Shaw Contract Renewal 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. It ends this year on July 31 and we have to provide notice to them of our intent before the end of June. As promised at the budget meeting in November we would give the Owners an opportunity to have their say as to whether this agreement is renewed or terminated. The current Board had intended to pass this to the Board which will be elected in 2019. However, the delay in holding the AGM means we had to act now. We are giving Owners the opportunity to vote on the renewal. We trust the incoming Board will honor the wishes of the Owners.

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) under the announcements tab. You will have to sign in to see it or request it via email at ShawVote@westmountplace.org.

The contract is a budget line item of about $70,000 or about 3% of the 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	2014 Renewal	2019 Current	2019 Renewal	2023 End	
Eff Rate Smallest Suite (41)	$ 22.16	$ 24.94	$ 28.29	$ 34.38	$/mo
Eff Rate Median Suite (61)	$ 32.97	$ 37.11	$ 42.08	$ 51.15	$/mo
Eff Rate Large Suite (80)	$ 43.24	$ 48.67	$ 55.19	$ 67.08	$/mo
Eff Rate Largest Suite (96)	$ 51.89	$ 58.41	$ 66.23	$ 80.50	$/mo
List Price	$ 72.45		$ 89.25		$/mo

The columns show the effective monthly rate we renewed for in 2014 along with the effect of escalation to now. The 2019 renewal rate is the amount requested by Shaw for the renewal contract along with the rate at the end of the 5-year agreement. The escalation amount is built into the contract. The list price is the price that Shaw would charge without the agreement.

There is no option for individual suites to opt out of the agreement or for commercial suites to opt in. There is no practical way to terminate the agreement before it ends in 2023.

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.

Telus

There is no equivalent Telus offering.

Telus has offered us a discount of 25% on their TV and Internet offerings for a period of one year if we allow them to put on marketing events and distribute marketing information. This offer is available to Owners and Residents at Westmount Place regardless of any decision on the Shaw contract. The offer is directly between Owners/Residents on their Telus products and does not involve the Board other than to allow marketing. The offer has not yet been accepted by Westmount Place.

The Vote

All Westmount Place Owners are allowed to vote including residential and commercial Owners. One vote per suite with a simple majority determining the outcome. You must be an Owner to vote as per the name on your title. Where an Owner has provided a Notice of Authorized Representative that party can vote for the Owner unless we receive specific instructions to the contrary.

Voting can be either by an email to ShawVote@westmountplace.org or via mail left at the security desk. Your vote must include your name, suite number and a clear “YES renew the Shaw Contract” or “NO Don’t Renew the Shaw Contract”. Votes will be accepted until noon June 20, 2019. Votes that are unclear, duplicates, contradictory will be rejected.

You may ask questions via email to ShawVote@westmountplace.org .

If you leave your vote at security please put it in an envelope marked “Shaw Vote”.

We anticipate announcing the result of the vote at the AGM. If there is a clear result (greater than 50% of all suites have voted one way) before the AGM we may choose to announce it earlier. If there are voting irregularities it may not be available for the meeting.

Your vote is important.

Westmount Place Board of Directors