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DIGITAL UPGRADE PROPOSAL

FOR

HI COUNTRY HAUS CONDOMINIUMS

BY

DEBBIE CURD, COMCAST CABLE

June 2nd, 2010

- ✓ **Scope of Project:** Comcast is making some exciting changes on the cable service in Grand County. The world is going digital and so is Comcast with the World of More digital migration. We will be able to provide more HD channels, ethic programming and faster Internet speeds! You currently receive Basic and Expanded Basic service through your bulk account. Effective July, 30th, 2010 Expanded Basic channels 23-71 will no longer be transmitted in an analog format. This means that you will need a digital device for each TV on the property.
- ✓ **Proposal:** Your current agreement expired May 2010. To continue service with the digital upgrades and a discounted bulk rate, Comcast is asking for the board to approve a ten year service agreement and a five year renewal of the bulk bill addendum.
 - At a rate of \$26.00/month/unit. This will include one digital converter box and up to 2 digital adapters per unit. This is a 60% savings off the regular retail rate at \$57.99 for the same service.
 - If the owners would like to add HD as an association benefit the rate would be an additional \$4/unit/box/month.
 - If the owners would like to add high speed Internet the cost would be an additional \$25.00/unit/month and would include a modem in every unit.
- ✓ **Benefits:** No purchase or maintenance of cable equipment necessary. Comcast maintains and upgrades its cable plant to ensure you have the most cutting edge technology. Owners will continue to receive the full cable line up plus 15 additional digital channels, the on screen guide, 46 music channels and thousands of free Video on Demand titles. Additionally, owners can choose from a large array of entertainment choices on an individual basis according to their personal tastes. They're not locked into a set channel line up.

- ✓ **Timelines:** Once implemented this project should take approximately 30 days to complete the installation of the digital equipment in the units. This offer must be accepted before Monday, June 14th to secure the discounted cable rate and ensure service is not interrupted.

We appreciate the opportunity to present our proposal to you. If you have any questions please call me 970-871-7907.

Offer expires 6/14/10

-Debbie Cund, Bulk Accounts Executive