

John Kelly

From: William Hewig <WHewig@k-plaw.com>

Sent: Monday, October 26, 2020 10:31 AM

To: 'Peter Lombardi' <plombardi@brewster-ma.gov>; Jacqueline Beebe <jbeebe@eastham-ma.gov>; 'Kelly Clark' <ksclark@truro-ma.gov>; Maria Broadbent <Maria.Broadbent@wellfleet-ma.gov>; Mike Trovato <Mike.Trovato@wellfleet-ma.gov>; John Kelly <jkelly@town.orleans.ma.us>

Subject: Draft Licenses

Dear All,

Attached are draft licenses prepared from our last negotiation session with Comcast.

Here are the main points:

- (a) 5% GAR;
- (b) Capital - \$900K total, divided proportionately;
- (c) Add'l capital (connection for studio move) – also divided proportionally;
- (d) 1 HD channel w/ 36 months; and
- (e) Density of 15/20.

We will also have a senior discount side letter for each town.

The division of the capital (\$900K), and the additional capital (\$35K) is derived on 2019 percentages of subscribership of each town, based on these numbers:

- (a) Brewster [6303 subs - 30.8%]; \$277,200; and \$10,780;
- (b) Eastham [4675 subs – 22.8%]; \$205,299; and \$ 7980;
- (c) Orleans [4502 subs – 22.0%]; \$198,000; and \$ 7700;
- (d) Truro [2094 subs - 10.2%]; \$ 91,800; and \$ 3570;
- (e) Wellfleet [2915 subs - 14.2%]; \$127,800; and \$ 4970.

For planning purposes, (but up to you as you may still need to conduct a public hearing) I entered the following effective dates:

- (a) Brewster: Sept. 17, 2021;
- (b) Eastham: Dec. 16, 2020;
- (c) Orleans: March 30, 2022;
- (d) Truro: Dec. 1, 2020;
- (e) Wellfleet: Dec. 1, 2020.

Some of you, I know, have had public hearings, and some not. That is the one legal requirement you must meet before granting the license. I had circulated early along a draft public hearing notice for publication for those of you who may not yet have had your public hearing, let me know if you would like me to re-forward that to you.

Best Regards,

Bill

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