



April 3, 2017

Mr. Stan Moss, Chairman
Princeton Board of Selectmen
6 Town Hall Drive
Princeton, MA 01541

RE: Comcast response(s) to hearing inquiries

Dear Chairman Moss and Members of the Board of Selectmen:

Thank you for the opportunity to discuss our proposal with you, members of the Cable Advisory Committee and the public on March 13, 2017. Comcast is committed to delivering the advanced products and services that Princeton residents and businesses want over our state-of-the-art network. As you consider your options, we want to provide you with additional information in response to questions that were raised at the public hearing.

First, Comcast appreciates the time and effort you, and your Cable Advisory Committee, have put forth to bring broadband to your town. Your dedication to ensuring your constituents have access to a sustainable broadband network is commendable. Comcast's ability to integrate our award-winning X1Platform for video, Internet, voice and home security and automation products separates us from other providers and ensures our customers access to the communication tools and informational and entertainment content where and when they want. Our network is built to meet today's demand, as well as tomorrow's needs. We offer the fastest speeds to the most homes, having increased speeds 17 times in the last 16 years and now deliver speeds from 10 Mbps (Megabits per second) to up to 2 Gbps (Gigabits per second) for residential customers and up to 100 Gbps for business customers.

Like you, Comcast would like the people of Princeton to experience all the benefits that broadband service can offer, as soon as practicable. To this end, Comcast commits to complete the network construction, making 100% of the homes and businesses in Princeton serviceable, **within 12 months** from the time approved Pole licenses are received by Comcast. We would begin our construction activities upon the award of a Final License from the town and execution of a Grant Disbursement Agreement with the Massachusetts Broadband Institute.

We also want to address the concerns voiced by several residents regarding potential construction costs to the individual homeowner. Comcast proposes to construct the plant such that any home within two hundred fifty (250) feet from that plant can simply call Comcast and request a service installation. These are known as "standard cable installations" or "standard drops." For premises that are located at a distance in excess of 250 feet from our plant, which will run along the rights-of-way, there may be a customer contribution required. These "non-standard drop" situations are reviewed on a case-by-case basis because many factors can affect the cost to run a drop line to a premise. Such factors might include whether underground trenching is required, whether a new pole must be set, or whether there is ledge or other impediments causing a less direct path to the home.

Comcast is committed to working with Princeton residents to identify and reduce the cost of non-standard cable installations. As we complete our design work, our engineers will identify premises that would be considered non-standard drops and produce cost estimates for each. While some premises may be located at a distance that exceeds the standard distance, the cost to reach that home may be within the amount Comcast expends for a standard drop. In these cases, no customer contribution would be required. For those that exceed the amount Comcast expends for a traditional standard drop, Comcast would provide a cost estimate early in the construction process (this estimate would include a **credit** for the amount Comcast expends for a standard drop including underground drop installations). Because of our system design we are now open to the idea of crediting for underground drop installations up to what the cost would be for the standard aerial installation. If a customer opted to make the required contribution, construction would occur at the same time that the remainder of the plant is constructed.

In response to several residents' questions about underground conduit installation, we conferred with our construction team who have provided the following specification information for Princeton homeowners to follow should they want to install the conduit themselves:

- Conduit must be either HDPE Type or at the minimum a Schedule 40 PVC.
- Conduit must be buried a minimum of 12".
- Conduit runs should have a vault or a "pull point" every 500' and/or at every *third* 90 or 45 degree bend.
- Conduits being installed by home owners should have a pull string installed.
- Conduit size must be at least 1 ¼" in diameter or larger and should not contain more than (2) 90 degree and or 45 degree bends.

Our construction team would be happy to work with a homeowner to ensure that conduit installation meets the necessary specifications.

As we discussed at the meetings, Comcast has a long history of working with the communities we serve. We have a tradition of giving back in the local communities where we live and work – through volunteerism, Comcast Foundation grants and our nationally recognized broadband adoption program, Internet Essentials, to help underserved families get connected. We are committed to ensuring the best customer experience for all of our customers. I sincerely hope Comcast is awarded the Final License so we can begin the work of connecting all those in Princeton who have been unserved for so long.

Should you have any further questions, please do not hesitate to contact me.

Sincerely,



Timothy Kelly

Vice President of Government and Regulatory Affairs
Comcast Greater Boston Region

Cc: Nina Nazarian, Town Administrator, Town of Princeton
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