

Resolution No. 6

Date: February 12, 2008

City: Orlando, Florida

NAHB Resolution

Title: Telecommunications Access, Marketing and Billing
Original Sponsor: Multifamily Council Board of Trustees

Whereas, full and fair access to video, wireline and broadband telecommunications services for all households is an important goal for our nation;

Whereas, lack of such access would make such homes substantially less desirable to many consumers;

Whereas, the cost characteristics of cable and telecommunications service mean that in some markets, only one company can be viable, so no company may be willing to enter the market without some reasonable assurances of market penetration;

Whereas, video providers can no longer be required to serve a market, instead, they must be induced to serve a market through expectation of profit;

Whereas, some business arrangements with a single company can lower costs by avoiding unnecessary duplication of facilities;

Whereas, currently cable and telecommunications companies are permitted to enter into “exclusive marketing” agreements with builders, developers and apartment owners, which allow more than one video provider on the property but prohibit the builder, developer or apartment owner from marketing another video provider’s services;

Whereas, “bulk billing” arrangements between a video provider and an apartment owner, wherein the apartment owner pays a monthly fee to a single video service provider on behalf all residents resulting in a discounted billing rate, are currently permissible;

Whereas, lower costs serve consumers through lower rates and increased access to services;

Whereas, consumers choose from a wide spectrum of rental opportunities when choosing apartments;

Whereas, the consumer is the only person who can judge whether any service or combination of services is worth the money,

NOW, THEREFORE, BE IT RESOLVED that the National Association of Home Builders support mutually agreed contractual arrangements between owners and video service providers that create value for the owner, the service provider, and the occupant;

BE IT FURTHER RESOLVED that the Federal Government should not restrict the ability of builders, developers, and owners to enter into contracts known as “Bulk Billing” or “Exclusive Marketing” agreements with video service providers, where they enhance the probability that a provider will expand service or that consumers may be able to be served at lower prices;

BE IT FURTHER RESOLVED that federal regulations should not impair incentives that may be necessary to bring service to any unserved residential markets; and

BE IT FURTHER RESOVLED that NAHB staff are authorized to oppose regulations that would impair the freedom of owners, builders, or developers to make video and telecommunications contracts that are necessary to provide desirable services to occupants at affordable prices.

Board of Directors Action:

Joint Executive Board Action:

Resolutions Committee Action

50+ Housing Council Board of Trustees Action:

Single Family Production Builders Committee Action:

Land Development Committee Action:

Multifamily Council Board of Trustees Action: