

BellaTrae Community Association, Inc.  
Summit Broadband Cable Fact Sheet  
March 5, 2015

First of all, your Master Association Board of Directors were delighted to see the turnout at Tuesday evening's introduction to Summit Broadband. We were pleased by the thoughtful presentation given by our selected candidate, Summit Broadband; as well as, the considerate, well prepared questions asked by our residents.

In an effort to clarify and review some of the information shared last evening; we have elected to provide you with a few points for our mutual benefit that will better define the process and provide you with information important for your understanding. We believe you will be pleased with our selection of Summit Broadband as our Cable and Internet bulk service provider for the community.

Our decision was based on finding the best provider who can deliver best value, with more selection, at greater speeds than we've ever had here at Bella Trae before. The Association and Summit will be at your side and do whatever it takes to unplug your current equipment and plug in the new equipment, and ensure that the functions and devices (e.g. televisions, Tivo players, wireless routers) you have running now will be running smoothly when the changeover occurs.

Summit Broadband has been chosen by the Bella Trae Master Association Board of Directors to replace Comcast as the Association's bulk cable provider. Summit Broadband has established a transition plan for Bella Trae that will result in migration from Comcast to Summit Broadband by July 1, 2015.

That said, please find the following list of items that the Board wanted to ensure all of you understood from Tuesday night's meeting:

1. Summit Broadband will provide Bella Trae cable TV services in an HD format via a fiber optic cable network to each residence within Bella Trae. In addition to the cable TV services, Summit Broadband will provide internet services to each residence at no additional cost to the resident.
2. The Bella Trae Master Association currently pays for bulk cable services to Comcast as part of the Association's annual expenses. The Bella Trae Master Association will pay Summit Broadband for their bulk services, both High Definition Digital Cable and High Speed Internet Service. These services are in line with the 2015 Budget for bulk cable services. If a Bella Trae homeowner has been paying Comcast for HD and/or internet services, the Bella Trae homeowner will no longer incur these expenses when the Summit Broadband services are installed in their residence.
3. The Summit Broadband solution for Internet does not require a cable modem. If you currently own a wireless router it will work with the Summit Broadband solution. If you do not own a wireless router but would like to own one you will be able to lease or buy a

router from Summit Broadband or procure one on your own. Summit Broadband will provide a list of recommended routers for your assessment. Please note, a wireless router is not required to operate the Summit Broadband internet solution. If you connect directly to your computer from your cable modem you will be able to do that in the future but you will not need to cable modem for the Summit Broadband internet solution.

4. Summit Broadband will commence active on-site implementation of their network beginning March 9, 2015. This activation will impact each Bella Trae residence twice and access will be required to the Bella Trae residence on each occasion. The first occasion will be when Summit Broadband runs their fiber optic cable into each residence. This cable will run to the cable utility box which is located in the Master bedroom closet for each residence. The second occasion will be when Summit Broadband does their final install in each residence and activates the equipment that each residence has ordered. The Master Association and Condominium Associations property managers (i.e. Sentry Management or Aegis Management) will be communicating with all residents on the timing for the access to each residence to perform the first installation of the fiber optic cable. The second occasion (i.e. final installation) will be scheduled at the convenience of the resident.
5. Summit Broadband will have representatives onsite at Bella Trae for several days in mid-April to meet with residents and take orders for services/equipment and begin the scheduling process for their final install in each residence. Beginning in mid-May Summit Broadband will begin doing these same activities via telephone. Until mid-May any communications/questions on Summit Broadband should be directed to the Master Association or Condominium Associations property managers.
6. Comcast bulk video cable services will be available to all residents until the Summit Broadband transition is complete. Termination of any additional Comcast services (e.g. internet, DVR, HD, phone) is at the sole discretion of each resident. Summit Broadband does not recommend cancellation of these additional services until their final installation is complete at each residence but this is at the sole discretion of each resident. All Comcast equipment must be returned to Comcast by each resident. It is strongly recommended that a receipt be obtained and retained for all returned equipment to Comcast.
7. The initial installation of the fiber to the residence, this will not be scheduled separately with each individual resident but rather will be scheduled by building within the community. We will certainly notify the owners/tenants of the building schedule but we are going to have to handle this much like the fire inspection process where if there is no one to grant access then the property management companies will need to gain access via the Condominium Associations' established processes.
8. There is no need for a wireless router to connect to Summit's internet service. While the wireless router is certainly desirable, Summit will convert an outlet to an Ethernet jack which will allow a resident to run an Ethernet cable directly to their computer or to a wireless router. Some of our residents today run an Ethernet cable from their cable modem directly to their computer so this will essentially not change. Also, what many

people have from Comcast is an integrated cable modem/wireless router device. This device will not work with the Summit internet service as the cable modem is not required.

9. The bulk video services provided will go from the current basic, non-HD cable service to 100+ 50 high definition channels. The savings to the resident from not renting an HD box and not paying for a high definition television package will be approximately \$30 a month or \$360 a year on average.
  
10. The bulk services provided to all residences by Summit and the Master Association will also provide Internet service and the savings to the resident from not having to pay for this service would be approximately be \$65 a month or \$780 a year on average.
  
11. The download/upload speed for Internet will be approximately 15 times faster than the current service provided by COMCAST.
  
12. The Fiber to the Home (FTTH) installation will provide a better and more reliable television signal than the existing coaxial cable system and will future proof the system for decades to come.

In closing and summary, the Bella Trae Master Association Board of Directors is very excited about the new relationship with Summit Broadband. As stated in the meeting on Tuesday, this will be a significant improvement to our community but there will likely be some minor disruptions as we implement these services so your patience and understanding in advance is greatly appreciated.

There will be many more communications to come which will also answer your specific questions concerning this process and our new bulk provider. If you feel your issue is urgent and requires immediate attention please direct any of those concerns that you may have to our property managers.

Your Board of Directors wants to thank all of you for your support and express our hope that you share in our enthusiasm for this selection.