

**Exhibit D
Bulk Rate Pricing**

1. DESCRIPTION OF SERVICES FOR

Beginning on _____ Digital will provide the Bulk Rate Services to Owner for the term of the Agreement. The specific services are described below.

Services offered in Bulk Rate Pricing:

Cable

High-Speed Internet

REDACTED

regulatory fees and taxes, County regulatory fees and taxes; state gross receipts tax, regulatory admin costs; emergency funds and Federal Universal Service fees.

B. PAYMENT FOR SERVICES. FIRST YEAR COMPENSATION. Owner will begin paying compensation to Digital for each residential unit which receives a Certificate of Occupancy (CO) from the appropriate local government body. Each month payment will be equal to the monthly rate of [REDACTED] times the number of residential units which have received a CO. [REDACTED]

4. START OF SERVICE. Digital will provide the Bulk Rate Services to the individual units upon issuance of a Certificate of Occupancy (CO) for the units by the appropriate local government body. Owner will alert Digital of such action within thirty (30) days of each residential unit receiving its CO.

5. BULK RATE FEE INCREASE. Programming fees, especially for sports programming, are rising at rates that make it impossible for a service provider to project costs beyond 6 months. Therefore, Digital will pass-on programming increases that it receives that affect Owner's bulk rate. However, if programming change is contractually possible, Owner may chose not to accept the increase but rather changes the programming. Digital will make a reasonable effort to find comparable programming within the budget of Owner. In other words, Digital guarantees Owner's rate for the term of the Agreement; however, channels may change.

Similarly, any rate increases approved by regulatory bodies will be added to Owner compensation rate, when applicable to Digital. Such increase will be passed through without any administrative fee from Digital. When this occurs, Digital will add these increases to Owner's rate at no additional mark-up by Digital.

6. TERM. The term of the Bulk Rate Service is for six (6) years. The first year begins on the date that the first units are Certified for Occupancy (CO'd) and the first year ends 2 months after the last [REDACTED] residential unit is CO'd. The remaining 5 years of this Bulk Service Contract begins in the first month following the last month of the first year as defined in this paragraph. If neither party gives notice of termination to the other 180 days prior to the termination date of this Bulk Rate Agreement, the contract automatically renews for a like period.

7. WARRANTY. Digital shall provide its services and meet its obligations under this Contract in a timely and workmanlike manner, using knowledge and recommendations for performing the services which meet generally acceptable standards in the Private Cable industry and region, and will provide a standard of service equal to, or superior to, service standards used by service providers similar to Digital on similar projects.

8. REMEDIES. In addition to any and all other rights a party may have available according to law, if a party defaults by failing to substantially perform any provision, term or condition of this Contract (including without limitation the failure to make a monetary payment when due), the other party may terminate the Contract by providing written notice to the defaulting party. This notice shall describe with sufficient detail the nature of the default. The party receiving such notice shall have sixty (60) days from the effective date of such notice to cure the default(s).

Exhibit F



Verizon Launches Aggressive Plan to Bring FiOS Services to Apartments, Condos and Other Multi-Dwelling-Unit Sites

Wednesday, March 08, 2006

Verizon Enhanced Communities Team Offers FiOS Internet and FiOS TV for New, Retrofit Installations

People who live in apartments, condos and coops are the next wave of customers who could enjoy the benefits of Verizon's fiber-optic, all-the-way-to-the-customer technology. Verizon will aggressively pursue agreements to bring FiOS Internet and FiOS TV services this year to these customers, nationwide.

Verizon Enhanced Communities is launching a major marketing campaign, sending business development executives and engineers to meet with multi-dwelling-unit (MDU) owners and condominium/co-op associations to negotiate marketing and access agreements and technology upgrades.

Verizon has various technologies available to provide services in multi-dwelling buildings and complexes, depending on what facilities are in place or can be installed. Verizon signed right-of-way agreements covering more than 57,000 units in just six months last year.

Verizon is concentrating sales efforts in those parts of 16 states where the company is building out its all-fiber network. Verizon is the only communications company deploying fiber-optic technology all the way to customers on a major scale.

"We have the technology, we have the sales and engineering team, and we have the solutions to bring our industry-leading FiOS Internet and FiOS TV services to a huge potential market that amounts to about a fifth of Verizon's customer base," said Eric Cevis, vice president of Verizon's Enhanced Communities group. "MDU owners and managers know that first-rate telecommunications services like our FiOS Internet and FiOS TV products differentiate their properties."

"We are intensifying our effort, begun last year, to get FiOS services into the MDUs, and we expect this year to dwarf last year's MDU sales penetration."

The Enhanced Communities group also has worked with developers to connect new homes to Verizon's fiber network. The group has agreements with builders and developers covering roughly 152,000 homes. The marketing activity in both segments has been conducted by Verizon Avenue, the business unit long associated with Verizon's multi-unit, multi-building marketing.

According to Cevis, the first step in signing up MDUs is securing a right-of-way inside buildings. Either new fiber or existing cabling and wiring can be used to deliver the services. Building owners and Verizon agree on the technology to be used.

With pathways engineered, building owners can have an exclusive marketing arrangement with Verizon, or can opt for other marketing arrangements.

"We have solutions for just about every situation," Cevis said. "And we're finding that owners and developers in the MDU community, like the single family developers, see the power of fiber-to-the-premises installations to differentiate their properties from non-fiber installations when marketing their properties."

"And that differentiation goes beyond initial sales or rentals," he said. "Because the capacity of fiber is virtually unlimited, we know it can be kept current with new technologies or bandwidth demands."

Verizon's aggressive marketing campaign began on a successful note with the announcement today of an agreement with a seniors citizens' complex in Huntington Beach, Calif.

The 1,238-unit complex, Huntington Landmark, has been retrofitted with Verizon fiber optic facilities and a limited marketing agreement signed with the owner to offer FiOS services to residents.

Exhibit G

connected



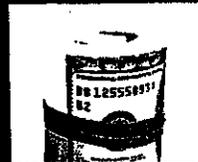
Give your customers what they want

The best in data, video and voice services via Verizon fiber-optic broadband



FUTURE COMPLIANT

Bandwidth and bundling are key to tech-savvy consumers



EASY MONEY

Fiber-optic broadband and your bottom line

verizon

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The broadband advantage, tech-enhanced living. "Future-compliant" developments and your bottom line. Plus, tech terms.

YOUR CUSTOMERS ARE TECH BUYERS

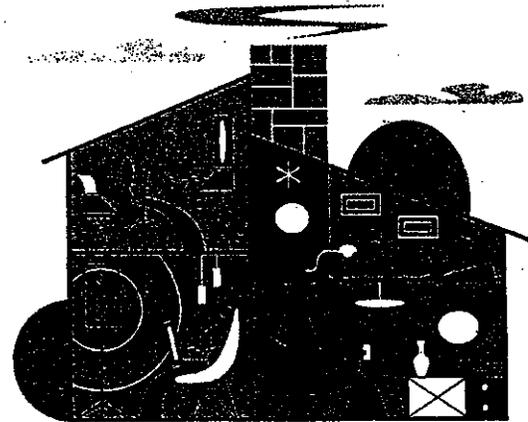
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Broadband means business

Verizon is rewiring the country for fiber-optic broadband by bringing fiber to the front door. The benefits go right to developers' bottom lines.

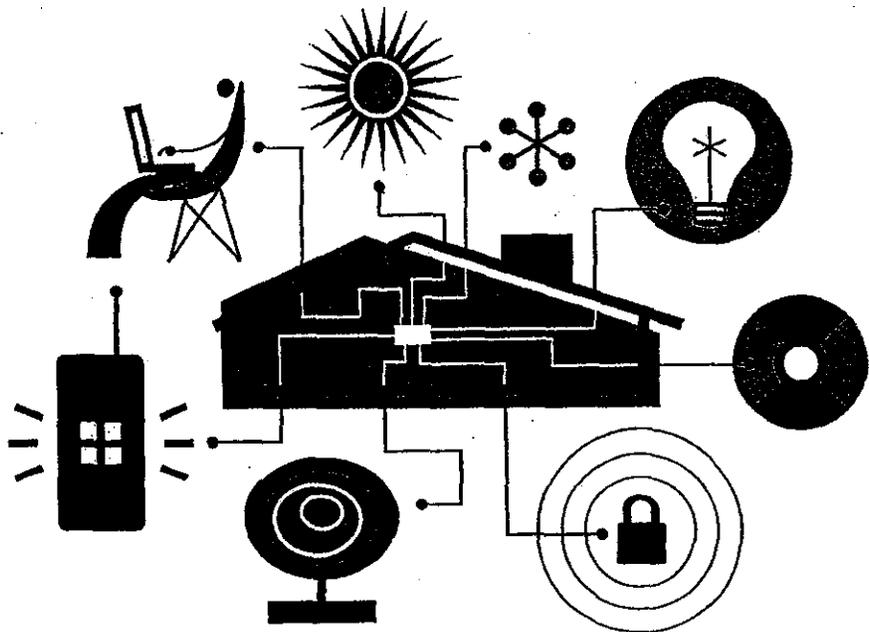
For many Americans, connectivity is already a way of life. The big game is on in the family room while the kids watch cartoons upstairs and you record your favorite series. In the study, your spouse is e-mailing a presentation to a colleague, while across the hall, your oldest child is gaming in 3D, online. Everyone's enjoying the benefits of high bandwidth.

In the online world, bandwidth translates to speed. The greater your connection's bandwidth, the more data it can carry, and the faster that data moves. Five years ago, most consumers were satisfied with a 56K dial-up Internet connection. But with streaming audio and video now commonplace, today many cable connections seem slow.

The broadband advantage

Fiber-optic broadband satisfies the hunger for bandwidth. Verizon FiOS, a fiber-based service, supercharges the most bandwidth-intensive data, video and voice applications and has already earned rave reviews.

"I uploaded five digital photos, totaling 10.2 megabytes in size, to an online photo service," writes Walter Mossberg, The Wall Street Journal's technology columnist, in the Sept. 5, 2005, edition. "FiOS did this job in just over eight



minutes, while Comcast took one hour and 22 minutes."

Large corporations have relied on this technology for years; now Verizon is delivering fiber-optic broadband directly to single-family homes, condominiums and apartment buildings. Verizon FiOS service is the fastest residential broadband connection the company has ever offered, letting users download content at speeds much faster than most cable companies can provide. It's even faster than the connections in many

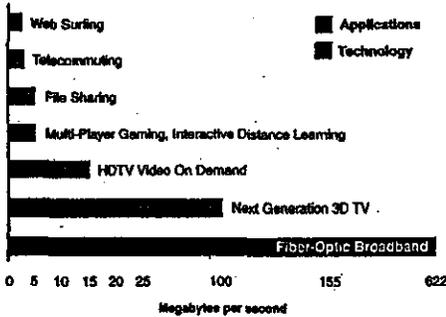
"The fiber being installed today should have the capacity to handle anything that becomes available in the next 20 to 30 years."

Cliff Yezefski

Verizon's FTTP National Planning Team



Fiber-optic broadband download capacity



businesses — very appealing to the 40 million people who currently telecommute at least part-time.

“Future-compliant” developments

Including a fiber-to-the-home infrastructure in your communities benefits you and your customers. That’s why Verizon calls them *Enhanced Communities*. In fact, Verizon is in the process of converting its nationwide network to fiber optics. The effort will take years and cost billions, but when it’s complete, most customers will have access to fiber-optic broadband with virtually no limits to the traffic it can handle.

“The fiber being installed today should have the capacity to handle

anything that becomes available in the next 20 to 30 years,” predicts Cliff Yezefski of Verizon’s FTTP (Fiber to the Premises) National Planning Team.

Future-compliant housing appeals to your customers, who want to know that their homes will accommodate the best technology now and in the future. Buyers view it as an investment in the future value of the home — plus, it enables high-tech upgrades that appeal to tech-savvy consumers. The Consumer Electronics Association estimates that the average high-tech home has \$5,000 to \$10,000 worth of built-in electronics: monitored security systems, simple lighting controls, computer networking and distributed audio-video.

Fiber-optic broadband makes incorporating these options easy. And with a download capacity greater than coaxial cable and significantly greater than traditional dial-up service, Verizon FIOS gives your customers access to exciting new applications that can dramatically enhance their quality of life. Think of fiber-optic broadband as an enabler. It helps people do things they never thought possible.

Revolutionary FIOS TV

A fiber-optic broadband infrastructure enables all of a home's communication and entertainment services — data, video and voice — to be delivered via a single technology. Verizon took a leap in this direction in September 2005 with the introduction of FIOS TV: nearly 180 channels of 100 percent digital programming, plus a video-on-demand library 1,800 titles strong. Verizon is constantly expanding its offerings to deliver more comprehensive entertainment options.

FIOS TV service is currently offered in several regions and will eventually be available to most Verizon customers. More than a souped-up version of cable, FIOS TV uses both broadcast technology to deliver scheduled programming and Internet Protocol (IP) technology for on-demand viewing. Delivering television via fiber-optic broadband provides flexibility and exceptional sound and picture quality. Imagine your customers having the bandwidth to watch more of their favorite channels in amazing high definition. Not only will they have access to premium channels 24 hours a day, but they stay connected to the world by tuning in to more than two dozen popular international channels.

"IP will change the way consumers watch television," writes Deepa Iyer, an analyst with Dallas-based consumer technology research group, Parks Associates. "They will no longer sit idly in front of the television and absorb what is delivered to them. Instead, they will consume television in a way more suited to their lifestyles."

The bottom line

As more of the country is connected by fiber, consumers will come to expect it — and will trade options or pay more to get it. Research shows that buyers see fiber as adding several thousand dollars of equity to a home. It also earns its keep in apartment and condominium complexes — in 2004, the National Multi-Housing Council found that 47 percent of U.S. apartment residents said the availability of broadband access factored into their decision to rent a unit or not.

The best part? Verizon helps the developer market high-tech communities and compensates them for their efforts. Plus, as one of the most recognized brands in the nation and a clear leader in fiber-optic broadband technology, Verizon is an ideal business partner. The company has a century of experience in the industry and \$71 billion in annual revenue to show for it. Consumers and developers alike know that Verizon is in it for the long haul.

"We're committed to putting resources and capital into this effort," says Dan O'Connell, director of sales for Verizon Enhanced Communities. "This is our core business."

If you hesitate when it comes to talking about technology with your customers, you're not alone. Here's a quick guide to a few of the most common terms.

the capacity of a data, video or voice connection; higher bandwidth translates to greater capacity and higher download and data-transfer speeds

a transmission type in which a single "line" can accommodate several signals; also a generic term widely used to describe any Internet connection faster than dial-up

Internet service delivered to the home via the same coaxial cable that delivers cable television

also known as coax; copper cable used by cable television providers to deliver television and Internet service; also commonly used to create computer networks

a common buzzword when talking about technology; refers to the ability of a device or program to access information from another device or program

literally means digital subscriber line service; DSL makes sophisticated use of copper phone wires to transmit data at high speeds

state-of-the-art high-speed transmission of data, video and voice facilitated by the nearly unlimited bandwidth of fiber-optic cable

also known as fiber; an insulated bundle of glass or plastic fibers used to transmit data as light waves at extremely high speeds and with low interference

Verizon's fiber-optic broadband Internet service, which provides the fastest home connectivity the company has ever offered

Verizon's groundbreaking new entertainment service, delivering high-definition television and movies to homes via Verizon fiber-optic broadband

short for wireless fidelity; a Wi-Fi or wireless network generally refers to localized data transmission through the air between a wireless router and one or more wireless devices

a device that converts incoming signals traveling via copper lines or fiber-optic cable into Wi-Fi transmissions and vice versa



Your customers are **tech buyers**

Consumers expect the latest technology where they work, where they play, even in their cars. Now they want the same in their homes, and they'll seek out builders who can make it happen.

According to the Consumer Electronics Association (CEA), the average American home now has electronic devices that enable 21 separate tasks, including watching DVDs, recording favorite TV shows, telecommuting, file-sharing, and playing video games and music. That's up from 13.5 tasks 10 years ago and just 5.4 in 1985.

Not all home electronics are Web-enabled, but enough are to cause a jump in demand for bandwidth. "Our research shows that families are increasingly using Internet bandwidth to distribute content such as photos and video clips as well as using computers and other devices to listen to streaming music, radio programs and video news," says

Steve Koenig, CEA's senior manager of industry analysis. He also points out that 53 percent of U.S. households have some type of broadband access, compared with 10 percent in the year 2000.

Broadband and consumer demand

The U.S. Commerce Department's 2003 American Housing Survey

showed that households headed by 27- to 40-year-olds (Generation X) accounted for 49 percent of new-home purchases. And Generation Y, or Echo Boomers (born after 1979) are becoming new home buyers as well. Both use technology in their daily lives.

"A new generation is viewing the housing market from an entirely different perspective," says NAHB Executive Vice President and CEO Jerry Howard. "They're techno-savvy and are demanding homes that can meet their new technology requirements. They have a strong awareness of all their options."

In terms of high-tech amenities, echo boomers are more likely than any other group to want a home theater, automated lighting controls,

and a built-in security system, according to Howard.

But while demand for technology is particularly robust among the young, that demand is still healthy among older buyers. "The over-50 home buyer is much more interested in technology than you might assume," says Terri Berlage, a designer with Brookfield, Conn.-based interior designer Mary Jo Peterson, Inc., an NAHB-certified aging-in-place specialist. "They are taking online classes and using the Internet to keep in touch with grandkids. A lot of them are also working at home."

In fact, baby boomers are extending their careers or starting new ones later in life than earlier generations would ever have

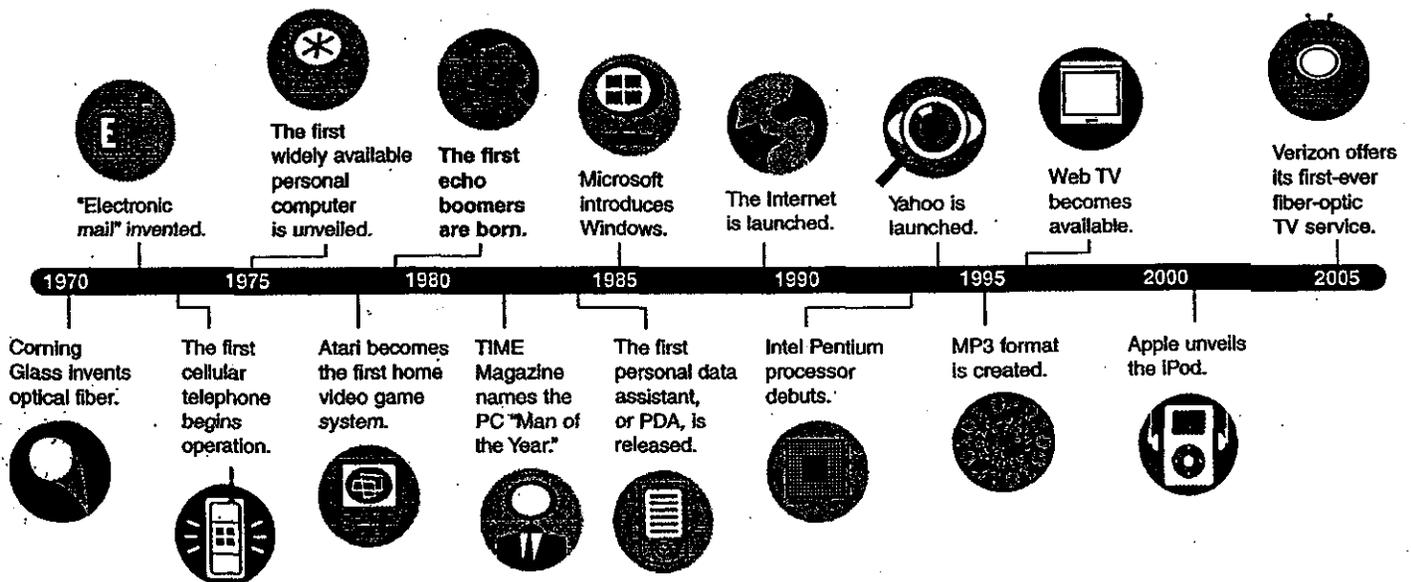
imagined. They are engaging in life-long learning at local colleges and universities and increasingly want homes prewired for the ultimate in technology. "The baby boomers are a very tech-savvy group. I think of them as having a young mindset," Berlage says. "They use technology to help them stay on top of things. It is part of their active lifestyle."

The coming technology boom

Broadband is becoming as much a part of life at home as it is in many businesses. The Internet Home Alliance (IHA) recently completed a pilot program in Boston that looked at the effect of putting broadband-connected computers and appliances in consumers' kitchens. Tim Woods, IHA's vice

THE NEW HOME SEEKER

The oldest echo boomers were born in 1979. Now in their late 20s, they are entering the housing market, and most can't remember a time without the Internet and online connections in the home.



FAMILY PROFILE

Jeff and Cathy Decker Empty nesters

The Deckers represent an interesting blend of demographics. Jeff and Cathy, aged 63 and 51, respectively, have two sons about to graduate from college and one about to graduate from high school. With an empty nest looming, the couple have been shopping for downtown condos where they can enjoy a more active lifestyle.

A home with broadband access is one of the most important items on their checklist. "I will still be keeping in touch with the boys on the Internet and enlisting students' grades online," says Cathy, a public school teacher. Jeff adds, "Plus, the boys will still be visiting us and may end up staying for a stretch during the summer or holidays, and they will need to have their fast connection for gaming, legally downloading music and keeping in touch with their friends."

The Deckers rank broadband access alongside price and location. Like a growing number of families, they say that the lack of such a broadband connection will likely be a deal-breaker.

FAST FACTS

- The Entertainment Software Association figures that half of Americans play video games, with an average age of 29. Roughly 43 percent of them are women.
- Americans buy twice as many video games as they did five years ago and are also spending millions on gaming consoles such as PlayStation and Xbox.
- More than 100 million Americans have streamed audio or video over the Internet, according to Arbitron/Edison Media Research. This is twice as common with broadband than without it.
- Nearly 37 percent of new houses feature home offices (up from 19 percent in 1999).



"People are choosing where to live based upon the availability of high-speed access. If all other factors are equivalent, areas with commercial deployments of broadband are sought after more frequently. ... When broadband services are introduced in any given area, uptake rates are very high."

—INSIGHT Research, *Broadband Access: DSL vs. Cable Modems, 2002-2007*

president of ecosystem development, says that while participating families were accustomed to going online individually in separate locations, they now began spending more time together in the kitchen. The connections made parents more likely to participate in their children's homework. "Participating families found that Internet access in the kitchen helped create a greater sense of community in the home," Woods says.

And, fiber-optic broadband opens up a range of future opportunities. He sees the next wave of Internet connections in the bathroom and bedroom for health-monitoring devices. Heart-rate monitors, diabetes testing equipment and other equipment will be connected to doctors' offices through the Internet so patients can obtain a basic level of health care without leaving the home," he says.

The technology bottom line

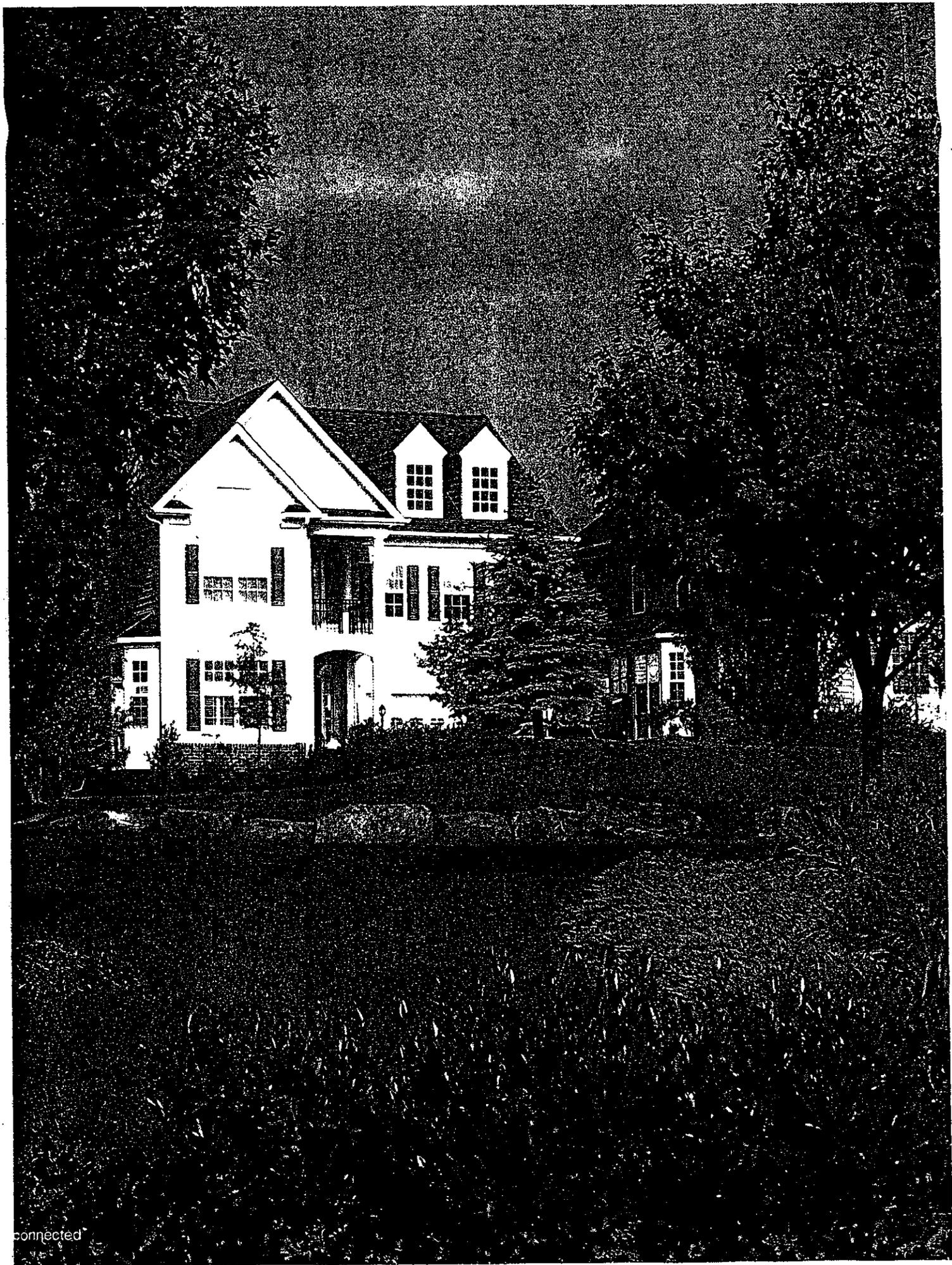
Many builders are learning to profit from consumer interest in advanced technology. At IHA's Digital Home Leadership Conference last fall, Lisa Kalmbach, senior vice president at KB Home in California, noted that 2 percent of total company annual revenue — more than \$10 million — comes from home technology sales.

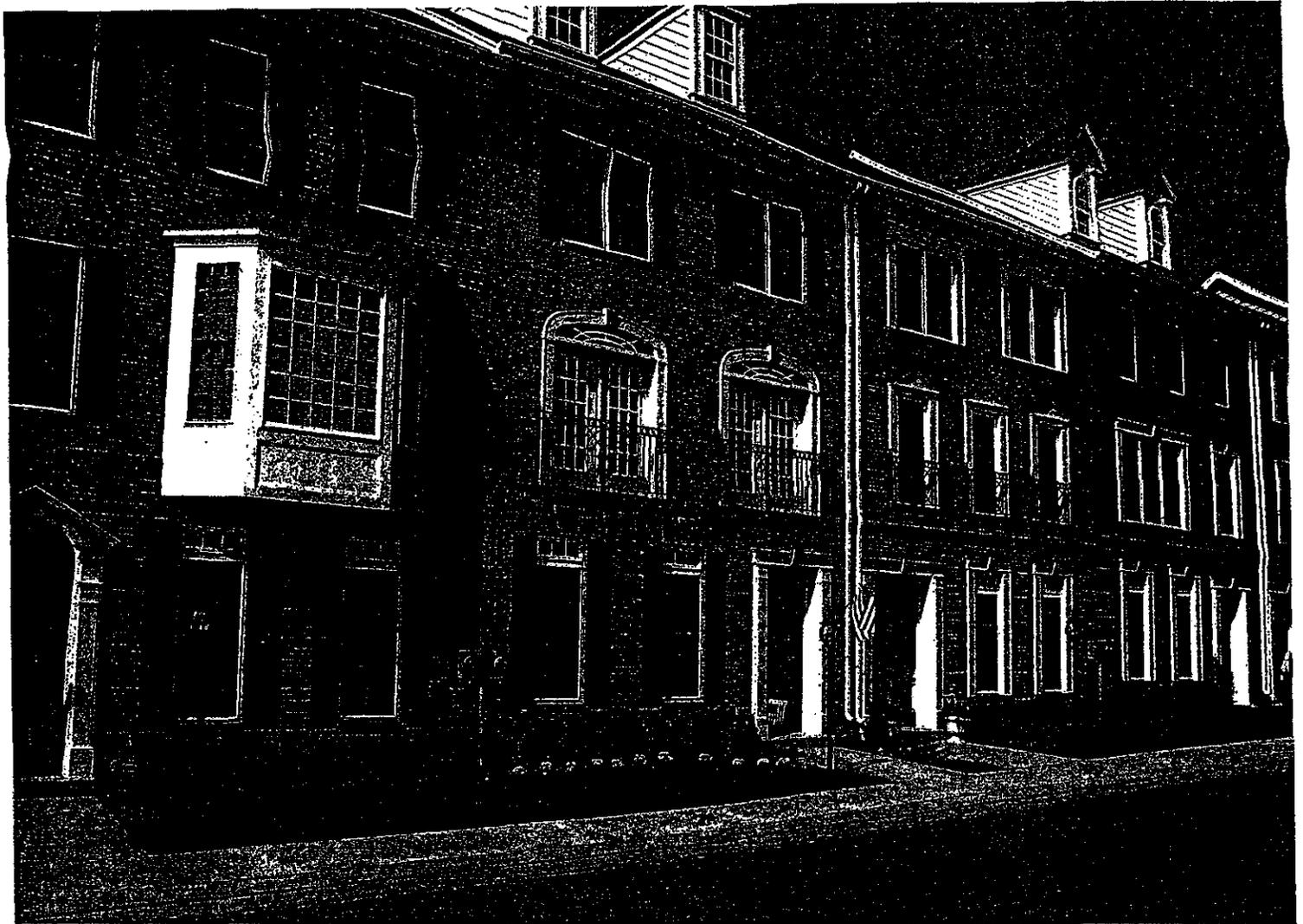
Randall Lewis, executive vice president of Lewis Operating Corp., one of the nation's largest real estate

development companies, counts on Verizon's advanced technology plus expert sales support that helps differentiate Lewis group's new Chino, Calif., development. The Preserve will encompass more than 7,000 homes and apartments, as well as schools, parks and commercial buildings.

"The most exciting thing about FIOS," Lewis says, "is how it helps us sell homes. When we held our grand opening, all 43 homes that were available sold in the first hour. Our community stands out, and our leading technology is definitely a key part of that."

That's a lesson new-home builders and developers would be wise to heed, according to Jim Hayes, president of The Fiber Optic Association. "New suburban developments should be a no-brainer for fiber to the home," he says. "It costs less than a premium kitchen countertop, yet it prepares the home to be of higher value than a home with standard Internet connections today, and will be able to handle projected increased bandwidth requirements for many years to come."





Speed, service and support

Kim Adams, Brambleton's director of marketing, has seen those benefits up close. "We find that what draws people here is the location, but what keeps them here is the technology," she says. "I can't imagine a developer not planning for this technology, because buyers have come to expect it."

Of course, state-of-the-art technology requires outstanding service and support. Verizon and Brambleton have worked together to make fiber to the home easy to understand and use. Brambleton created a technology area in its visitor center, including a display teaching prospective residents about the connectivity in each home and computers that show firsthand how fast fiber-optic broadband is.

"It's one of the most valuable selling tools we have," Adams says.

"People come in and use the computers. They see the speed."

In addition, when new residents move in, a technical concierge will set up their computers, printers and other home technology and make sure everything is in working order, free of charge.

Technology sells itself

All this has made it easier to sell homes, says David Boisvert, a new-home counselor for Beazer Homes. Beazer is building both single-family homes and townhomes in Brambleton, and Boisvert has worked in the community since its inception. He says the fiber infrastructure is a big hit with buyers. "A lot of our buyers work from home, so it really helps them. And they like the fact that that the house is wired for the future."

Boisvert confirms that the benefits of fiber-optic broadband quickly become an integral part of residents' lives. By linking residents to one another as well as to local businesses, the fiber infrastructure serves the same goal as parks and pedestrian-friendly streets: helping to build a community.

Boisvert is an example of how people closest to the project are just as easily wowed by it as those who hear about it from the outside. He liked Brambleton so much that he moved there.

"Everything is wired. The community intranet makes it easy for residents to communicate. The schools are even tied in to it. You can check the lunch menu or communicate with the teacher," he says. "This is a great place to raise a family."

Verizon makes it easy

Providing fiber to the home offers developers a new, exciting way to attract prospective customers, but with deadlines and budgets to meet, it may seem easier to stick with the status quo. We're here to tell you it's not.

Verizon helps you sell the benefits of fiber-optic broadband to your customers and provides great service after the sale. Not to mention dedicated construction support to ensure that you get fiber in the ground on your timetable.

Selling fiber benefits

Pitching the benefits of fiber-optic connectivity is easy once you understand that Verizon offers the technology customers need and the level of service they want. Here are five key points to consider:

1 *Fiber is a no-brainer for a growing number of consumers.* Many of today's consumers require a reliable broadband connection. "Most sophisticated consumers today — especially young professionals — won't buy a home without high-speed Internet," says Skip Klinefelter, chief operating officer of Red Group Development in Richardson, Texas. Bozman Farms, a 1,600-unit development 30 miles northeast of Dallas, is his company's first Verizon fiber community. The technology has struck such a chord with consumers that he's now starting a second one.

"It's a win-win situation — besides providing our residents with high-speed Internet, it will give them the ability to access HDTV and other services that become available in the future."

Joe Winkler, Manager, Huntington Landmark, Huntington Beach, Calif.

2 *Verizon offers the service packages they're looking for.* Verizon delivers a complete suite of telecommunications services: data, video and voice. For many consumers, this "triple-play" service is a must-have on their list. "You really can't market a home to an upscale buyer today, or even sell lots to an upscale builder, without the ability to provide them with a single source for all these services," says Klinefelter. "Nobody wants to deal with four or five utilities anymore." In fact, these discounted bundled services mean consumers pay significantly less than they would if buying services separately.

3 *This technology will make their lives better.* When you sell fiber, you're not really selling a technology. You're selling the good life — or as Verizon Vice President Eric

Cevis describes it, *someone's dream come true.* "Developers sell emotion," says Tim Woods, vice president of ecosystem development for the Internet Home Alliance. "They sell good schools, community parks, walking trails and green space, all of which have an emotional aspect. The trick to selling technology is translating the marketing approach from the technology itself to what the technology can do [to improve] a customer's lifestyle."

4 *They will enjoy the benefits for years to come.* Fiber not only meets your customers' immediate needs — from telecommuting to distance learning to online entertainment — but it has the capacity to deliver the most demanding applications of the foreseeable future. "We remind developers that their communities

BUILDING ON YOUR VISION

One way Verizon makes technology simple is by working with developers to create a solution that supports their goals for a community. "Part of my job is to talk with developers to find out how FIOS will tie in to their vision," says Verizon business development manager Dan Padderud.

Not surprisingly, many of the developers he meets with already see a fast broadband connection as key to attracting the type of customers they want. A few have looked even deeper to find new possibilities fiber can offer. One Texas developer, for example, is creating a 5,000-home community with technology as the centerpiece. In addition to a fiber connection for every home, his plans include an expansive, high-tech community center with two separate rooms dedicated to online gaming. The plan also calls for a large media library with flat-screen, wall-mounted monitors connected to the Internet.

"People want to get out of the house, so instead of going to the mall or these online gaming places, they will be able to gather at the community center," says Padderud. The developer understands what FIOS really is: an amenity with the power to make everyone's life better.

will be here for years to come, and that during that time, FIOS will become ubiquitous," says Dan O'Connell, director of sales for Verizon Enhanced Communities. "Developers don't want homeowners banging on the door three to five years from now, asking why the community down the street has it and they don't."

5 They can count on support when they need it. Verizon has created a priority service center staffed with FIOS specialists to handle FIOS support calls. The same knowledgeable professional will be able to respond to customers regarding their Internet, television and phone service.

These five points speak directly to the needs of most customers. Whether you're a builder or a developer, Verizon will help you use this messaging to make your sales force and marketing materials more compelling.

You and us

Financially, Verizon will be a valuable partner with you over the life of the build. Working closely with your construction team to meet your schedule, Verizon will bear all the expenses of installing the fiber-optic infrastructure and bringing it to your community's homes. "And as part of a marketing agreement, we can give developers a high degree of personalized attention throughout the engineering and construction process to make sure fiber gets in on time," Verizon business development manager Sam Reynolds says.

That attention includes a project manager to serve as liaison to your engineering and construction teams, and per-home compensation for

each fiber-enabled home in the community.

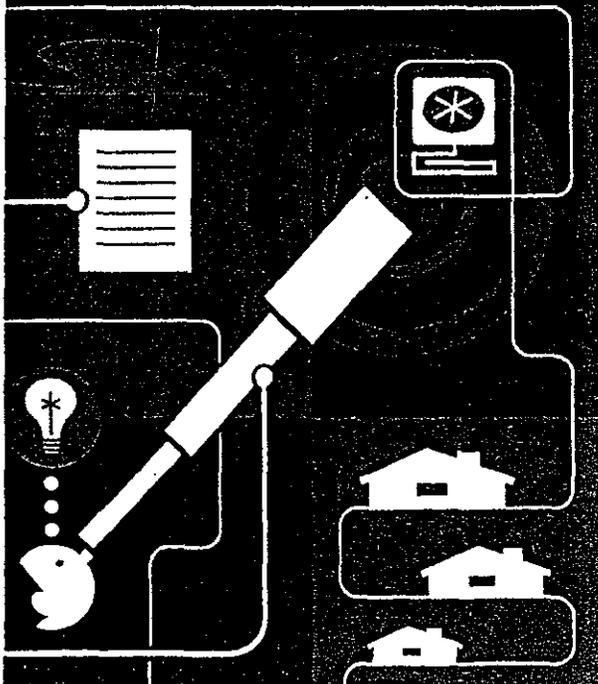
Verizon's installers are among the best in the business. "Everyone at Verizon has been excellent," says Klinefelter. "They use upscale contractors for the construction, and they're on time."

And Verizon's triple-play offerings mean there's no need to coordinate separate vendors, which makes scheduling easier. Verizon provides builders with home-wiring specifications for a basic structured wiring package, as well as for upgrade packages they can offer to their customers.

Verizon also helps to create a marketing program, supplying salespeople with marketing collateral and even coaching them on the value of FIOS. "Once we have new homes about to come online, we tell the sales staff about different services that we can provide to the home," says Reynolds.

Plus, Verizon offers service options to best meet the needs of your development, including a communitywide subscription to a homeowners association (HOA), or co-marketed services to individual residents.

All of this enables builders and developers to create unique sales solutions and up-sell opportunities. That was the case with one of Reynolds' clients, who wanted a hands-on way to sell the benefits of fiber to buyers. "They decided to build a technology wall into their model home to highlight FIOS services," he recalls. "By helping them create the display, we will help them differentiate the community from the competition."



Fiber to the Premises (FTTP) Q&A for Property Owners

What does FTTP mean?

FTTP is an acronym for Fiber to the Premises, which describes the build-out method for the new Verizon network currently being deployed in Verizon service areas nationwide. This network will deliver voice, video, and broadband Internet services all over a hair-thin strand of dedicated fiber-optic cable installed all the way to the home or business of each of our customers. Fiber-optic systems use glass fiber and laser-generated pulses of light to transmit voice, data and video signals at speeds and capacities far exceeding most of today's copper and coaxial cable systems. This dedicated fiber link to each customer's home has enormous bandwidth, allowing Verizon to provide your residents with all the above services at unparalleled speeds and reliability. This powerful new network will make it possible for your residents to access all the high-bandwidth entertainment content and services available today as well as those we believe will become available over the next 20+ years!

The first step in deploying Verizon's fiber-optic network is to complete a no-obligation site survey of the property. The site survey will allow Verizon to design the best possible network for each specific property. The following questions are intended to provide details surrounding the FTTP deployment process, and are meant to address common considerations of property owners in regard to the deployment of FTTP service to their property.

What is Verizon FiOS (fiber) service?

Verizon FiOS is the name of our new super-charged suite of fiber-optic services delivered over Verizon's new FTTP network. These services include voice, video and broadband Internet services, as well as



many new products and services only available through Verizon.

What is the purpose and scope of the "survey" or "upgrade" that Verizon would like to perform on my property?

The purpose of the FTTP upgrade is to provide a dedicated fiber-optic connection directly to each unit in your community, allowing your residents to have access to the newest, most advanced communications, information and entertainment services available over a "future-proof" network that will continue to support new applications and capabilities as they are developed. The purpose of our initial survey is to determine the architecture, equipment and deployment options that are best suited to deliver these Fios services to the residents of each of your communities, and provides no obligation on the owner's behalf. Verizon will then utilize this survey to create detailed drawings specific to your community for the owner's written approval prior to the initiation of any on-site work.

When will construction begin and when will it be completed?

Each apartment community will be different; therefore, it is difficult to provide exact details of the work required until a detailed site survey is performed. When Verizon has completed the survey, we will propose a specific start date and provide an estimate of the project duration. Prior to the commencement of any work, written approval by the owner will be obtained.

These statements were prepared by Verizon on 9/23/05 in response to the NMHC White Paper article entitled 'Telephone Fiber to the Premises: Apartment Owner Issues and Considerations' and are subject to change at any time.

What services will the company provide?

Verizon FiOS is the name of our new suite of fiber-optic services delivered over Verizon's fiber network. These services include traditional local and long distance voice as well as broadband Internet service and video services (availability TBD per market). FTTP Technology is capable of supporting a wide range of applications in addition to these initial offerings. Your Verizon representative will keep you informed as new products and services are developed and available.

Does the provider require an exclusive agreement for any service?

Verizon is not seeking exclusivity in the provision of voice, data or video services. We recognize that a resident may want to select an alternative provider for these services, and has the right to do so. If the owner enters into a Marketing agreement with Verizon, we will require exclusivity in the marketing and promotion of the contracted services at the property level.

Will any exclusive contract conflict with any existing agreements?

Verizon depends on you to know what contracts exist at your properties, and whether or not the Marketing agreements we propose are in conflict with any such agreements. To the extent that we are able to do so, we will work cooperatively with you to ensure that there are no conflicts.

Who will be responsible for the cost of electric power to run the ONT and related facilities?

It is the owner's responsibility to provide power for the ONT, assuming that the property is operated in a non-metered capacity. The amount of electricity required to power the ONT is equivalent to the amount needed to power a night light.

Who will be responsible for replacing batteries in the back-up power units?

Fios customers will be responsible for replacing batteries in the back-up power units. The FIOS user guide and resident marketing collateral informs the resident that batteries should be replaced periodically. In addition, during the resident's "Personal Touch" installation, the Verizon Technician will review this information in detail.

Who will be liable if there is an emergency and a resident has no voice service because the batteries have not been replaced?

The Verizon FIOS user guide clearly informs the resident that it is their responsibility to replace batteries periodically. At your discretion, you may take on this responsibility as part of your general maintenance program at a property, or leave it to the residents to care for. Verizon is not liable for any failure to replace batteries as needed. Note: The problems associated with backup battery failure are consistent with the current liability associated with a resident's choice, for example, to use a cordless phone, which operates on electricity, VoIP service, or the resident who elects to utilize cellular phone service in place of a land line.

What will happen to existing copper facilities? Will residents be able to continue to subscribe to telephone service using the existing network?

Verizon is not planning to remove the copper cabling at your existing properties as the fiber build-out takes place. As Fios services are ordered by individual residents, the services will be provisioned over the fiber infrastructure.

If the property is a new construction community, all the voice, data and video services currently available from Verizon will be delivered via the fiber network only. No copper network will be deployed (subject to fiber deployment schedule on a central office specific basis). ■

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Exhibit H

Services at a Glance

1. Who We Are

The AT&T Smart Moves program is designed specifically to secure and retain AT&T California as the preferred provider of services to the building owner, developer and property management market segments.

2. What We Do

Today, AT&T California operates on the competitive edge offering telephony, video services and high speed Internet where available. AT&T Smart Moves services secures marketing contractual partnership agreements with building owners, property management companies, and developers.

3. What it Means To You

In return for exclusively marketing our products and services, AT&T California compensates the owner a share of the billed revenue earned at their community.

4. We're Here To Help

After a contract is signed, your Customer Relations Manager (CRM) will contact you and introduce you to the AT&T Smart Moves program. The CRM is responsible for educating the leasing staff, providing marketing and promotions support, maintaining the relationship with property management and acting as an AT&T California liaison for property issues.

5. What You Need to Do As a Part Of this Agreement?

- Recommend and promote AT&T California products and services exclusively, and hand out to each new resident marketing materials provided (by AT&T Smart Moves representative or under the AT&T Smart Moves program).

- Our partnership for this property includes:

- Voice Services
- Long Distance
- High Speed Internet
- Video

- Please do not allow competitors' marketing material on your property, that may offer services that you are contracted with AT&T California to market.

- Call your AM to order more marketing materials or arrange for additional education.

6. Where Do My Residents Call For Service?

For your residents' convenience encourage them to make only one call to AT&T California through the AT&T Smart Moves program. They will get all their telephone, as well as high speed Internet services, through one source! Residents should call 1-877-225-0000 or order on-line at att.com/easymove. Residents needing repair may dial 611.

To order or change
telephone service:

Call 1-877-225-0000



at&t

Exhibit I
