



# COMCAST

## INFRASTRUCTURE

With the nation's largest high capacity fiber-optic network, Comcast is America's leading cable operator with a fully converged video, voice and data network. The network is "carrier class" which means that it is built with redundant systems that ensure availability, scalability, reliability and uses the industry's most advanced optics/lasers and IP routing technologies. The Comcast hybrid fiber coax (HFC) optical network allows for simultaneous delivery of multiple High Definition streams and Internet speeds of up to 1 Gigabit. In addition, Comcast provides the best High Definition viewing experience via the X1 Operating System with cloud DVR and the world's largest On Demand™ library of content.

Currently a Hybrid Fiber Coax (HFC) network serves your community. The network today can deliver all Comcast products and services including advanced Over The Top (OTT) Video Streaming and High-Speed Broadband. All Comcast XFINITY Communities™ are monitored proactively 24/7. HFC network events are responded to quickly and repaired and replaced as needed. Finally, XFINITY Communities™ networks are upgraded as needed to deliver new XFINITY products and services now and well into the future.

### CURRENT BULK VIDEO SERVICES OVERVIEW

Bulk Video - **Digital Starter High Definition** service which includes **Limited Basic, Digital Starter, Limited Basic HD, and Digital Starter HD** tiers of service. This level of service includes more than 90 digital program channels, over 70 High Definition Channels, Interactive Program Guide, access to over 195,000 hours of Channel One Video on Demand programming and 46 audio channels of Music Choice

Equipment	Escalator	Current Bulk Rate
1 High Definition Digital Receiver 2 Digital Adapters	5%	<b>\$44.06</b> Increasing to <b>\$47.28</b> 10/1/2020 <i>Rate includes Broadcast TV Fee (Not Capped)</i>  Retail Rate: \$100.63

### CURRENT PENETRATION OF SERVICES

Service	No of Units	Percentage
Digital Preferred	125	42%
Internet	244	82%
Phone	73	24%
DVR	136	45%
X1 Platform /cloud DVR	186/126	62%
Video on Demand Usage		51%
My Account App Usage		36%
Wi-Fi Hotspot Usage		35%
Stream App Usage		14%

From: Wilson, Samra Samra\_Wilson@comcast.com  
Subject: RE: [EXTERNAL] Comcast Revised Proposal for Siena Oaks  
Date: Jul 30, 2020 at 7:51:09 PM  
To: Dave Blackburn rdbj88@aol.com

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Hi Dave,

I apologize for the delay. Please find attached the revised proposal for Siena Oaks. The proposal includes 2 options as I was able to get a better compensation than what was previously approved for the TV/Internet option. I have summarized the current service and each option below:

### **CURRENT**

**Service:** Digital Starter, HD

**Equipment:** 1 HD digital receiver, 2 Digital Adapters

**Rate:** \$44.06 per unit, plus taxes (increasing to \$47.28 10/1/2020)

**Broadcast TV Fee:** No Cap (currently 20%)

Please note: Both options include DVR Service with 3 digital receivers

### **OPTION 1**

**Term:** 6 Year with 2 year automatic renewals

**Service:** Digital Starter, HD, DVR

**\*Equipment:** 1 HD digital video recorder (HDDVR), 2 HD digital receivers

**Initial Rate:** \$43.95 per unit, plus taxes (***reduced from current rate of \$44.06, increased the services and equipment***)

**Annual Increases:** 4%

**Broadcast TV Fee:** Capped at 4%

**Compensation:** \$120/unit (total \$35,880.00)

**Installation:** Residents can pick up or have the digital receivers shipped for self-installation

**Courtesy Video Outlet:** One (1) courtesy video outlet with HD digital adapter

**Courtesy Internet Outlet:** One (1) courtesy internet outlet with Blast internet

**New services and rate commence 90 days after Agreement Effective Date**

- Example: Association gives the go ahead for new agreement on 8/1/2020; Effective Date of Agreement 9/1/2020; 90 days would be 12/1/2020
- Example: Association gives the go ahead for new agreement on 9/1/2020; Effective Date of Agreement 10/1/2020; 90 days would be 1/1/2021

**\*Note on Equipment:** Residents who currently subscribe to internet on their own would be eligible for X1 boxes

### **OPTION 2**

**Term:** 6 Year with 2 year automatic renewals

**Service:** Digital Starter, HD, DVR, Blast Internet

**Equipment:** 1 X1 HD digital video recorder (X1 HDDVR), 2 X1 HD digital receivers, 1 Wireless Gateway Modem

**Initial Rate:** \$78.95 per unit, plus taxes

**Annual Increases:** 4%

**Broadcast TV Fee:** Capped at 4%

**Compensation:** \$120/unit (total \$35,880.00) ***Increased from \$100/unit in previous proposal***

**Installation:** Residents can pick up or have the digital receivers and wireless gateway shipped for self-installation

**Courtesy Video Outlet:** One (1) courtesy video outlet with HD digital adapter

**Courtesy Internet Outlet:** One (1) courtesy internet outlet with Blast internet

**Common Area Wi-Fi:** One (1) common area Wi-Fi access point

**New services and rate commence approximately 90 days after Agreement**

**Effective Date**

- Example: Association gives the go ahead for new agreement on 8/1/2020; Effective Date of Agreement 9/1/2020; 90 days would be 12/1/2020
- Example: Association gives the go ahead for new agreement on 9/1/2020; Effective Date of Agreement 10/1/2020; 90 days would be 1/1/2021

I hope the above summary helps. Please let me know if you want to get on a Microsoft Teams call to review together.

Again, I apologize it has taken so long to get you this revised proposal as the deal points had to be approved by our senior leadership.

Please confirm receipt of this revised proposal.

Thank you Dave. Have a great evening!

When you have a little extra time look at the Xfinity Communities Handbook Link below.

Samra Wilson  
XFINITY Communities™  
561.818.5103

Xfinity Communities Handbook: <https://xchandbook.com/?platform=hootsuite>

\*All proposals are subject to Comcast executive review and approval.

-----Original Message-----

# FINAL AGREED PRICE

## Bulk Services

The Bulk Services will commence on 1/1/2021 or on the date when Bulk Services are activated, whichever is later, and terminate on 12/31/2026 or 6 years from the date when Bulk Services are activated.

The Bulk Services are Upgradable.

If Equipment is listed below, it is the responsibility of the residents.

TV Bulk Service	# of Outlets per Unit	# of Units	Equipment Included	Upgradable or Non-upgradable
X1 HD Digital Starter	1	299	X1 HD DVR	Upgradable

X1 HD Digital Starter 2 299 X1 HD Digital Converter Upgradable

The monthly service fees for TV Bulk Service are \$42.57 per unit, plus a broadcast TV fee equal to \$3.38 per unit, and all applicable taxes and fees. On or after the first anniversary of this Service Order, the total of the monthly per unit service fee and broadcast TV fee may be increased by the Company upon 30 days written notice and such increase does not exceed 4.00% per year.

Internet Bulk Service	# of Outlets/Unit	Total # of Units	Included Equipment
Blast	1	299	Gateway

The monthly service fee for Internet Bulk Service is \$33.00 per unit, plus all applicable taxes and fees. On or after the first anniversary of this Service Order, upon 30 days prior written notice, Company may increase the Internet Bulk Service fee, provided such increase does not exceed 4.00% per year.

TOTAL - \$ 75.57 / UNIT PER MONTH

## Courtesy Services

### Common Area Courtesy TV Service

Courtesy TV Service	# of Outlets	Location	Courtesy TV Equipment	Upgradable
HD Digital Starter	1	Residential Common Area	HD Digital Adapter	No

### Common Area Courtesy Internet Service