



Terence R. Rafferty
Regional Vice President

January 11, 2017

Mr. Ed Donnelly
Team Leader
Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581

RE: Request for Proposals No. 2017-MBI-02

Dear Mr. Donnelly:

Charter Communications ("Charter") appreciates the opportunity to provide the enclosed proposal in response to the Mass Technology Collaborative RFP (No. 2017-MBI-02).

Charter is a Fortune 100 Company based in New England and one of the nation's largest cable operators. With our recent purchase of Time Warner Cable and Bright House Networks, Charter now serves more than 25 million customers in 41 states, including more than 260,000 in 68 Massachusetts communities. We have a major presence in central and western Massachusetts with more than 1,000 employees. The City of Worcester is home to Charter's Southern New England headquarters and Charter's largest New England call center. Our corporate headquarters is located in Stamford, Connecticut.

Over the past year, Charter has developed a good working relationship with the Massachusetts Broadband Institute (MBI) staff and others in the Baker/Polito Administration to support the Administration's efforts to bring high speed broadband service to the remaining un-served communities in the western part of the state. Our partnership to date has resulted in a project that is well underway and will be completed in 2017, bringing broadband service to more than 3,400 residents in the towns of Hinsdale, Lanesborough and West Stockbridge. We have continued to offer such support with our recent application to the Town of Princeton for a cable television license.

As you are well aware, building and sustaining networks in the remaining un-served towns is a costly endeavor. With adequate financial support from MassTech/MBI on the front end, Charter is offering the enclosed proposal to make the capital investment to extend our networks to bring high speed broadband service to the following towns that are on MBI's list of un-served towns: Princeton, New Salem, Shutesbury, Hancock, Egremont and Monterey. Charter has chosen these particular towns because 1) they are contiguous to our existing operations, 2) they represent a manageable capital outlay given our other capital obligations and 3) we can complete a build-out of these towns in a reasonable period of time.

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We look forward to further discussions with the staff from MassTech and MBI regarding this proposal and our shared interest in making broadband service available to as many Massachusetts residents and businesses as reasonably possible.

If you have any questions, please contact Greg Garabedian, our Area Vice President for Massachusetts, at 774-243-9730 or via email at Greg.Garabedian@charter.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Terence R. Rafferty", with a long horizontal flourish extending to the left.

Terence R. Rafferty