

February 14, 2012

Board of Selectmen  
Town of Chilmark  
Chilmark Town Hall  
401 Middle Road  
Chilmark, MA 02535

Dear Chairman and Members of the Board:

I am writing to provide an update regarding our ongoing renewal negotiations.

As you are aware, the six (6) towns on Martha's Vineyard, "The Consortium," sought to negotiate a new cable television franchise agreement collectively. To that end, Comcast and the towns have been meeting for more than a year to define and meet the desired cable-related needs of the Island with the intention of arriving at a mutually beneficial franchise agreement. While there are dozens of issues that the parties are negotiating, the matters referenced in this letter represent some of the more significant commitments Comcast has offered to date.

FINANCIAL COMMITMENT

Comcast has committed to maintaining the franchise fee at five percent (5%) of gross revenues over the ten (10) year renewal term. As the chart below details, this will result in a 47% increase in the combined franchise fees payable to the towns based upon current and projected revenues. Moreover, we have proposed a 1,000% increase in capital payments as part of the renewal.

	Current Franchise	Renewal Proposal
Franchise Fee payments from Gross Revenues	\$3,421,967*	\$5,000,000**
Capital Payments	\$50,000	\$500,000

\*Actual payments based on past revenues (2002-2011)

\*\*Payments based on projected revenues

BUILD OUT OF THE CABLE NETWORK

As you are aware, build out of un-served areas of the Island has been a major topic of discussion during the negotiations. Comcast is proud that we have made significant financial investments on the Island, building out almost 90 miles of additional plant on our own initiative. However, as you are aware, there are certain areas of the Island that are not easily accessible or financially prudent to serve. Moreover, homes are only occupied seasonally.

Over the last three years, residents of Chappaquiddick and the Chappaquiddick Island Association have expressed a desire for Comcast to build out Chappaquiddick. In October of 2009, Comcast met with the Edgartown Selectmen and proposed a cost-sharing plan with Chappaquiddick customers paying for a portion of construction of a more than Two Million Dollar (\$2,000,000.00) project. Since that time, Comcast has not received a formal response with respect to this proposal.

Not only would the build out of Chappaquiddick be expensive, but also most homes are only occupied seasonally. Comcast's construction finance models usually assume that more than 90% of the homes are occupied year-round. In the case of Chappaquiddick, we have been informed that fewer than 20% of the homes are occupied year-round. This fact negatively affects the merits of a new construction project.

Despite this challenge, we offer three different options to build out the network to Chappaquiddick:

1. Comcast commits to \$1,400 per customer who signs up for service. The balance of construction costs would come from the franchise fee payments referenced above.
2. Comcast commits to \$1,400 per customer who signs up for service. The balance of construction costs would come from an agreed upon combination of franchise fee payments and Chappaquiddick resident contributions.
3. Comcast commits to \$1,400 per customer who signs up for service. The balance of construction costs would come entirely from Chappaquiddick resident contributions.

#### ADVANCED NETWORK

Comcast will build upon its long history of investing in the Martha's Vineyard network so that Island residents continue to receive the most advanced services available anywhere. We are committed to continue launching more video choices, faster broadband speeds and competitive voice products. Over the years, we have added dozens of channels, faster broadband speeds and advanced voice products. Our investment in innovation will continue as part of this franchise renewal.

#### LOCAL PRESENCE

Comcast is committed to maintaining its local presence on the Island. We will continue to maintain a full-time Customer Service Center on the Island. Our local technicians and customer service representatives will maintain our network and service all customer needs.

#### COMMUNITY INVESTMENT

Comcast will continue to support community-based organizations and non-profit partners as a matter of corporate responsibility. We have provided more than One Million Dollars (\$1,000,000) in courtesy video and Internet services to schools, public libraries and youth organizations, as well as public service announcements, grants and donations, since we became the Island's video, internet and phone provider in 2006.

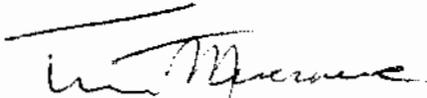
SUMMARY

Please be assured that Comcast continues to negotiate in good faith and has done its due diligence relative to investigating areas of the Island that are most practicable to build out while taking into consideration the potential costs to Island residents. Ultimately, the cost to build infrastructure for a very small population of year-round residents could be subsidized by the entirety of the proposed Consortium license renewal offer if the negotiation team determined this as a top priority.

Comcast desires to continue providing its cable services to the Island of Martha's Vineyard for the next 10 years and has made both formal and informal proposals to the Consortium. Comcast believes that its most recent informal proposal meets the community's needs while balancing all interests. While there are still some issues that remain outstanding, Comcast will continue to meet with Island representatives to negotiate a renewal license in good faith.

We look forward to a mutually beneficial license renewal and continuing to be the service provider of choice on Martha's Vineyard.

Very truly yours,



Timothy Murnane  
Regional Vice President  
Government & Regulatory Affairs