



Exclusive Member Benefits

Comcast

The New Jersey Apartment Association and Comcast are excited to announce that they have entered into an agreement as of May 2013. This five (5) year agreement is both exciting and beneficial for our owner members. In exchange for signing an exclusive marketing contract (offering Comcast as the preferred choice for cable, internet, and phone*) members will receive a one-time compensation rate of up to \$130 a unit. This contract also includes revenue sharing based on the three product marketing penetration (scales below). Additional business class service discounts are available and courtesy services are included. We are pleased to be offering this opportunity as another member only** benefit.

Unit Fee Scale:

- 25-400 Units =\$25/ unit
- 401-1000 Units=\$55/ unit
- 1001-2000 Units=\$85/ unit
- 2001+ Units=\$130/ unit

Marketing Support Compensation Schedules (penetration percent is calculated per building):

Proposed Video Scale	
Penetration %	Rev Share %
<=50%	0%
51%-55%	5%
56%-60%	7%
61%-65%	8%
66%-71%	9%
>=72%	10%

Proposed Data Scale	
Penetration %	Rev Share %
<=24%	0%
25%-35%	1%
36%-45%	4%
46%-55%	5%
56%-75%	6%
>=76%	10%

Proposed Voice Scale	
Penetration %	Rev Share %
<=24%	0%
25%-35%	3%
36%-45%	4%
46%-55%	5%
56%-59%	6%
>=60%	10%

If you have any questions, please contact Membership Services at membership@njaa.com or by calling 732-992-0600.

*Excludes pay per view and on demand options

**To receive this promotion all units must be registered and in good standing with the NJAA