



January 15, 2016

Eric Nakajima, Director
Massachusetts Broadband Institute
Massachusetts Technology Collaborative
75 North Drive
Westborough MA 01581

RE: Supplemental Information Request, RFQ 2015-MBI-03

Dear Mr. Nakajima,

Comcast is pleased to provide the enclosed supplemental information to our proposal submitted in response to RFQ-2015-MBI-03, pursuant to your request dated December 24, 2015. Enclosed, please find coverage maps for each of the nine towns included in our proposal. These maps have been provided to Comcast by the Massachusetts Broadband Institute (MBI). On these maps, Comcast has indicated the locations, by street and pole line, where we propose to expand our plant in each town. The proposed build areas are distinguished by color from the areas that already have access to broadband.

In addition, for each of these towns, we also include, in table format, data on the number of unserved homes in each town and the number of homes Comcast proposes to build. For all but two towns (Chester and Shelburne), the broadband coverage will exceed 96%. As we noted in our proposal, Comcast looks forward to reviewing this data with the MBI to ensure the MBI's policy goals are met as we move forward with the plant design work.

As for the Town of Gill, Comcast and the town have reached an agreement in principle with regard to our franchise for that town. The town is in the process of drafting the franchise agreement, which must be put to a vote by the Board of Selectmen. We anticipate that we will have a final, approved franchise agreement in the next few months. Meanwhile, for the MBI's purposes, the agreement does include expansion of our cable plant in that town. Once the committed cable plant expansion is complete, the Town of Gill will have 96% broadband

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coverage. I have included for your review a copy of the Gill Franchise Proposal Worksheet we prepared for the town during franchise renewal discussions. We have redacted the specific cost data. The worksheet will provide the MBI with more detailed information on the areas Comcast is committed to build in Gill. Further, as a next step, Comcast proposes to provide the MBI with a similar worksheet, with cost data, for each of the nine towns in our proposal. We note that Comcast's proposal identifies total costs, and allocates a portion to the MBI and to Comcast; our proposal does not contemplate a contribution from customers.

As you complete the due diligence phase of your review, we would like to take this opportunity to inform the MBI of some changes to our broadband product since we filed our proposal. As we indicated in our proposal, every household to which Comcast expands its network will have access to Comcast's full suite of products and services, including but not limited to, our state-of-the-art X1 entertainment operating system for video service, Xfinity Voice service, Xfinity Home and Xfinity Internet. With respect to Xfinity Internet, Comcast is constantly innovating so that we can increase the broadband speeds available to our customers. In July, we increased our popular Blast! Service to 150 mbps download. In December, we launched Gigabit Pro, which offers symmetrical speeds of 2 gigabits over our fiber network to eligible residential customers. Comcast has also installed the first DOCSIS 3.1 modem in Philadelphia and is working on plans to deploy the DOCSIS 3.1 standard throughout our footprint. Therefore, customers in the areas included in Comcast's proposal will have immediate access to broadband at speeds of 150 mbps, and can expect to be able to obtain gigabit speeds as soon as we start delivering DOCSIS 3.1-powered service to our customers.

In September, we held several back-to-school events across the Commonwealth to highlight our Internet Essentials program, which was created to help close the digital divide by making the Internet more accessible to more families. Internet Essentials is the nation's largest and most comprehensive broadband adoption program. It provides low-cost broadband service for \$9.95 a month plus tax - no activation fees and no equipment rental fees; the option to purchase an Internet-ready computer for under \$150; and access to free digital literacy training. We are proud to report that since the program's inception in 2011, over 500,000 families, or more than 2 million low-income Americans have been connected to the Internet at home. Qualified families include those with at least one child eligible to participate in the National School Lunch Program, including parochial, private, charter, cyber-school and homeschooled students. Internet Essentials and all of the benefits that flow from the program are available to all qualified families in the nine towns included in our proposal, including living in areas to which we propose to expand our network.

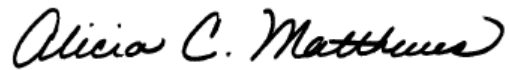
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We hope this information has provided you with the information you need to understand our proposed coverage areas. We are happy to meet with the MBI to review the data. We look forward to working with the MBI.

Sincerely,

A handwritten signature in black ink that reads "Alicia C. Matthews". The signature is written in a cursive, flowing style.

Alicia C. Matthews

Senior Director

Government and Regulatory Relations

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