

**APPLICATION OF  
COMCAST CABLE COMMUNICATIONS MANAGEMENT, LLC  
FOR RENEWAL OF ITS CALIFORNIA STATE VIDEO FRANCHISE**

**CALIFORNIA PUBLIC UTILITIES COMMISSION**

**Definitions for the purposes of this Application:**

- A. "Access" means that the holder is capable of providing video service at the household address using any technology, other than direct-to-home satellite service, providing two-way broadband Internet capability and video programming, content, and functionality, regardless of whether any customer has ordered service or whether the owner or landlord or other responsible person has granted access to the household. If more than one technology is utilized, the technologies shall provide similar two-way broad band Internet accessibility and similar video programming.
- B. "Affiliate" means any company 5 per cent or more of whose outstanding securities are owned, controlled, or held with power to vote, directly or indirectly either by a state video franchise holder or any of its subsidiaries, or by that state video franchise holder's controlling corporation and/or any of its subsidiaries as well as any company in which the state video franchise holder, its controlling corporation, or any of the state video franchise holder's affiliates exert substantial control over the operation of the company and/or indirectly have substantial financial interests in the company exercised through means other than ownership.
- C. "Applicant" means any person or entity that files an application seeking to provide Video Service in the state pursuant to a State Video Franchise.
- D. "Application" means the form prescribed by the Commission through which an Applicant may apply for a State Video Franchise or amend its Video Service Area.
- E. "Application Fee" means any fee that the Commission imposes to recover its actual and reasonable costs of processing an Application.
- F. "Area" means a set of contiguous (i) collections of census block groups or (ii) regions that are mapped using geographic information system technology.
- G. "Broadband" or "Broadband Service" means any service defined as Broadband, or having advanced telecommunications capability, in the most recent Federal Communications Commission inquiry pursuant to Section 706 of the Telecommunications Act of 1996 (P.L. 104-104).
- H. "Census Block Group" has the same meaning as used by the U.S. Census Bureau.
- I. "Census Tract" has the same meaning as used by the U.S. Census Bureau.
- J. "Census Tract Basis" means pursuant to the reporting standards articulated in Appendix D and Appendix E, Section II of D.07-03-014.
- K. "Commission" means the Public Utilities Commission.
- L. "Company" means the Applicant and its Affiliates.

- M. “Consultant” means the third party source of census household projections including low income household projections.
- N. “DIVCA” means Assembly Bill 2987, the Digital Infrastructure and Video Competition Act of 2006 (Ch. 700, Stats. 2006).
- O. “Household” means, consistent with the U.S. Census Bureau, a house, apartment, a mobile home, a group of rooms, or a single room that is intended for occupancy as separate living quarters. Separate living quarters are those in which the occupants live and eat separately from any other persons in building and which have direct access from the outside of the building or through a common hall.
- P. “Local Entity” means any city, county, city and county, or joint powers authority within the state within whose jurisdiction a State Video Franchise Holder may provide Video Service.
- Q. “Low-Income Household” means a residential Household where the average annual Household income is less than \$35,000, as based on U.S. Census Bureau estimates adjusted annually to reflect rates of change and distribution through January 1, 2007.
- R. “State Video Franchise” means a franchise issued by the Commission pursuant to DIVCA.
- S. “State Video Franchise Holder” means a person or group of persons that has been issued a State Video Franchise from the Commission pursuant to Division 2.5 of DIVCA.
- T. “Telephone Service Area” means the area where the Commission has granted an entity a Certificate of Public Convenience and Necessity to provide telephone service.
- U. “Telephone Corporation” means a telephone corporation as defined in Public Utilities Code § 234.
- V. “Video Service” means video programming services, cable service, or open-video system service provided through facilities located at least in part in public rights-of-way without regard to delivery technology, including Internet protocol or other technology. This definition does not include (1) any video programming provided by a commercial mobile service provider defined in Section 322(d) of Title 47 of the United States Code, or (2) video programming provided as part of, and via, a service that enables users to access content, information, electronic mail, or other services offered over the public Internet.
- W. “Video Service Area” means the area proposed to be served under a State Video Franchise.
- X. “Video Service Provider” means any entity providing Video Service.

Please type all information unless instructed otherwise.

**Type of Application**

1. Check as appropriate:
- |   |  |
|---|--|
| <input type="checkbox"/> New Franchise                | <input type="checkbox"/> Amended Franchise (Please indicate type of amendment below) |
| <input checked="" type="checkbox"/> Franchise Renewal | <input type="checkbox"/> Increasing Video Service Area                               |
|   | <input type="checkbox"/> Decreasing Video Service Area                               |

**Applicant Information**

2. Applicant's State Video Franchise number (if seeking an amended or renewal Franchise):

#021

3. Applicant's full legal name:

**Applicant is Comcast Cable Communications Management, LLC, a Delaware limited liability company, on behalf of the Video Service Providers ("VSPs") identified in the original application for a state video franchise and in each of the 37 subsequent applications seeking amendments to that franchise.**

**Applicant notes that it has a pending application for an amendment to its state video franchise to clarify the boundaries defining the physical space served pursuant to that franchise. That amendment is identified as Applicant's 38<sup>th</sup> Amended Application for a State Video Franchise. The description of Comcast's video franchise service territory in that requested amendment is replicated in the data accompanying this franchise renewal application. Comcast asks that the clarifications to the municipal boundaries and franchise boundaries reflected therein be used for purposes of this renewal application. Applicant further clarifies that this franchise renewal request includes all areas that will be added to the state franchise prior to the end of the year, including those areas approved in the certificate granting Applicant's 37<sup>th</sup> Amended Application, dated September 15, 2017.**

4. Name under which the Applicant does or will do business in California:

**Each of Applicant's VSPs is currently doing business under the name "Comcast."**

5. Legal name and contact information of Applicant's parent companies, including the ultimate parent:

Parent's Full Legal Name: **Comcast Cable Communications Holdings, Inc.**  
Ultimate Parent: **Comcast Corporation**

Address: **1 Comcast Center  
1701 John F. Kennedy Boulevard  
Philadelphia, PA 19103**

Phone: **(215) 286-1700**

6. Applicant's principal place of business: **Applicant's and each VSP's principal place of business in California is printed below.**

Address: **3055 Comcast Pl.  
Livermore, CA 94551**

Phone: **(925) 424-0100**

7. Contact information for the person responsible for ongoing communication with the Commission about Video Service business:

Name: **John A. Gutierrez**

Title: **Director, Government Affairs  
Comcast Cable**

Address: **3055 Comcast Pl.  
Livermore, CA 94551**

Phone (Business and mobile if any): **(925) 424-0164 (business)  
(925) 336-1946 (mobile)**

Fax: **(925) 424-0426**

Email: **john.gutierrez@cable.comcast.com**

8. Attach as Appendix A the names and titles of the Applicant's principal officers.

**The names and titles of each of the Applicant's principal officers are listed in Appendix A.**

### **Build-Out Information**

*Answer questions 9 through 12 only if the Applicant or one of its Affiliates is a Telephone Corporation. Other Applicants should go to Question 13.*

9. Does the Applicant alone or together with its Affiliates have more than 1,000,000 telephone customers in California?

Yes  No

10. Does the Video Service Area include areas outside of the Telephone Service Area of the Applicant and its Affiliates?

Yes  No

11. Is the Applicant primarily deploying fiber optic facilities to the customer's premise?

Yes  No

12. Excluding direct-to-home satellite, is Video Service currently offered by another Video Service Provider in the Video Service Area proposed in this Application?

Yes  No

### Existing Local Cable or Video Franchise Holder Information

13. Does the Applicant alone or together with its Affiliates currently hold a local franchise, or has the Applicant held a local franchise in the Video Service Area in the last six months?

Yes  No

*If "Yes," then download and complete the electronic template available at <http://www.cpuc.ca.gov/video/application>.*

### Video Service Area Information

Renewal Applicants: If the Applicant has already reported socioeconomic data as part of the yearly DIVCA data collection, the data does not need to be submitted again.

14. Utilizing the template provided at <http://www.cpuc.ca.gov/video/application> (as applicable), provide a geographic description of the Video Service Area and input the expected date for the deployment of each Area in the Video Service Area. Please select the method by which the geographic description shall be detailed:

A collection of U.S. Census Bureau Census Block Groups, or

- *If Applicant chooses "a," then download and complete the electronic template available at <http://www.cpuc.ca.gov/video/application>*

A geographic information system digital boundary meeting or exceeding national map accuracy standards.

- *If Applicant chooses "b," then submit the geographic information system digital boundary in digital format electronically to the Commission*

**The information called for by Question 14 has been provided as part of Comcast's 2017 annual reports, submitted on or about April 28, 2017.**

15. Socioeconomic status information of residents within the Video Service Area.

○ *If applicable, the Applicant shall provide this information utilizing the templates available at <http://www.cpuc.ca.gov/video/application>.*

a. Provide the following baseline description of residents in the Video Service Area:

*i. Number of Households:* The number of Households in each Census Tract included in the Video Service Area. Utilize the most recent U.S. Census projections of households available as of January 1 of the year the Application is submitted to determine the number of Households.

*ii. Number of Low-Income Households:* The number of Low-Income Households in each Census Tract included in the Video Service Area. Utilize the most recent U.S. Census projections of low-income households available as of January 1, 2007 to determine the number of Low-Income Households.

b. Provide or attest in the attached Affidavit that Applicant shall provide, no later than 90 calendar days after the date of the Commission's issuance of a State Video Franchise to the Applicant, the following description of residents in the Video Service Area on a Census Tract Basis:

*i. Wireline Broadband:*

1. The number of Households in each Census Tract to which the Company makes wireline Broadband available.

2. The number of Households in each Census Tract that subscribe to wireline Broadband that the Company makes available.

*ii. Non-Wireline Broadband:*

1. If the Company uses non-wireline technology to provide Broadband, specify the type(s) of technology used in each Census Tract.

2. The number of customers in each Census Tract that subscribe to non-wireline Broadband that the Company makes available.

3. Using geographic information system digital boundaries that meet or exceed national map accuracy standards, provide maps that delineate (i) Census Tract boundaries and (ii) where the Company typically makes non-wireline Broadband available.

*iii. Video service:* The number of Households in each Census Tract that are offered Access by the Company.

*iv. Low-Income (Utilize the most recent U.S. Census projections of low-income households available as of January 1, 2007 to determine the number of Low-Income Households):* The number of Low-Income Households that are offered Access by the Company.

**The information called for by Question 15 is provided in the Microsoft Excel**

**document submitted contemporaneously with this renewal application. The territory described and the data presented in response to this question includes the areas covered by the certificate granting the 37<sup>th</sup> amended application and the clarifications made in the 38<sup>th</sup> amended application submitted on September 22, 2017.**

16. Socioeconomic status information of residents within the Telephone Service Area.

○ *If applicable, the Applicant shall provide this information utilizing the templates available at <http://www.cpuc.ca.gov/video/application>.*

a. If the Applicant or any of its Affiliates is a Telephone Corporation, provide the following baseline description of residents in the Telephone Service Area:

*i. Number of Households:* The number of Households in each Census Tract included in the Telephone Service Area. Utilize the most recent U.S. Census projections of households available as of January 1 of the year the Application is submitted to determine the number of Households.

*ii. Number of Low-Income Households:* The number of Low-Income Households in each Census Tract included in the Telephone Service Area. Utilize the most recent U.S. Census projections of low-income households available as of January 1, 2007 to determine the number of Low-Income Households.

b. If the Applicant or any of its Affiliates is a Telephone Corporation, provide or attest in the attached Affidavit that Applicant shall provide, no later than 90 calendar days after the date of the Commission's issuance of a State Video Franchise to the Applicant, the following description of residents in the Telephone Service Area:

*i. Wireline Broadband:*

1. The number of Households in each Census Tract to which the Company makes wireline Broadband available.

2. The number of Households in each Census Tract that subscribe to wireline Broadband that the Company makes available.

*ii. Non-Wireline Broadband:*

1. If the Company uses non-wireline technology to provide Broadband, specify the type(s) of technology used in each Census Tract.

2. The number of customers in each Census Tract that subscribe to non-wireline Broadband that the Company makes available.

3. Using geographic information system digital boundaries that meet or exceed national map accuracy standards, provide maps that delineate (i) Census Tract boundaries and (ii) where the Company typically makes non-wireline Broadband available.

*iii. Video service:* The number of Households in each Census Tract that are

offered Access by the Company.

*iv. Low-Income* (Utilize the most recent U.S. Census projections of low-income households available as of January 1, 2007 to determine the number of Low-Income Households): The number of Low-Income Households that are offered Access by the Company.

**The information called for by Question 16 is provided in the Microsoft Excel document submitted contemporaneously with this renewal application. The territory described and the data presented in response to this question includes the areas covered by the certificate granting the 37<sup>th</sup> amended application and the clarifications made in the 38<sup>th</sup> amended application submitted on September 22, 2017.**

17. If a consultant was used to compile the geographic description data, please provide the following:

**Comcast compiled this data using its own internal resources, so this question is not applicable.**

Consultant Company's Full Legal Name:

\_\_\_\_\_

Address:

\_\_\_\_\_

Phone:

\_\_\_\_\_

### **Financial, Legal, and Technical Qualifications**

18. a. New applicants must provide or attest in the attached Affidavit that Applicant shall provide a copy of a fully executed bond in the amount of \$100,000 per 20,000 households in the Video Service Area, with a \$100,000 minimum and a \$500,000 maximum per State Video Franchise Holder, to the Executive Director prior to initiating video service and no later than 5 business days after the date of the Commission's issuance of a State Video Franchise to the Applicant. The bond must list the Commission as obligee and be issued by a corporate surety authorized to transact a surety business in California.
- b. Renewal Applicants must have already provided to the Commission a copy of a fully-executed bond in the required amount or else this Application will be considered incomplete.

**In connection with Applicant's Original Application, a bond in the amount of \$500,000 was provided to the Commission. However, Comcast has executed a new \$500,000 bond with revised language agreed upon with Communications Division staff that will take effect by January 1, 2018. A copy of that bond was provided to**



**Communications Division on September 29, 2017.**

**Local Entity Contact Information**

19. Utilizing the template provided at <http://www.cpuc.ca.gov/video/application>, the Applicant shall provide the contact name and information for a representative from each Local Entity within the Video Service Area.

**The information called for by Question 19 is provided in the Microsoft Excel document submitted contemporaneously with this renewal application.**

**Application Fee**

20. Attach to this Application a check in the amount of \$2,000 made payable to the "California Public Utilities Commission."

**A check presenting the application fee is provided with this renewal application.**

**Affidavit**

21. Complete and submit the affidavit attached as Appendix B to this Application.

**A completed Appendix B is attached hereto.**

**A COMPLETE APPLICATION MUST INCLUDE:**

- Completed Application form**
- CD(s) containing completed templates available on the Commission website**
- Appendix A: Applicant's Principal Officers**
- Appendix B: Affidavit**
- Check in the amount of \$2,000**

## APPENDIX A

### APPLICANT'S PRINCIPAL OFFICERS

Brian L. Roberts	Chief Executive Officer
	President
David N. Watson	Chief Executive Officer - Cable
	Chief Operating Officer - Cable
Jonathan Heller	Co-Chief Executive Officer - Freewheel
	Co-Founder - Freewheel
Steven A. White	President - West Division
William Connors	President - Central Division
Kevin M. Casey	President - NorthEast Division
Marcien Jenckes	President - Advertising
William R. Stemper	President - Business Services
David N. Watson	President - Cable
	Executive Vice President
Bridget D. Kimball	President - CCAD
Steven M. Heeb	President - Conditional Access Licensing
	Vice President – Business Development
Joy Baer	President – Strata Operations
Tony G. Werner	President – Technology and Product
Yehuda Kaplovitz	President – Visible World
	Chief Operating Officer – Visible World
Gregory R Butz	President – Wireless
Diane Yu	Co-Founder - Freewheel
	Chief Technology Officer – Freewheel
Henry M. Oster	Chief Operating Officer - Spotlight
	Senior Vice President
Michael J. Cavanagh	Chief Financial Officer
William R. Haase	Chief Financial Officer - Advertising
	Senior Vice President
Steven T. Croney	Chief Financial Officer - Cable
	Executive Vice President
Justine Gaeta	Chief Financial Officer – Visible World

Samuel Schwartz	Chief Business Development Officer
Charles D. Herrin	Chief Customer Experience Officer
Chris Satchell	Chief Product Officer
	Executive Vice President
Noopur Davis	Chief Product And Information Security Officer
Alan A. Ramaley	Chief Technology Officer – Comcast Technology Solutions
	Vice President
David L. Cohen	Senior Executive Vice President
	Assistant Secretary
Michael J. Cavanagh	Senior Executive Vice President
Arthur R. Block	Executive Vice President
	General Counsel
	Secretary
Lynn R. Charytan	Executive Vice President
	Senior Vice President
	General Counsel
	Senior Deputy General Counsel
Peter Kiriacoulacos	Executive Vice President
	Chief Procurement Officer
Gregory Rigdon	Executive Vice President - Content Acquisition
Thomas Allen Karinshak	Executive Vice President - Consumer Services
Edwin Brassel	Executive Vice President – Enterprise Business Intelligence
Robert Eatroff	Executive Vice President - Global Corporate Development and Strategy
William Strahan	Executive Vice President - Human Resources
Richard A. Lang	Executive Vice President - Sales and Marketing Operations
Matthew E. Strauss	Executive Vice President and General Manager - Services
Scott F. Alcott	Senior Vice President
	Chief Information Officer
William E. Dordelman	Senior Vice President
	Treasurer
Sarah Gitchell	Senior Vice President

	Deputy General Counsel
	Chief Counsel - Content Acquisition
Julie Laine	Senior Vice President
	Chief Compliance Officer
Gerard J. Lewis, Jr.	Senior Vice President
	Chief Privacy Officer
	Deputy General Counsel
David L. Marcus	Senior Vice President
	Deputy General Counsel
	Chief Litigation Counsel
Daniel C. Murdock	Senior Vice President
	Chief Accounting Officer
	Controller
Jeffrey E. Smith	Senior Vice President
	Deputy General Counsel – General Operations
Martha S. Soehren	Senior Vice President
	Chief Talent Development Officer
Roland Trombley	Senior Vice President
	General Manager - Spotlight
Karen Dougherty Buchholz	Senior Vice President - Administration
John E. Heslip	Senior Vice President – Access Networks and Technical Operations
Teresa M. Lucido	Senior Vice President – Ad Sales
Richard M. Stanley	Senior Vice President – Ad Sales
Brian Andrew Wallach	Senior Vice President – Advanced TV Sales
Kathryn Koles	Senior Vice President – Advertising
	Deputy General Counsel
Marc S. Sirota	Senior Vice President - Applied Analytics, Enterprise Business Intelligence
Todd Arata	Senior Vice President - Brand Marketing
Peter Intermaggio	Senior Vice President – Brand Marketing and Communications
Mark E. Hess	Senior Vice President – Business and Industry Affairs
Christopher J. Gaiski	Senior Vice President – Business Operations, Cable & CX
Douglas R. Guthrie	Senior Vice President – Cable Management

James Samaha	Senior Vice President - Cable Management
Amy R. Smith	Senior Vice President - Cable Management
Christine Elizabeth Whitaker	Senior Vice President - Cable Management
Michael Lawlor	Senior Vice President – Client Solutions
Ruth Dawson	Senior Vice President - Comcast Innovation Labs
	General Manager - Comcast Silicon Valley, Technology and Product
John Williamson	Senior Vice President and General Manager - Comcast.com
Jennifer T. Gaiski	Senior Vice President - Content Acquisition
Justin Smith	Senior Vice President - Content Acquisition
Franz Edward Kurath	Senior Vice President - Content
Michael Nissenblatt	Senior Vice President - Content Planning and Acquisition
Rebecca A. Scilingo	Senior Vice President - CPS Business Integration
Paul D'Arcangelo	Senior Vice President - Customer Care
Catherine A. Kilstrom	Senior Vice President - Customer Care
Gary Michael McArdle	Senior Vice President - Customer Care
Piers Lingle	Senior Vice President - Customer Experience
Eugene P. Shatlock, Jr.	Senior Vice President - Customer Experience
Mark A. Allen	Senior Vice President - Customer Service Operations
Raymond E. Dombroski	Senior Vice President - Development, Deployment Operations
Courtney Goldstein	Senior Vice President – Digital Sales And Marketing
Scott Christopher McAllister	Senior Vice President - Digital Transformation
Sherita Ceasar	Senior Vice President - Engineering
Kouros Esfahany	Senior Vice President - Engineering
Daniel J. Murphy	Senior Vice President - Engineering
Tony Speller	Senior Vice President - Engineering
Shane N. Portfolio	Senior Vice President - Engineering and Technical Operations
Dina A. Galeotafiore	Senior Vice President – Executive Search
Christopher G. McDonald	Senior Vice President – External Affairs
Ernest A. Pighini	Senior Vice President - Finance
Sarah Bryant	Senior Vice President - Finance and Accounting
Edward Zimmermann	Senior Vice President - Finance and Accounting

Michael Latulippe	Senior Vice President - Finance and Administration
Robert S. Victor	Senior Vice President - Finance and Business Operations
Timothy T. Nester	Senior Vice President - Financial Operations
Michelle R. Hunt	Senior Vice President - Financial Operations, Marketing & Digital
Michael Kelman	Senior Vice President - Financial Planning and Analysis
Harvey Kent	Senior Vice President - Global Agency Business
Richard Smotkin	Senior Vice President - Government Affairs
Yu Keung Ng	Senior Vice President - Global Operations
Michael Brady	Senior Vice President - Government Affairs
Klayton F. Fennell	Senior Vice President - Government Affairs
Timothy Gage	Senior Vice President - Government Affairs
John F. Gibbs	Senior Vice President - Government Affairs
Ebony J. Lee	Senior Vice President - Growth Development
Celestine S. Simmons	Senior Vice President - Human Resources
Clement J. Cheng	Senior Vice President - Human Resources
Melanie A. Penna	Senior Vice President - Human Resources
Kerim St. Jean.	Senior Vice President - Human Resources
Robert A. Gunn	Senior Vice President - Human Resources
G. Wayne Davis	Senior Vice President - Human Resources, Technology And Product
John C. Raezer	Senior Vice President – Internet Product Strategy
Noam Raffaelli	Senior Vice President - IP and Communications Services
Andrew C. Topping	Senior Vice President - Labor and Employee Relations
John R. Waddell	Senior Vice President - Marketing
Maria Louise Weaver	Senior Vice President - Marketing
Denice Hasty	Senior Vice President – Marketing and Customer Experience
Eileen E. Diskin	Senior Vice President – Marketing and Communications
Suzanne McFadden	Senior Vice President – Marketing and Communications
Michael Mchugh	Senior Vice President – Media Sales and Electronic Delivery
Kavita Vazirani-Helsel	Senior Vice President - Media Strategy and Science

Carol Eggert	Senior Vice President – Military and Veteran Aff
Javier Garcia	Senior Vice President - Multicultural Services, Consumer Service
Kevin McElearney	Senior Vice President - Network Engineering
John Olander III	Senior Vice President - Network Maintenance and
Jonathan L. Ozor	Senior Vice President – New Business Developm
Elad Nafshi	Senior Vice President – NGAN
James Manchester	Senior Vice President – Operations
Lisa J. Panepinto	Senior Vice President – Operations
Brian Duffy	Senior Vice President – Outsourcing Strategy and Operations
Mark Muehl	Senior Vice President - Platform Technologies
Kenneth Lee Klaer	Senior Vice President - Premise Technologies
Jennifer Yohe	Senior Vice President - Procurement
Jeur Abeln	Senior Vice President - Procurement
Sridhar Solur	Senior Vice President – Product and Development IOT, and Data Services
Fraser Stirling	Senior Vice President – Product and Hardware Management
Paige Bilins	Senior Vice President – Product Management
Kevin O'Toole	Senior Vice President - Product Management
Jeffrey Michael Buzzelli	Senior Vice President - Product Management
Michael Henry Evangelista	Senior Vice President – Product Strategy and Architecture
Raymond E. Celona	Senior Vice President – Program Delivery and Implementation
Luci M. Rainey	Senior Vice President - Prospect Marketing
Thomas DeVito	Senior Vice President - Retail Sales and Service
Amy Pisano	Senior Vice President – Revenue, Freewheel
Judd Rubin	Senior Vice President – Revenue and Marketing
Labeeb Ismail	Vice President – Senior Vice President – RDK L
Edward S. Gallagher	Senior Vice President - Sales
Todd Goodbinder	Senior Vice President - Sales
Daniel Lafond	Senior Vice President - Sales
David Williams	Senior Vice President - Sales
Stephen F. Krom	Senior Vice President – Sales and Marketing



Jason Wicht	Senior Vice President – Sales and Marketing
Terrence J. Connell	Senior Vice President - Sales and Sales Operations
John J. Tierney, Jr.	Senior Vice President – Sales Strategy
Bridget Kimball	Senior Vice President - Software Development and Engineering
Matthew Zelesko	Senior Vice President - Software Development and Engineering
Greg Horn	Senior Vice President - Strategic Business Planning and Program Management
Sam Chernak	Senior Vice President – Strategic Engineering
David Prager	Senior Vice President – Strategy, Devices, and Development
Thomas F. Nagel	Senior Vice President – Strategy, Devices, and Development
Amy Stipandic	Senior Vice President - Strategy and Operations
Michael Cox	Senior Vice President – Talent Acquisition
Kristine A. Dankenbrin	Senior Vice President - Taxation
Marc E. Marchetti	Senior Vice President – Technical Operations
Paul Levy	Senior Vice President – Technology and Operations
Shawn E. Leavitt	Senior Vice President – Total Rewards
Neil Smith	Senior Vice President – US Markets
Jason Press	Senior Vice President - Video Engineering and Operations
Franklyn A. Athias	Senior Vice President – Wireless Engineering
Eric Schaefer	Senior Vice President and General Manager – Communications, Data, and Mobility Services
Marcel Deller	Senior Vice President and General Manager – Next Generation IT Systems
Jan Hofmeyr	Senior Vice President and General Manager - X1 Platform
Daniel Herscovici	Senior Vice President and General Manager - Xfinity Home
Weidong Mao	Senior Fellow
Andrew Gaudin	Chief Legal Officer
John Rotherham	Chief Marketing Officer
Tanya Benenson	Chief Medical Officer
David E. Brier	Vice President
	Deputy General Counsel – Employment Litigation

Debbie Carlos	Vice President
	Deputy General Counsel
David N. Copas Jr.	Vice President
	Deputy General Counsel
Jennifer Heller	Vice President
	Chief Compliance Officer
	Senior Deputy General Counsel
Alycia Horn	Vice President
	Deputy General Counsel
George Douglas Medlock	Vice President
	Deputy General Counsel - Patents
Jonathan B. Newcomb	Vice President
	Deputy General Counsel
Daniel Adam Pepper	Vice President
	Deputy General Counsel
Brian A. Rankin	Vice President
	Senior Deputy General Counsel
Marc A. Rockford	Vice President
	Senior Deputy General Counsel
	Assistant Secretary
Derek H. Squire	Vice President
	Senior Deputy General Counsel
	Assistant Secretary
Tina Denise Santos	Vice President
	Deputy General Counsel
Mindy E. Schwartz	Vice President
	Deputy General Counsel
Jorge Salinger	Vice President - Access Architecture
Suraya Yahaya	Vice President - Access Management
Michael J. Nocitra	Vice President – Access Service and Sales Support
Matt Scully	Vice President - Access Technologies
Thomas Wlodkowski	Vice President - Accessibility
Donald Scott Tyrie	Vice President - Accounting
Sarah Murphy	Vice President - Acquisition

Morgan Daloisio	Vice President – Acquisition Marketing
Gary Savoy	Vice President – Advanced Advertising Data
Frans Peter Vermeulen	Vice President – Advanced Advertising Strategy
Larry Stanfel	Vice President – Advanced Business Communicat
Michael Bradshaw	Vice President – Advanced Products OM
Anthony J. Duran	Vice President - Alternate Channel Sales
Bradley S. Kaplan	Vice President – Analysis and Planning
John E. Gabriel	Vice President – Analytics and Market Research
Griffith M. Ault	Vice President – Applications and Visualizations
Michael Lippert	Vice President – APSS/Payroll
Slade Mitchell	Vice President - Architecture
Joseph Bogan Pitra	Vice President - Benefits
Jonathan L. Kipp	Vice President - Benefits Innovation and Product
Joel M. Hartstein	Vice President – Billing Assurance
Anne Bailey McKnight	Vice President - Broadband Marketing
Shawn Lyn Geagan	Vice President - Business Development
Joshua Goldberg	Vice President - Business Development
Ali Khorram	Vice President - Business Development
Wyatt Hanson Manor	Vice President - Business Development
Tyson Marian	Vice President - Business Development
Laurence Curtis Snyder	Vice President - Business Development
Hugh B. Thompson	Vice President - Business Development
Bernard M. Cole	Vice President - Business Information Systems
Jeffrey J. Cardoso	Vice President - Business Initiatives
Stephanie Lea Babin	Vice President - Business Intelligence
Michelle Baker	Vice President - Business Intelligence
Susan Elaine Bennett	Vice President - Business Intelligence
Laura A. Cullen	Vice President - Business Intelligence
Trace Charles Hawkins	Vice President - Business Intelligence
Sabrina Davison	Vice President – Benefits Health and Welfare
Jeffrey R. Eissinger	Vice President - Business Operations
Amit Garg	Vice President - Business Operations
Joseph C. Margre	Vice President - Business Operations
William H. Read	Vice President - Business Operations

Danielle Renee Shoots	Vice President - Business Operations
Meena J. Soleiman	Vice President - Business Operations
Matthew Moleski	Vice President - Business Process Effectiveness
Melinda R. Lindsley	Vice President - Business Process Management
Robert Winn	Vice President - Business Process Management
Shawn Adamson	Vice President - Business Services
David Brown	Vice President - Business Services
Michelle Randall Burrows	Vice President - Business Services
Jay Dirkmaat	Vice President - Business Services
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John Troy Lupe	Vice President - Technical Operations
Patrick J. McDonald	Vice President - Technical Operations
Robert W Pladl	Vice President - Technical Operations
Ellen C. Rosson	Vice President - Technical Operations
Richard A. Seamon	Vice President - Technical Operations
Nicholas Wainwright	Vice President - Technical Operations
Richard A. Lapat	Vice President - Technical Operations College
Robert J. Lincavage	Vice President - Technical Support
Jeffrey L. Powell	Vice President - Telemarketing
Peter Lester	Vice President – Third Party Partnerships and Ar
Richard J. Hertz	Vice President – VCMTS Software Developmen
David J. Higgins	Vice President - Video Hub Performance
Teresa Lynch	Vice President - Video Product Management
Annmarié Boyle Andress	Vice President - Vendor Management
Chris M. Weeks	Vice President - Vendor Management
Craig D DeLeo	Vice President - Video Services
John Dixon	Vice President - Video Services
Michael Gatzke	Vice President - Video Subscription Services
Dennis Mathew	Vice President – Wholesale and XH Product Management
Billy E. Stephens	Vice President – Wireless Devices
Evelyn Talatala Clough	Vice President – Workforce Management
Kenneth D. Falkenstein	Vice President - Wireless Engineering
Richard Woundy	Vice President - Wireless Engineering
Vance Thomas Edwards	Vice President – Workforce Operations
Angela Kyler	Vice President – Workforce Operations
Edward Wright	Vice President – Xfinity Home
Michele L. Wood	Vice President – Xfinity Internet and Communic
Cole Reinwand	Vice President – Xfinity WiFi Strategy
Neal Charles Foster	Vice President – XH Product Management
Mark T. Mrozinski	Vice President – XOC Operations
Joann C. Shumard	Vice President – XOC Operations
Jennifer R. Labs	Vice President – XM Customer and Employee T
Glenn Katz	Vice President and General Manager – Enterpris

	Solutions
Amalia O'Sullivan	Vice President and General Manager - Service Protection and New Value
Daniel T. Spinosa	General Manager - Movies, PPV and Commerce
Mark Francisco	Fellow
Kevin N. Taylor	Fellow
Jon Kaplowitz	Managing Director
Michael Delciello	Managing Director- Business Development
Todd Ray Ellermann	Head of Client Platforms – Digital Home
Jeffrey Allen	Division Senior Vice President – Comcast Business
Mark E. Reilly	Division Senior Vice President - Government and Public Relations
Sarah G. Gustashaw	Division Vice President – Finance and Administration
Dana Crandall	Division Vice President – Customer Experience
Micah Hawk	Division Vice President – Human Resources
Kristopher L. Workman	Division Vice President – Product Sales
Amy M. Lynch	Division Vice President – Engineering and Technical Operations
Timothy P. Collins	Regional Senior Vice President
John J. Crowley	Regional Senior Vice President
Richard C. Jennings	Regional Senior Vice President
Rodrigo Lopez	Regional Senior Vice President
Ralph O. Martinez	Regional Senior Vice President
Mary E. McLaughlin	Regional Senior Vice President
Michael C. Parker	Regional Senior Vice President
Tracy Pitcher	Regional Senior Vice President
Drew Leo Bruno	Regional Vice President
John Gauder III	Regional Vice President
John Keller	Regional Vice President
Ingrid B. Nelson	Regional Vice President
Robert O'Brien	Regional Vice President
Michael Ruggiero	Regional Vice President – Liberty Region
Michael Irwin Miller	Regional Vice President – Mid-Atlantic Region
Stephen D. Flaim	Regional Vice President – New England Region
Serena B. Ferrer	Regional Vice President – South
Byron Cantrall	Regional Vice President – Business Services

David Dombroski	Regional Vice President – Business Services
Thomas Paul Merritt	Regional Vice President – Business Services
Paul J. Navin	Regional Vice President - Cable Operations
Carla Imani Breaker	Regional Vice President – Customer Care
Troy D. Griffin	Regional Vice President – Customer Care
Lynn Holmgren	Regional Vice President – Customer Care
John W. Montross	Regional Vice President – Engineering
Brad William Surdam	Regional Vice President – Engineering
Dale K. Claxton	Regional Vice President – Field Operations
Zinah Mineyahl	Regional Vice President – Field Operations
Randall J. Tecza	Regional Vice President – Field Operations
Russell P. Carter	Regional Vice President – Finance and Accounting
Christopher P. Lawler	Regional Vice President – Finance and Accounting
Bruce Wilson	Regional Vice President – Finance
Stephanie Kosta	Regional Vice President – Government and Regulatory Affairs
Jody W. Doherty	Regional Vice President – Government Affairs
Samantha Callahan	Regional Vice President – Human Resources
Jeffrey P. Votaw	Regional Vice President – Technical Operations
Elaine T. Barden	Regional Vice President - Sales and Marketing
Alan Clairmont	Regional Vice President - Sales and Marketing
Jeffrey Seidenfaden	Regional Vice President - Sales and Marketing
Richard E. Fraher	Area Vice President - Field Operations
Valerie L. Gillespie	Area Vice President - Field Operations
	General Manager
Larry A. Williamson	Area Vice President - Field Operations
	General Manager
Barbara A. Hagen	Area Vice President – Operations
Stephen R. Trippe	Area Vice President – Operations
Thomas R. Loretan	Executive Creative Director – User Experience and Product Design
Claudio Marcus	Executive Director – Marketing
Donald Hilliard Mathis	General Manager - Growth

## APPENDIX B

STATE OF CALIFORNIA

COUNTY OF ALAMEDA

My name is Elizabeth Hester. I am a Regional Vice President of External Affairs for Comcast Cable Communications Management, LLC. My personal knowledge of the facts stated herein has been derived from my employment with Comcast Cable Communications Management, LLC.

I swear or affirm that I have personal knowledge of the facts stated in this Application for a California State Video Franchise to provide Video Service, I am competent to testify to them, and I have the authority to make this Application on behalf of and to bind the Company.

### Renewal Applicants:

I further swear or affirm that Comcast Cable Communications Management, LLC is not in violation of any final non-appealable order relating to either the Cable Television and Video Providers Customer Service and Information Act (California Public Utilities Code Article 3.5 (commencing with § 53054) of Chapter 1 of Part 1 of Division 2 of Title 5 of the Government Code) or the Video Customer Service Act (California Public Utilities Code Article 4.5 (commencing with § 53088) of Chapter 1 or Part 1 of Division 2 of Title 5 of the Government Code) or the Digital Infrastructure and Video Competition Act of 2006 (California Public Utilities Code §§ 5800, *et seq.*

Because no violation of any final, non-appealable order exists within the scope of the preceding the preceding paragraph, there is no court order directing Comcast Cable Communications Management, LLC to cure any such violation, nor is there any order confirming that a violation has been cured. Nevertheless, I further swear or affirm that a court of competent jurisdiction has not found Comcast Cable Communications Management, LLC in violation of any order relating to the authorities described in the previous paragraph, and that a court of competent jurisdiction has not given Comcast Cable Communications Management, LLC formal notice containing allegations that it is in violation of a final non-appealable court order.

### All Applicants:

I further swear or affirm that Comcast Cable Communications Management, LLC shall fulfill the following requirements:

1. Applicant has filed or will timely file with the Federal Communications Commission all forms required by the Federal Communications Commission before offering Video Service in this state.
2. Applicant agrees to comply with all lawful city, county, or city and county regulations regarding the time, place, and manner of using the public rights-of-way,



including but not limited to, payment of applicable encroachment, permit, and inspection fees.

3. Applicant will concurrently deliver a copy of this Application to any Local Entity in the Video Service Area.
4. Applicant possesses the financial, legal, and technical qualifications necessary to construct and operate the proposed system and promptly repair any damage to the public rights-of-way caused by Applicant.
5. If it has not done so in the Application, or has not submitted socioeconomic data during this year, Applicant shall provide the Commission, no later than 90 calendar days after the date of the Commission's issuance of a State Video Franchise to the Applicant, a complete description of residents' socioeconomic status information, as required by and detailed in Questions 14 and 15 of the Application.
6. Applicant has already provided a copy of a fully executed bond in the amount of \$500,000 to the Commission's Communications Division and the bond will be provided to the Commission's Executive Director no later than five business days after the a certificate is issued granting the renewal of the state video franchise. The bond lists the Commission as obligee and was issued by a corporate surety authorized to transact a surety business in California.

I further swear or affirm that Comcast Cable Communications Management, LLC agrees to comply with all federal and state statutes, rules, and regulations, including, but not limited to, the following:

1. As provided in Public Utilities Code § 5890, Applicant will not discriminate in the provision of Video Service.
2. Applicant will abide by all applicable consumer protection laws and rules as provided in Public Utilities Code § 5900.
3. Applicant will remit the fee required by California Public Utilities Code § 5860(a) to the Local Entity.
4. Applicant will provide public, educational, and governmental access channels and the required funding as required by Public Utilities Code § 5870.
5. Applicant and any and all of its Affiliates' operations in California now and in the future shall be included for the purposes of applying Public Utilities Code §§ 5840, 5890, 5960, and 5940. Applicant specifically attests to the following:
  - a. Reporting Requirements: Either (i) Applicant or (ii) the parent company of Applicant shall produce Commission-mandated reports for and on behalf of Applicant and any and all of its Affiliates that operate in California. Only one report required pursuant to Public Utilities Code § 5960 shall be filed annually, such report to include all pertinent data for the Company.
  - b. Antidiscrimination:
    - i. If Applicant and its Affiliates together have more than 1,000,000 telephone

customers in California, Applicant shall satisfy the build-out requirements set forth in Public Utilities Code § 5890(b) & (e).

ii. If Applicant and its Affiliates together have less than 1,000,000 telephone customers in California, Applicant shall satisfy any build-out requirements established pursuant in Public Utilities Code § 5890(c).

c. Cross-subsidization: If Applicant or its Affiliates provide stand-alone, residential, primary-line basic telephone service, Applicant shall refrain from using any increase of the rate of this service to finance the cost of deploying a network to provide video service.

d. "Affiliate," as referenced herein, means any company 5 per cent or more of whose outstanding securities are owned, controlled, or held with power to vote, directly or indirectly either by a state video franchise holder or any of its subsidiaries, or by that state video franchise holder's controlling corporation and/or any of its subsidiaries as well as any company in which the state video franchise holder, its controlling corporation, or any of the state video franchise holder's affiliates exert substantial control over the operation of the company and/or indirectly have substantial financial interests in the company exercised through means other than ownership.

6. Applicant shall fulfill all other requirements imposed by the Digital Infrastructure and Video Competition Act.

7. Comcast Cable Communications Management, LLC is a single identifiable entity that is qualified to do business in California and has verifiable assets. This entity shall accept service of process, either directly or through an agent, and submit to the jurisdiction of California courts.

I swear or affirm that all of the statements and representations made in this Application are true and correct.

*Elizabeth Hester, Regional Vice President*  
Signature and title

*External Affairs*

Elizabeth Hester - Regional Vice President, External Affairs  
(Typed or printed name and title)

A Notary Public or other officer competing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

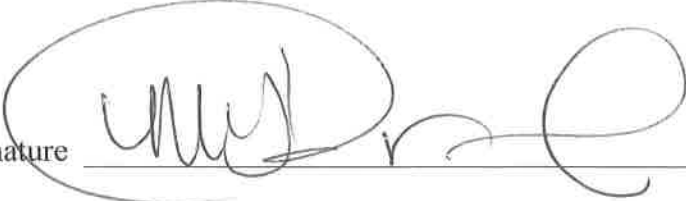
State of California

County of Alameda

Subscribed and sworn to (or affirmed) before me on this 26<sup>th</sup> day of September, 2017, by, Elizabeth Hester, proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.



Seal \_\_\_\_\_

Signature  \_\_\_\_\_