burdened by additional expenses, unless a majority of residents believe there are offsetting benefits received by having a bulk video and internet service, and a simple majority of owners vote to direct the Board to negotiate such service and to adopt the same.

This is why the Board is asking each and every resident to vote on whether or not they are willing to take on an addition of \$46.50/month, plus state and federal taxes (Option 1 - Video and Internet bulk service); or \$42.00/month (Option 2 - Internet only bulk service), each and every month added to their community services fee; or no change from the current arrangement (Option 3).

To have a valid vote, the Association requires a quorum of 20% of all voting interests in the community to participate in the vote, this being 920 votes minimum. If the vote falls below 20% of all voting interests, the Association automatically will default to Option 3.

Enclosed you will find the following:

- Spectrum Channel line-up proposed for your community;
- A list of frequently asked questions and answers (FAQ);
- Worksheet
- A ballot form to vote on either Option 1, Option 2 or Option 3.

Please fill out the ballot form completely with the owner printed name, signature, address of the unit and the option selected. In addition, and to avoid further mailing costs for a community census, the Association is requesting that Owners please answer the questions under “Other Information for your Association” on the ballot form.

Please sign and return this ballot form by April 17, 2020 in one of the following ways: (1) in the postage-paid return envelope, (2) to the Community Service Office located at 2069 World Parkway Blvd. E., Clearwater, FL 33763, (3) you may scan and email to [associationinfo@otowfl.net](mailto:associationinfo@otowfl.net), (4) fax to 352-854-0815.or (5) drop in ballot boxes located at the East and West Activity Centers. **Unsigned ballots or ballots with other irregularities will not be counted.**

Sincerely,



Kenneth D. Colen  
Chairman

Enclosures