Shaw Contract Cancellation Vote

Background

Westmount Place has had a bulk purchase agreement with Shaw to supply television service to the residential units since the 1990's. This agreement comes up for renewal every 5 years. Based on an Owner vote in 2019 the agreement was renewed. The renewal was to July 31, 2022 with an automatic renewal to July 31, 2024 if we don't provide at least 60 days notice prior to prior to expiry. As it is possible there won't be another AGM prior to the end of May 2022 we are asking the Owners to provide direction as to whether notice of cancellation should be provided to Shaw.

Contract

The contract covers all residential units and no commercial units. It is for what Shaw refers to as their Classic TV package. We have had this package a long time. It is a legacy package that is no longer offered to new Shaw customers so there is no specific information about it on their web site. The channel line up is available on our web site (https://westmountplacecalgary.org).

The contract is a budget line item of $82,200 or about 3.66% of the 2021 budget. The amount is collected from the Owners as part of their assessment. This means the specific cost to any Owner is dependent on their unit factor. The following table shows the monthly cost for various size suites and includes GST:

Suite Size	2021 Aug 1	2022 Aug 1	2023 Aug 1	
Eff Rate Smallest Suite (41)	$31.18	$32.74	$34.37	$/mo
Eff Rate Median Suite (61)	$46.40	$48.72	$51.14	$/mo
Eff Rate Large Suite (80)	$60.85	$63.89	$67.07	$/mo
Eff Rate Largest Suite (96)	$73.02	$76.67	$80.49	$/mo

(Estimated 63 unit suite would be $47.92)

The columns show the effective monthly rate for suites of various sizes starting at the date shown at the top of the column.

If the Shaw contract is terminated each Owner will have the ability to choose whether or not to continue cable services for their suite in addition to having a choice as to the service provider of those services. Shaw will attempt to contact each Owner to negotiate an individual agreement or arrange for the service to be canceled.

Westmount Place Board of Directors

My Notes:
At the 2020 AGM the vote result was to cancel the Shaw contract, presumably on July 31, 2022.
I do not know how the condo board will incorporate the condo fee reduction for part of the 2022 fee calculation.
It will mean that owners have to pay Shaw directly for their existing Shaw TV coverage or source it from somewhere else.
The fee will likely be more than than the Shaw contract rate of $48.72 for a 61 unit suite for 2022.