

April 11, 2019

Peter Larkin  
MBI Board Chair, Special Advisor, Executive Office of Housing and Economic Development,  
Commonwealth of Massachusetts  
Massachusetts Technology Collaborative  
75 North Drive  
Westborough, MA 01581

**Re: Flexible Grant Program – NOFA No. 2019-MBI-01**

Dear Mr. Larkin:

On behalf of Charter Communications Inc. ("Charter"), I would like to thank you for the opportunity to participate in the Massachusetts Technology Collaborative Flexible Grant initiative and I am pleased to inform you of our interest in securing funding to deliver high-speed broadband to residents and businesses in Sandisfield.

As we begin this process, Charter's team looks forward to having an active engagement with local government leaders and residents in this community and the Massachusetts Broadband Institute (MBI) regarding the terms and conditions of a mutually beneficial agreement to provide our company's advanced products and services over its state-of-the-art network utilizing fiber-to-the-premises (FTTP) technology.

Charter is a Fortune 80 company and one of the nation's largest communications service providers. Our company serves more than 28 million customers in 41 states, including more than 260,000 customers in 68 communities in the Commonwealth. We are proud to have a major presence in central and western Massachusetts with more than 1,000 employees based here in the Commonwealth. It is also important to note that the City of Worcester is home to Charter's southern New England operational headquarters and our largest New England call center. Our commitment to the New England region is further underscored by the presence of our corporate headquarters in Stamford, Connecticut.

Charter delivers a wide array of broadband, voice, and video services to residential and business customers through its Spectrum brand. Our standard residential internet speed offering is 100 Mbps x 10 Mbps with no data caps, no usage-based pricing, no modem fees, and no contracts or early termination fees. Spectrum's other service offerings include video packages with over 200 HD channels and thousands of on-demand video titles and voice service with unlimited nationwide calling. Importantly, Charter uses straightforward, uniform nationwide pricing for all of its residential services meaning customers

throughout the Commonwealth are offered the same general packages and pricing as customers in New York, Florida, Texas and other states.

As you are aware, over the past several years, Charter has developed a very positive working relationship with the Baker-Polito administration and MBI in support of your efforts to bring high-speed broadband to various unserved communities. To date, the MBI-Charter partnership has resulted in network upgrades, line extensions, and build-outs that will deliver high-speed broadband to approximately 8,200 residents in nine (9) central and western Massachusetts communities – Egremont, Hancock, Hinsdale, Lanesborough, New Marlborough, Peru, Princeton, Tyringham, and West Stockbridge.

With this new funding request, Charter seeks to build upon these successes by commencing discussions to secure a network build-out agreement with MBI and Sandisfield. Specifically, we are proposing the following:

Municipality	Estimated Level of Network Coverage	Estimated Number of Premises Covered	MBI Funding Request
Sandisfield	81%	557	\$2,607,800

As was the case with our previously approved MBI projects, Charter has selected this community as a network expansion opportunity because it meets the following criteria: 1) geographically contiguous to the company’s existing operations, and 2) capable of being constructed in a reasonable period of time if pole and make-ready work from utilities and other responsible parties is completed in a timely manner.

We look forward to meeting with you in the coming weeks to discuss this new proposal. In the interim, if you have any questions, please contact my colleague John Maher, our Director of Government Affairs for Massachusetts, at 774-243-9735 or via email at [john.maher@charter.com](mailto:john.maher@charter.com).

Sincerely,



Terence Rafferty