



- EDISTO BEACH SC

Comcast Fiber to the Home Construction Jeremy Cay, Edisto Oaks, The Hammocks, and Cowpens

- 3/17/2026

Agenda – Carnes Crossroads

- Construction Overview
- Impact to Property values
- Promotions and services
- Fiber to the home-Individual homeowner considerations
- Frequently asked questions
- Question and Answer

Construction Overview

Comcast has received partial grant funds to build fiber to the home in parts of Edisto. We have signed contracts with Jeremy Cay, Edisto Oaks, The Hammocks, and Cowpens

Local to Charleston Comcast Construction Coordinator and Business Partner. The construction partner will be Congruex. <https://www.congruex.com/>

Some Construction notes:

- a 2 inch conduit that carries the fiber. It is constructed 99.9% of the time following power on the utility right of way.
- Our network will be by the edge of the road so to speak. We don't run up to the house or the middle of a front yard so to speak.
- We are not coming in and clear cutting anything.
- If an individual customer wants our service we use a ruggedized fiber drop at the time of install with the owner's input from the street to the side of the house. That is handled in an agreement between the individual homeowners and Comcast not the POA

Construction Overview

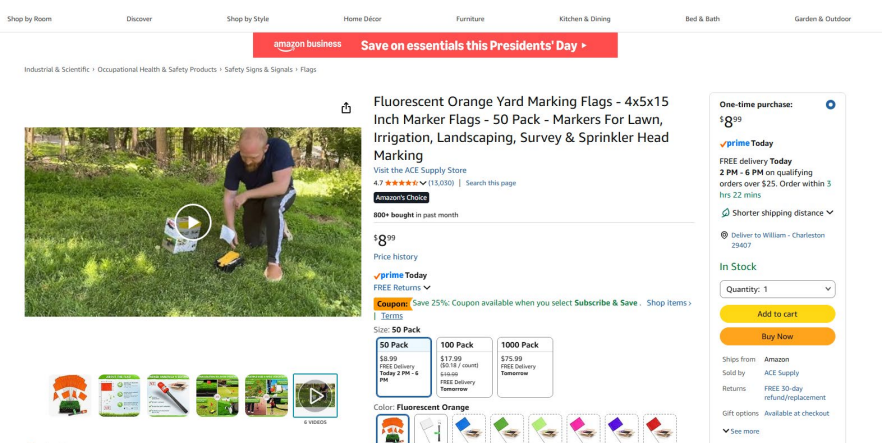
- Our construction folks tag every house ahead of construction with a **specific Point of Contact and their office phone number**
- We will host a call before construction to talk through experience.
- We use professional locates services to spray utilities before we start construction.
- We don't typically go beyond 2ft below ground level for the network
- We encourage owners to buy orange flags to flag any concern, and our crews know to avoid that area (think Sprinkler Systems or a septic tank)

A note about emergency restoration:

Our network signals are regulated by the FCC. If we are leaking signal it can impact things like EMS radio networks and air traffic control. In an EMERGENCY situation if we are leaking signal we must be able to access our network 24/7. From a practical standpoint fiber typically does not leak signal the light brakes and it just fails. Also, this is in conduit and below ground. Practically speaking we are not cutting or digging fiber 99% of the time. We must put the language in for emergency purposes as a standard nationwide.

Construction Overview Recommendations

- Once you see locates sprayed in your yard take pictures of your yard as a “before”
- Purchase orange yard flags (not necessarily from Amazon) and mark anything in your yard you have concerns about (sprinklers etc.) remember we are trying to stay close to the road



Construction Overview Recommendations

- A power supply will be set for each community at edge of network
The rest of the community will be served via vaults. (Assumes no water at below grade level). Example vault:



Construction Overview

We are contractually obligated to repair any damages doing construction

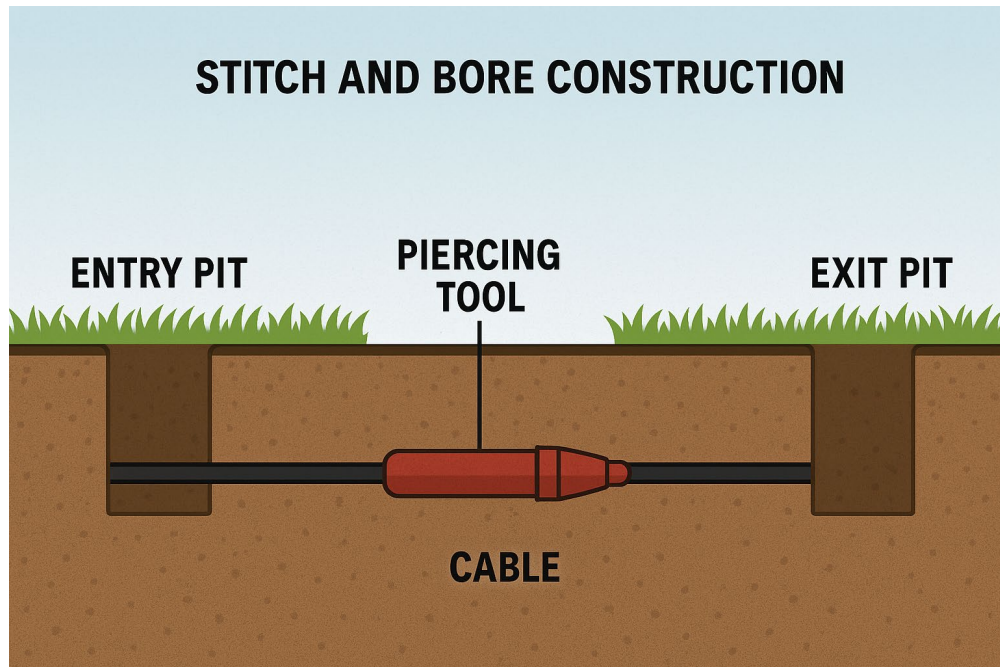
approved identification and if such identification is not visible, will present such identification on request.

- (b) Company, at its expense, agrees to repair any damage to the Property to the extent caused by Company, its employees or agents, normal wear and tear excepted. If Company fails to commence repairs to the Property within 45 days of notice, then Customer may undertake the repairs itself and bill the Company for the actual and reasonable costs thereof. Customer, at its expense, agrees to pay the reasonable and actual costs for Company to repair or replace any damage to the Distribution System or Exclusive Wiring to the extent caused by Customer, its employees or agents, normal wear and tear excepted.

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- 4. **Indemnification.** Each Party (the "Indemnifying Party") shall indemnify, defend and hold harmless the other party, its officers, directors, personnel, affiliates, lenders, agents and representatives (collectively, the "Indemnified Parties") from and against any and all liability, loss, damage, claim or expense (including reasonable attorneys' fees and costs) (collectively, "Damages") incurred through a third party claim to the extent based on (i) the negligence or willful misconduct of the Indemnifying Party, (ii) the Indemnifying Party's noncompliance with applicable laws (iii) the breach or inaccuracy of any representation or warranty made hereunder by the Indemnifying Party or (iv) any injury (including death), damage or loss to persons or property caused by the Indemnifying Party. The Indemnified Parties agree to provide the Indemnifying Party with sufficient notice of any claim and to provide reasonable cooperation with the Indemnifying Party in the defense of the claim at Indemnifying Party's cost.

Construction Overview

Construction will called Stich and Bore (example boring machine)



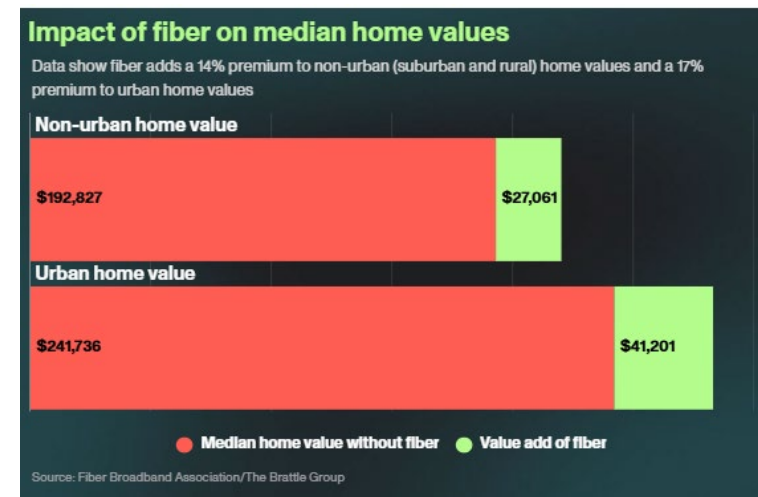
Impact to properties values

Not sure of the science behind the article, but worth reading

<https://www.cnet.com/home/internet/futureproof-fiber-advantage-for-homeowners-but-access-is-often-unequal/>

A few items from the article

A Fiber Broadband Association and The Brattle Group study shows homes with a fiber connection have an average 14% increase in home value compared with homes without fiber. This figure stuck out to me as someone who covers the housing market for a living.



Promotions and Services

Comcast will be building fiber to home

Products available after construction:

- Xfinity Symmetrical Internet (up to 2 Gig available today)
- Internet 10 Gig capable (speed tier not available yet)
- Xfinity X1 Video Services
- Xfinity Digital Voice (home phone)
- Xfinity 5G Mobile Phone
- Xfinity Home (UL listed home security system)

Salespeople will be local Comcast Charleston employees

We will not do door to door solicitations for sales.

Will be familiar with Edisto Fiber build project

Promotions:

- Should have a free install for a limited period after construction
- 1 Gig symmetrical internet currently is on promotion for around \$70 a month for 5 years (no contract)
- All products will be available
- Until addresses are released AFTER construction any address in any of these Communities no promotions will show available at Comcast.com (it will show as not served)

Fiber to the Home (EPON)

- Fiber to the Home
 - Symmetrical and MultiGig Capable
- Fastest tier today is 2 Gig symmetrical
10 Gig capable for future use (no tier currently at that speed) XER10 model
- Uses ethernet or coax internally inside of house



Think of Comcast network in 3 parts

1. Mainline near the street (will pass all lots each vault can serve up to 4 houses)
2. The Service Drop-Usually split between lot lines. ONLY installed if Customer is getting Comcast individual service.
3. The service drop into the house



Fiber to the Home (EPON)

Individual Owners Required action:

- ONLY if Subscribing to Comcast services do we need a path into each individual house
- Conduit required into a smart panel inside house
- May require drilling into an existing house
- Requires additional power inside of house
- Comcast will install the fiber inside the house we just need a path to get inside the house!

Fiber to the Home inside the house (EPON)

- Additional Owner Suggested thoughts and inputs:
 - Our Wi-fi Gateway in an IDEAL condition will only cover 1500 Sqft.
 - We strongly suggest in home Wi-fi network setup like a mesh network or access points
- We suggested to the community leads to source a few local folks who can create a path for fiber into the house (Handyman).
- We also suggested they provide a few simple do it yourself option for in house Wi-fi network solutions.
- We also suggested they solicit networking companies who will come to Edisto just to install in your communities.

The concept behind it is to have a few options for all 4 communities sourced by all 4 communities.



Frequently asked questions

What is the construction cost to the community?

None, Comcast is absorbing the cost

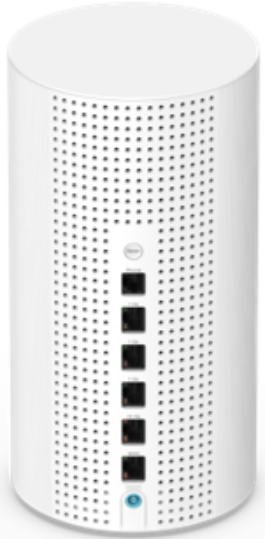
As a home owners am I obligated to buy anything from Comcast?

No, we certainly hope you would review our products

What would be installed inside my house if I SUBSCRIBE to Comcast?

We install 2 devices one is called an ONU (in black the fiber is small yellow wire) and the other is our Gateway pic on previous page. From the ONU to the Gateway via ethernet cable

XER10



10 Gbps Symmetrical

Dual Multigig Ports
1x 10 Gb WAN
1x 10 Gb LAN
3x 1 Gb LAN

WiFi 7 – Tri Band
2.4 Ghz
5 Ghz
6 Ghz

Phone Port*

Zigbee

Questions and Answers

Thanks for your time

please email Andy with any questions

Andrews_mcilwain@comcast.com

(please note the _ between my first and last name)