

February 26, 2018

Mr. Ed Donnelly
Chief of Staff
Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581

Re: Flexible Grant Program – NOFA No. 2018-MBI-01

Dear Mr. Donnelly:

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 the following western and central Commonwealth communities: Florida, New Marlborough, Petersham, and Savoy.

As we begin this process, Charter's team looks forward to having an active engagement with local government leaders and residents in these communities 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.

As you know, Charter is a Fortune 80 company and one of the nation's largest communications service providers. Our company serves more than 25 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. Charter's broadband customers also receive free, unlimited access to over 250,000 Wi-Fi hotspots around the nation. 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 a major broadband service provider, Charter recognizes that we have an important role to play in bridging the digital divide so that everyone has access to the information and tools they need to succeed in today’s economy. In furtherance of this objective, we offer a low-cost broadband program *Spectrum Internet Assist* to low income seniors and families. This program delivers an industry leading speed level (30 Mbps x 4 Mbps) for a \$14.99 per month— one of the few low-cost services that exceeds the FCC’s definition of “high speed” broadband.

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 and build-outs that will deliver high-speed broadband to approximately 7,000 residents in eight (8) central and western Massachusetts communities – Egremont, Hancock, Hinsdale, Lanesborough, Peru, Princeton, Tyringham, and West Stockbridge.

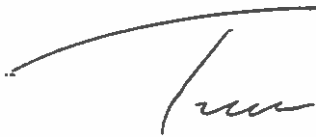
With this new funding request, Charter seeks to build upon these successes by commencing discussions with all interested parties to secure a series of network build-out agreements with MBI and the communities of Florida, New Marlborough, Petersham and Savoy. Specifically, we are proposing the following:

Municipality	Estimated Level of Network Coverage	Estimated Number of Premises Covered	MBI Funding Request
Savoy	90%	361	\$960,000
Florida	90%	333	\$810,000
Petersham	92%	537	\$1,330,000
New Marlborough	96%	1,116	\$3,150,000

As was the case with our previously approved MBI projects, Charter has selected these four (4) communities as network expansion opportunities because they meet 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 Anna Lucey, our Director of Government Affairs for Massachusetts, at 774-243-9735 or via email at anna.lucey@charter.com.

Sincerely,

A handwritten signature in black ink, appearing to read 'Terence', with a long, sweeping horizontal line above it.

Terence Rafferty