

<b>Submitted Date:</b> 8/19/2009 10:57:49 PM	Easygrants ID: 1149
Funding Opportunity: Broadband Initiatives Program and Broadband Technology Opportunities Program	Applicant Organization: Biddeford Internet Corp. (d.b.a. GWI)
Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Brett Louis Misenor

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# A. General Application Information

1. Applicant Information 1-A. Name, Address, and Federal ID for Applicant		
ii. Employer/Taxpayer Identification Number (EIN/TIN):	010490810	
Street 1:	8 Pomerleau Street	
Street 2:		
City:	Biddeford	
County:	York	
State:	ME	
Country	United States	
Zip/Postal Code:	04005	

1-B. Name and Contact Information of Person to be Contacted on Matters Involving this Application:		
Prefix:	Mr.	
First Name:	Brett	
Middle Name:	Louis	
Last Name:	Misenor	
Suffix:		
Telephone Number:	207-602-1174	
Fax Number:	207-286-2061	
Email:	btop-team@gwi.net	
Title:	Network Field Engineering Manager	



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1-C. Other Required Identification Numbers	
i. Organizational DUNS:	796986883
ii. CCR # (CAGE):	5M4D9
iii. Funding Opportunity	
Number:	
iv. Catalog of Federal	BTOP CFDA Number: 11.557
Domestic Assistance Number:	BIP CFDA Number: 10.787
Domestic Assistance Tumber.	BTOP CFDA Title: Broadband Technology Opportunities Program
	BIP CFDA Title: Broadband Initiatives Program

## 1-D Eligible Entities

Please classify your organization. (Note: If there are multiple organizations involved in the project, designate the lead applicant that would enter into a Loan or Grant agreement with the Agency and assume operational and financial responsibility should an award be made). **For-Profit Corporation** 

### 1-E. RUS Borrower Status

No

### 1-F. Applicant Federal Debt Delinquency Explanation

Is the Applicant Delinquent On Any Federal Debt? No

#### Federal debt delinquency Explanation:

There is no delinquency on any federal debt.

### 2. Project Description & Project Title

2-A. Project Title: Three Ring Binder

**2-B. Project Description:** The Three Ring Binder project is a middle mile open-access collaborative fiber optic network in the most rural and remote areas of Maine. This project allows the delivery of 100 Mbits+ broadband connectivity to businesses, households, and community anchor institutions in these areas facilitating rural economic development, job stimulation, education, and health care.



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#### 3. Application ID for Multiple Submissions for Identified Service Areas:

No other applications have been submitted for BIP or BTOP.

#### 4. Rural Area Determination

At least 75 percent of the proposed service area to be funded falls within <u>rural areas</u> that are unserved or underserved.

Yes

- **5.** Applications for Rural Areas: Please choose the funding program(s) to which you are submitting this application.
- a) BIP broadband infrastructure category to which you are applying:

**BIP - Middle Mile Project** 

- b) Would you like this Application for Rural Areas to also be considered for BTOP funding? Yes
- c) BTOP Infrastructure category for which you are applying. **Middle Mile**
- 6. Applications for All Other Areas: Per the NOFA, all applications to fund broadband infrastructure projects in areas that are less than 75% rural must be submitted to NTIA for consideration under BTOP.

BTOP broadband infrastructure category to which you are applying: Middle Mile

# **B.** Eligibility Factors

#### 7. Application Submission

### **BIP and BTOP Factors Selected By Applicant:**

Applicant has submitted a completed application and provided all supporting documentation required for the application.

The Project will be substantially complete within 2nd year from the award date, and the project will be fully complete by the end of the 3rd year from the award date.



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For projects seeking more than \$1 million funding, the Applicant agrees to submit a certification, from a Professional Engineer, that attests that a) the system will deliver the stated performance; and b) the projected project will be substantially completed within two years, and fully completed within three years.

The Applicant provides two-way data transmission with advertised speeds of at least 768 kbps downstream and 200 kbps upstream.

Applicant understands and agrees to comply with the nondiscrimination and interconnection obligations outlined in the NOFA.

If applying for a last mile Broadband Infrastructure project, applicant understands and agrees to comply with the last mile coverage obligations as outlined in the NOFA.

#### Additional Factors for BIP Selected By Applicant

At least 75 percent of the proposed funded service area qualifies as unserved and underserved rural areas in accordance with the NOFA.

Applicant understands and agrees that the project will be fully funded in accordance with the requirements of the NOFA.

Applicant understands and agrees that only projects that RUS determines to be financially feasible and/or economically sustainable will be eligible under this NOFA.

### **Additional BTOP Factors Selected By Applicant**



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- Conformity with Statutory Purposes
- Cost Sharing/Matching
- Reasonableness of Project Budget

The project advances at least one of the statutory purposes for BTOP

Applicant has provided documentation that the project would not have been implemented during the grant period without federal grant assistance.

Applicant has provided a budget that is appropriate to the proposed technical solution and only includes eligible costs.

Demonstration the Project Could not be Implemented But For Federal Grant Assistance
 Applicant is providing matching funds of at least 20 percent towards the total eligible project costs?

 Yes

#### 7-k. Cost Sharing/Matching Fund Explanation

No waiver of matching funds is requested.

# C. Executive Summary

#### **Executive Summary of Project for BIP and BTOP:**

#### 8. Infrastructure Projects Executive Summary

For the last five years, there has been an informal group of consumer-side advocates, Maine telecommunications providers and state agencies working on expanding rural broadband in Maine. In 2007, work from that group resulted in the ConnectME Authority being established by the State to promote rural broadband in Maine. Over the last two years, the ConnectME Authority has researched the issues involved in deploying broadband to rural unserved and underserved areas and provided grants for the deployment of rural broadband. All of those grants have gone to small, Maine broadband providers.

Beginning in February, 2009, a group of four broadband providers led by Pioneer Broadband



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and GWI met frequently with representatives of the ConnectME authority and the University of Maine to discuss Federal monies that might be available to promote rural broadband and how Maine might best take advantage of them. The group noted:

- 1) for all recipients of ConnectME grants, a common theme has been that their projects have been impeded by lack of affordable middle-mile backhaul,
- 2) Anchor institutions, such as the University of Maine, suffer from lack of high-speed middle mile facilities to connect to the Internet, Internet2 and their facilities and campuses,
- 3) Maine telecommunications providers, such as Pioneer and GWI, who are trying to expand to rural areas, suffer from lack access to high-speed, affordable middle-mile backhaul.

After five months of meetings, it also became clear that:

- 1) Maine needs three fiber optic rings throughout rural Maine providing affordable high-speed backhaul to telecommunications providers and anchor institutions.
- 2) The lack of dark fiber transport available for carriers is the primary cause of the low availability of rural broadband services.
- 3) Due to the fiscal crisis, neither the State nor the University has funds available to put toward the matching funds to build the rings.
- 4) Private telecommunications providers were concerned that the rings might be constructed in such a way as to give one or a small group of providers a competitive advantage.

For these reasons, the group decided to form a new entity, Maine Fiber Company (MFC) to raise matching funds, to build and to operate the three dark fiber optic rings. This entity will not be controlled by any carrier. MFC will construct sufficient fiber to meet foreseeable demand and will sell dark fiber to all carriers and institutions at a standard, cost-based rate on "just, reasonable and not unreasonably discriminatory" terms. Because MFC will be partially funded privately, investors will be permitted the opportunity to earn a reasonable return on the investment of matching funds. GWI has taken the lead in the necessary matching funds and



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submitting the application. However, GWI will have no control over MFC and will have no additional privileges with respect to dark fiber. GWI will have access on the same terms and conditions as any other provider. One member of the group came up with the project name "Three Ring Binder" as descriptive of its three rings that will bind rural Maine together with a modern communications network. MFC's primary goal is to build and operate the Three Ring Binder.

The Three Ring Binder is a \$32 million project that will create an open access fiber optic network extending into the most rural and disadvantaged areas of the state of Maine; from the Saint John Valley in the north, to the rocky coast line of downeast Maine, to the mountainous regions of western Maine. The benefits of the project align with key benefits envisioned by ARRA.

- 1. The project will make middle mile fiber available for broadband service providers to bring cost effective, high-speed broadband services to areas that do not have access to it today. To maximize the availability of this new middle mile infrastructure, the project will be installed to existing Central Offices with additional huts and frequent splice points being installed as needed to ensure convenient access and connectivity to existing last mile facilities.
- 2. The project will expand the reach of Maine's DWDM based research and education network, MaineREN, to ten (10) campuses and outreach centers of the University of Maine System not currently optically connected to MaineREN and to three (3) of Maine's Community Colleges. In addition, the fiber optic infrastructure will be extended to provide service to 38 government facilities including thirteen (13) of Maine's county courthouses, eleven (11) county jails and fourteen (14) Maine Department of Health and Human Services district offices where they can choose to participate in MaineREN or receive broadband services from a variety of service providers.
- 3. The project will create the geographically diverse fiber optic routes necessary to attract 21st century businesses to Maine. Currently all long-haul connectivity enters/leaves the State through southern Maine. By establishing fiber optic routes through western Maine to northern New Hampshire and Vermont and through eastern and Northern Maine to New Brunswick, Maine's broadband infrastructure will have the same type of geographic diversity as other States that are more centrally located along the US long haul backbones.



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- 4. The project will create the 21st century infrastructure necessary to support Maine's existing industries. Maine's forestry industry is struggling as demonstrated by the curtailments and shutdowns of many of its pulp and paper mills. With the infrastructure created by this project, Maine's mills will be able to diversify. As demonstrated by the recently announce data center projects in Holyoke, MA and Google's acquisition of a paper mill in Finland, the hi-tech industry has found the economic value of co-locating data centers at power generation facilities, especially those in colder climates and access to water for natural cooling. Maine's pulp and paper mills have huge power generation and cooling abilities that could be tapped for co-located data centers if only they had access to a robust fiber optic infrastructure.
- 5. The project will greatly improve the reach and effectiveness of Maine's rural health care by providing facilities that benefit clinics and hospitals. It will improve health awareness for poor, impoverished, communities in Maine, allow more immediate contact with clinical health care specialists, and increase the collaboration of local community-based health-care providers with specialists in major metropolitan areas -- allowing quicker, more accurate diagnoses and care for health-related problems.
- 6. The fiber project will enable and promote interconnection of local fire, police, safety, and emergency management agencies. The redundancy of the fiber project will allow reliable crisis management at both local and statewide levels.

The Three Ring Binder project will pass through over 100 communities containing over 110,000 households and over 600 community anchor institutions. In addition, this infrastructure will be able to be leveraged by New England TeleHealth Consortium (NETC) and the Franklin County Healthcare Network (FCHN) as they implement their plans to establish advanced healthcare networks as part of the FCC's Rural Healthcare Pilot Program. The Three Ring Binder project is being executed as a public/private collaborative effort between the GWI, multiple other commercial service providers (including Pioneer Broadband) and the University of Maine System. Multiple levels of service will be provided by the various entities involved. The higher education and government locations will receive 100 Mbit or Gigabit level services from NetworkMaine (a collaborative partnership recently created between Maine State government and the University of Maine System to operate the MaineREN backbone and the Maine School and Library Network). Commercial broadband



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providers will be able to gain access to dark fiber optic strands via Indefeasible Right to Use (IRU) agreements or other leasing arrangements. These agreements will be made without bias to any interested party in complete compliance with the nondiscrimination and interconnection obligations outlined in the NOFA.

The Three Ring Binder Project will also partner with Maine InfoNet on its Maine Library Learning Network Public Computer Center project and Internet 2 on its Catalyst@Edu Sustainable Broadband Adoption Project to ensure the fiber optic infrastructure installed as part of the Three Ring Binder middle-mile infrastructure project is used to its maximum potential.

As demonstrated by the letters of support submitted herewith, the Three Ring Binder project enjoys broad support from potential carriers and from suppliers of end-use broadband services. It is likely that the project, if constructed, will be heavily used and will improve the levels of broadband service throughout rural Maine.

Description of BTOP Project Purpose (BTOP Applicants Only Next Three Questions)

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Provide access to broadband service to consumers residing in "unserved" areas of the United States.

Provide improved access to broadband service to consumers residing in "underserved" areas of the United States.

Provide broadband education, awareness, training, access, equipment, and support to schools, libraries, medical and healthcare providers, community colleges and other institutions of higher education, and other community support organizations by or through these organizations.

Provide broadband education, awareness, training, access, equipment, and support to organizations and agencies that provide outreach, access, equipment and support services to facilitate greater use of broadband service by low-income, unemployed, aged, and otherwise vulnerable populations.

Provide broadband education, awareness, training, access, equipment, and support to job-creating strategic facilities located within a defined economic zone, or community as designated by a State authority, Department of Commerce, HUD or USDA.

Improve access to, and use of, broadband service by public safety agencies.

Stimulate the demand for broadband, economic growth, and job creation.

#### 10. Description of BTOP Project Purpose:

The state of Maine covers 30,862 square miles with a coastline length of 3,500 miles, and forest land cover of 17 million acres. It has a population of 1,316,456. Maine is the second most rural state: 59.9% of the population is defined as rural, compared to 21% nationally and 19.4 in New England (US Census 2007). One-third of Maine's population lives at or below 200% of the federal poverty level (Maine State Planning Office).

The rural areas of Maine lack the middle mile infrastructure necessary to support the broadband service required to support a 21st century economy. Maine's local communications companies struggle to gain access to the aggregate bandwidth necessary to deliver broadband services to their customers. In addition, Maine's schools and libraries have languished with inadequate broadband connections that are unable to meet the bandwidth demands created in fulfilling their public service missions and educational needs.



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Together with several private investors, Maine commercial service providers, GWI and Pioneer Broadband, along with the University of Maine System are pooling our resources and efforts to address these challenges. Under our vision we will be able to deliver the infrastructure required by our rural population to meet their needs. It involves implementing a regional middle mile network, which can be used as the foundation for intra- and inter-state connection and cooperation, as well as the core from which to extend broadband access to every remote citizen and enterprise in our rural areas. Our vision is open, with respect to both network architecture and business model. It includes every economic sector: government, healthcare, and educational institutions; commercial providers and users, as well as residents and consumers.

Our Three Ring Binder project addresses the lack of middle mile fiber optic infrastructure in the rural areas of Maine by installing approximately 1,100 miles of high strand count fiber optic cable through these areas with planned cross-state interconnections and design to maximize network traffic, utilization, and economies of scale and to enable development of the most scalable, reliable, and resilient network. The fiber optic infrastructure installed will be managed, administered, and made available in an open access, non-discriminatory fashion to any interested service provider. In addition, eight fiber optic strands will be reserved for use by the University of Maine System and Maine State Government to expand the reach of MaineREN, Maine's research and education network.

Our project balances the need for high-capacity, resilient, reliable, and future-proofed core infrastructure, cost-effective middle-mile distribution and backhaul connectivity, and flexible last mile networks that can extend access to all users across significant geographical areas with low population densities and varied environmental/topographical requirements. Local communications companies will be able to deliver the content over the "last mile" to rural homes using the best technology for the application, such as fiber to the home, or a wireless spectrum.

We will be coordinating our efforts with Maine Infonet and their Public Data Center project, Maine Library Learning Network, to ensure that the schools, libraries, and other community anchor institutions in these rural areas are connected with fiber optics supporting 100Mbps broadband service and higher. Our project will help ensure that Maine Infonet will have the



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necessary bandwidth to meet its projects goals.

The University of Maine System is also participating in Internet2's Sustainable Broadband Adoption project, Catalyst@Edu, to bust the barriers to 100Mbps and up broadband adoption in Maine's Community Anchor Institutions. The University of Maine System will create two full time positions focused on public outreach efforts to increase community anchor institutional adoption of 100Mbps and up broadband by finding solutions to availability, affordability and applications. Their approach will marry a professionally designed grassroots public awareness campaign with working groups and projects augmented by a rigorous analysis of progress.

Through these partnerships and broad-based cooperation, the Three Ring Binder project will address all of the statutory purposes of the BTOP program and this middle mile infrastructure proposal addresses, (1) access to "unserved", (2) access to "underserved", (3) access to schools, libraries, medical and healthcare providers, community colleges and other institutions of higher education, (4) access to public safety agencies (courthouses), and (5) stimulate the demand for broadband, economic growth, and job creation satisfying a wide range of the rural population's requirements. The project empowers more people to start a home-based business or take a class. Elders will be able to receive treatment via telemedicine, and researchers will be able to collaborate with their colleagues around the globe. Obtaining broadband capacity in rural Maine should be no more difficult than obtaining it in Boston or Manhattan. Our vision is to ensure that all of Maine's communities can participate in the global economy.

#### 11. BTOP Enhanced Services for Health Care Delivery, Education, and Children:

Maine is one of only six states in the US that does not have a medical school. The recently announced partnership between Maine Medical Center and Tufts University (http://www.mmc.org/mmc\_body.cfm?id=4666) is just one effort to increase the number of medical practitioners in Maine. The lack of a medical school is just one reason access to medical care in Maine is limited. Many of Maine's residents have to travel many hours to visit specialists or get advanced care. This is particularly concerning given that Maine's incident rate of invasive cancer is the highest in the nation.

(http://www.statehealthfacts.org/comparemaptable.jsp?ind=64&cat=2&sub=21&yr=14&typ=3&sort=a&rgnhl=21)

Among the many community anchor institutions that this project connects will be K-12 schools



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and libraries.

Health education, disease prevention, quicker and more accurate diagnosis of health problems are all noble causes. Doctors, nurses, and health care professionals who find themselves attracted to Maine's quality of place and to serving Maine's rural, underserved or unserved poor populations also find they lack the necessary resources to provide adequate health care to these communities and populations. Our fiber project brings the proverbial "mountain to Mohammed", so to speak, allowing the delivery of state-of-the art medical services to these remote and rural sites through the use of tele-medicine and tele-health technologies. These technologies will facilitate health education, training, and awareness resulting in problem prevention as well as timely accurate diagnosis of health problems.

# D. Proposed Funded Service Area

#### 12. Proposed Funded Service Area Maps:

- 12-A. Service Area Map (Reference Number): 5069-B0E6-4A60-BF88
- 12-B. Is the applicant is seeking a waiver for providing less than 100% coverage of a census block. No

#### 13. Proposed Funded Service Area (BIP - Last Mile Projects):

Please refer to section M at the end of document.

#### 14. Proposed Funded Service Area (BTOP - Middle Mile Project):

Please refer to section M at the end of document.

#### 15. Non-Funded Service Area( BIP Only):

There are no non-funded service areas.

#### 16. Coverage Waiver:

Applicant is seeking a waiver for providing less than 100% coverage of a census block.

For Response of "Yes" please refer to upload section for additional supporting documentation.

#### 17. Methodology for Area Status:

We used data obtained at http://www.census.gov and http://broadbandsearch.sc.egov.usda.gov/SilverMap/EligibilityMap.aspx to determine that the



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proposed funded services areas are classified as at least 75% rural and either "unserved" or "underserved".

While there is no definitive broadband map of Maine to determine "unserved" and "underserved" areas, Maine's Public Utilities Commission's Broadband availability map (http://megisims.state.me.us/website/BroadBand2/viewer.htm) shows the availability of broadband service at the community level. A community is marked as have a particular broadband service available if just one resident is able to receive that service.

Based on what we could derive from the MPUC broadband map and our years of experience providing broadband services throughout Maine we have determined that our proposed interconnection point in Ashland will be servicing an "unserved" area and our proposed interconnection points in Columbia, Pembroke, Jonesboro, Milbridge, Sullivan, Lincoln, Danforth, Milo, Searsport, Waldoboro, Wiscasset, Corinna and Bridgton, will be servicing "underserved" areas.

#### 18. Middle Mile Benefits

We project that over 110,000 households will have broadband available to them via this network. The targeted service areas based on the population figures available from the 2000 census.

The incumbent local exchange carrier (ILEC) is currently the only existing service provider in the proposed funded service area for this middle mile project. It is extremely hard for local broadband providers (LBPs) to obtain dark fiber from the ILEC due to the fact they installed low strand count fiber cables. It is impossible for these LBPs to connect throughout the entire service area because of the total lack of available dark fiber in many areas. As a result, in much of the proposed service area, there is no adequate broadband service and no widespread competition exists.

This lack of competition stifles the expansion of broadband services for residential and commercial consumers. The lack of service and competition denies poor populations the ability to choose among alternate providers that would offer some service or potentially offer even better service than offered by the sole provider. By bringing high-speed fiber service to these underserved areas, our fiber project gives hope to rural populations who have none: we give them the power to choose better quality service at an affordable rate and allow the people of



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Maine equal access to a world-class broadband network.

Our collaborative fiber project's benefits align with key benefits of ARRA.

- 1. It will make middle mile fiber available for broadband service providers to bring cost effective, high-speed broadband services to areas that do not have access to it today. To maximize the availability of this new middle mile infrastructure it will be installed to existing Central Offices with additional huts being installed as needed to ensure convenient access and connectivity to existing last mile facilities.
- 2. It will expand the reach of Maine's DWDM based research and education network, MaineREN, to ten campuses and outreach centers of the University of Maine System not currently optically connected to MaineREN and to three of Maine's Community Colleges. In addition, the fiber optic infrastructure will be extended to service 38 government facilities including thirteen of Maine's county courthouses, eleven county jails and fourteen Maine Department of Health and Human Services district offices where they can choose to participate in MaineREN or receive broadband services from a variety of service providers.
- 3. It will create the geographically diverse fiber optic routes that are necessary to attract 21st century businesses to Maine. Currently all long haul connectivity enters/leaves the State through southern Maine. By establishing fiber optic routes through western Maine to northern New Hampshire and Vermont and through eastern and Northern Maine to New Brunswick, CA, Maine's broadband infrastructure will have the same type of geographic diversity as other States that are more centrally located along the US long haul backbones.
- 4. It will create the 21st century infrastructure necessary to support Maine's existing industries. Maine's forestry industry is struggling as witnessed by the curtailments and shutdowns of many of its pulp and paper mills. With the 21st century infrastructure created with this project, Maine's mills, built in the 19th and 20th centuries, will be able to diversify. As demonstrated by the recently announced data center project in Holyoke, MA and Google's acquisition of a paper mill in Finland, the hi-tech industry has found the economic value of co-locating data centers at power generation facilities. Maine's pulp and paper mills have huge power generation and cooling abilities that could be tapped for co-located data centers if only they had access to a robust fiber optic infrastructure.



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5. It will maximize outreach and connectivity serving Maine's rural health care clinics, hospitals, and remote clinical facilities, local and state police, fire, and emergency management offices.

# **E. Proposed Service Offering**

#### 19. Broadband Service Offerings for Last Mile Project:

Please refer to upload section at the end of the document.

#### 20. Service Offerings for Middle Mile Project:

Please refer to upload section at the end of the document.

### **Competing Service Providers**

#### 21. Existing Broadband Service Providers and Services Offered:

Please refer to upload section at the end of the document.

#### Non-Discrimination, Interconnection

#### 22. Description of Network Openness:

One of the primary goals of this project is to make dark fiber infrastructure available in an open access, non-discriminatory basis to all service providers. Dark fiber IRUs and leases will be offered along all sections described in this proposal. The fiber will be installed to as many existing central offices, towers, and head ends as possible to maximize the availability to last mile service providers and minimize construction costs and duplication of existing infrastructure. The commercial service provider partners in this proposal will provide broadband retail services to end-users in their respective service area leveraging the fiber from these three rings.

The Three Ring Binder is designed to create an open, competitive market for telecommunications in rural Maine by creating a company that will sell dark fiber connectivity to all comers at rates that are "just, reasonable and not unreasonably discriminatory". A new



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company, Maine Fiber Company (MFC), will be created whose sole purpose is to make dark fiber available to organizations and carriers. MFC will not connect directly to homes, businesses or non-profits, rather, MFC will simply build, own and manage the network and dark fiber. MFC will make dark fiber available to any and all organizations and carriers. A price will be set by totaling the costs of building and operating the network and dividing by the expected usage. The same per fiber strand per mile per month price will be extended to all carriers. Prices will be recalculated every two years. In order to insure competition, no single entity can buy more than 20% of the fiber for any given stretch of fiber. High count fiber cable will be used to insure that there is no shortage of fiber for all carriers. Dark fiber prices will be prominently displayed on MFC's web site.

Dark fiber customers will have the right to connect at any of over 30 COs in which there will be significant, pre-engineered fiber terminations. In addition, dark fiber customers have will have the right to splice or connect into the fiber at any intermediate splice point. A design goal is to build a fiber network that can be used by customers both as middle mile fiber and as last mile fiber. For this reason, intermediate splice and connection points will be be spaced frequently along the fiber route.

The purpose of this project is to create a vibrant, competitive telecommunications network in rural Maine. Such a market will discipline the industry to insure there will be inexpensive, high quality service available to business, residential and non-profit customers. These customers will not be directly served by MFC, but instead will be served by carriers who buy dark fiber from MFC and then light it to provide service to the end-user. The competitive carriers serving Maine have enthusiastically embraced this project and signaled their intention to provide service over the constructed dark fiber.

As the project will be to provide dark fiber and lighting the fiber will be the responsibility of the purchasing carrier, practices to block access to illegal and harmful content will be the responsibility of the purchasing carrier.

Non-Discrimination and Interconnection (BTOP applicants only for next three questions)



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## 23. Non-Discrimination Obligations (applicable to Last Mile and Middle Mile Applicants):

Adhere to the minimum non-discrimination requirements as set forth in the NOFA.

Display the nondiscrimination practices in a prominent location on the service provider's web page, and provide notice to customers of changes to these policies.

## 24. Interconnection Obligations (applicable to Last Mile Applicants):

#### 25. Interconnection Obligations Middle Mile Applicants:

Adhere to the minimum interconnection requirements as set forth in the NOFA.

Display the interconnection policies in a prominent location on the service provider's web page, and provide notice to customers of changes to these policies.

Commit to offering wholesale access to network components and services such as wavelength or fibers at reasonable rates and terms.

Commit to binding private arbitration of disputes concerning interconnection obligations.

### Cost Effectiveness and Affordability

#### 26. Cost per Household (BTOP only):

This is a middle mile project and, as such, a major goal is to reduce the cost of broadband by building a network which is available to a large number of last mile providers.



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The network is structured in such a way to have a minimum of four providers, an expected initial average of eight providers, and capable of handling dozens of providers.

Since this project will not be providing retail service to individual households, we cannot reasonably provide an estimated cost per household. However, a competitive market should provide for the lowest possible prices and the highest quality service.

## 27. Affordability

Currently, dark fiber is nonexistent or rarely available in the proposed funded service areas. The dark fiber IRUs and leases will be based on a cost recovery basis with a reasonable rate of return. In the few areas where fiber is available, rates for this project are expected to be lower than they are today.

This competitive pricing model will be less expensive than what is currently available to consumers. Moreover, fiber is not available to most parts of Maine, particularly rural and remote locations, now. So, we will provide an affordable fiber product at a reasonable rate to reach these locations that are unserved and underserved by fiber. We expect an average of eight competitive carriers after inital deployment. This competitor pricing model will be less expensive than what is currently available.

# F. Technology Strategy

## 28. Technology Type:

Wireline - Fiber-optic Cable
Other

Other: Any technology used by last mile broadband service providers

#### 29. System Design

**Project Specifications:** 



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The Three Ring Binder middle-mile network shall connect the central office and hut locations specified in this proposal. The system design (fiber and hut spacing) will support DWDM transmission of 80 waves in the C-band at 10Gb/s per wave minimum, and the system will be designed for 40G and 100G speeds (fiber type, hut spacing). Huts will be constructed between the central offices equipped no more than every 60km along the route. Hut locations will be such that a minimum number of huts are required on any proposed route and will be within 5 miles of population centers along the proposed route to facilitate access to the proposed network.

Local drop fiber splices will be allowed between all huts to maximize availability. Local drops will be made between huts at locations along the route such that as many communities as possible have access to services from private providers and/or MaineREN network(s). A pedestal as described herein or a splice point, attached to a pole or in an underground vault for meet-me purposes will be provided.

The route, as designed, will be such that every hut/central office along the route is connected to a minimum of two other huts/central offices. All backbone routes will be will have separate building entrances in all huts and building offices and a minimum of two entrances per hut/central office.

The University of Maine System will acquire, deploy, and equip the network with sufficient resources to provide a minimum of one (1) 1Gb – 10Gb service at University locations on the network design and provide sufficient capacity on the network to deliver local traffic back to one of the central offices. The University of Maine System will be responsible for all operations as well as all ongoing operational and maintenance costs of the proposed electronic equipment.

#### Fiber Plant Specifications

The fiber routes will be constructed with a high fiber strand count designed to maximize outreach and scalable growth on all routes. Eight strands of fiber on all routes shall be reserved for use by the University of Maine System. The fiber will be single-mode, either nondispersion-shifted fiber, ITU-T G.652 compliant, Corning SMF-28/SMF-28E or equivalent or Non-Zero Dispersion Shifted Fiber (NZDSF), ITU G.655 compliant, Corning LEAF or equivalent. All work will meet applicable code and requirements, including but not limited to:



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Federal, State, and local code, statutes, and ordinances; NTIA/USDA specifications for telecommunications facilities; National Electrical Code; MDOT Engineering Policy Guide (when in MDOT Right of Way). All splices will be fusion-type splices with a maximum loss per splice of .30dB bi-directional average. All fiber terminations will be SC.

#### Huts, Collocation and Pedestals:

Suitable space has been identified for equipment at regular intervals along the proposed routes. Whether the space is provided in an existing building, a specialized telecom facility (central office or "carrier hotel"), or a hut/building specifically constructed for this project, the term 'hut' will be used to identify the space in this section. Additionally, at locations along the route where necessary, a drop to a pedestal or cabinet to provide a local POP connection to a community will be placed, generally close to existing splice points. The term 'pedestal' will be used to identify pedestals or cabinets in this section.

Huts will be constructed or collocation space will be leased along the proposed route. Each hut location will meet the following specifications:

Huts will be located every 60km or less along the route and will have dual HVAC (redundant systems). The huts will have two independent power sources, one of which will be independent of the utility grid and able to operate for a minimum of 72 hours unattended (typically accomplished with a connection to the grid and a local generator). The huts will have a 24x7 monitored security system with individually controlled access per authorized individual. The huts will also have convenience power outlets (120vAC, 20A) within 10' of assigned racks.

Racks will be 19" or 23" EIA, 84" tall minimum, 96" typical. The racks will have a minimum of 36" clearance (front and rear) for equipment that is 30" in depth with 6" front protrusion, 24" rear protrusion. The racks will have vertical cable management raceway between them. Each rack will have 30A of power, -48v DC, A & B supplies available and will be equipped with a suitable PDU (ADC PWX-001RGCSD10PWDP or equivalent).

A cabinet or pedestal will be provided at local drop locations for local community access to the fiber. Pedestals and cabinets will be NEC and RDUP approved. The cabinets will have a 120VAC, 20A power supply from the utility grid and be set on a concrete base with 2" PVC or HDPE conduit extending from the cabinet to vault(s) adjacent to the cabinet. The cabinets will



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be a minimum of 18" deep, 42" high and 32" wide. Cabinets will provide for mounting of optical splice closures, a minimum of 5 RU of electronics, space for a UPS, be lockable, weatherproof, and have suitable cooling (fans) to maintain the interior temperature +/-5 degrees F of the exterior temperature. Pedestals will be a minimum of 12" in diameter to allow for splice casings and bend requirements.

Fiber Splicing, Testing, and Acceptance Standards and Procedures: End-to-End Testing:

After end-to-end connectivity on the fibers has established during initial construction, the following tests will be performed: bi-directional optical time domain reflectometer ("OTDR") end-to-end tests to record splice loss measurements, continuity tests to confirm that no fibers have been "frogged" or crossed at any splice points, and loss measurements will be recorded using a light source and a power meter.

At fiber termination points, the pigtail splice loss shall be less than 1.0 dB, and the reflection level at such termination points shall be less than -50dB. When a fiber has been spliced, the splice loss shall not be greater a .30 dB bi-directional averaged loss. When a fiber on a span has been spliced, the average of the bi-directional splice loss on the Span shall not be greater than .15 dB.

Bi -directional end-to-end testing will be performed at 1550 nm. The results of such tests for any given Span will not be deemed within specification unless showing loss measurements between fiber distribution panels at each end of such Span in accordance with the loss specifications set forth by the cable manufacturer's specifications for dB per kilometer loss. Fiber Characterization will include the following tests: OTDR fiber trace, showing the total distance and listing all splices (distance, loss (dB), reflectance (dB), slope (dB/km), and total loss (accumulate) in dB; dispersion testing, showing the delay (ps/km) and dispersion (ps/nm) of the fiber segment at all wavelengths between 1530nm and 1565nm in 1nm increments; PMD testing, showing the PMD for the fiber at frequencies from 1435nm to 1640nm. Tests will include the PMD delay (ps), PMD Coefficient (ps/km½), PMD2 delay (ps/nm) and PMD2 coefficient (PS/nm.km).



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### 30. Network Diagram:

Please refer to upload section at the end of document.

### 31. Certification by Professional Engineer:

Please refer to upload section at the end of document.

#### 32. Buy American Waiver Request:

Is the applicant seeking an individual waiver of the Buy American provision? No

#### Buy American Waiver Request - Legal Justification

#### 33. Choice of Service Provider:

Does the project's Infrastructure and the Company's business plan allow more than one provider to serve end users in the proposed funded service area?

Yes

# G. Project Milestones and Completion Factors

#### **Timeline & Milestones**

#### 34. Infrastructure Build-out Timeline:

Please refer to upload section at the end of the document.

#### 35. Licenses, Regulatory Approvals and Agreements:

GWI has all necessary licenses and regulatory approvals to implement and operate the proposed project. These include, but are not limited to, pole attachment licenses, Competitive Local Exchange Carrier status with the Maine Public Utilities Commission, and utility status with the Maine Department of Transportation.



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#### 36. Construction and Vendor Contracts

Telecom Strategies & Facilities (TS&F), an experienced fiber engineering consultancy, has agreed to provide engineering and construction project management.

Two other companies [On Target Services (http://www.ontargetservices.com) and Oxford Networks (http://www.oxfordnetworks.com)] have expressed strong interest in actual construction.

GWI is willing to provide billing, customer care, and operational support under contract.

#### Qualification of Management Team and Organizational Readiness

#### 37. Management Team Resumes:

Please refer to upload section at the end of the document.

#### 38. Organizational Readiness:

MFC is a new corporation to be established for the construction and operation of the Three Ring Binder project. It will have a five member Board of Directors. Four Directors will be independent with one being the General Manager of MFC. One Director will be nominated by the University of Maine. Three Directors will be nominated by the investors.

MFC will initially outsource technical and managerial expertise. Two experienced companies have agreed to provide the expertise under contract: Telecom Strategies & Facilities (TS&F) and GWI. In addition, the University of Maine System (UMS) will provide advice and coordination on technical and technical management issues. Over a number of years in differing combinations, TS&F, UMS and GWI have been partners in a variety of dark fiber projects in rural Maine. MFC's investors, via its Board of Directors, have a strong interest in protecting their investment by strong oversight of the GWI and TS&F contracts. Individually and collectively, TS&F, GWI and UMS have built and managed projects very similar to the Three Ring Binder.

TS&F's principle, Mark Curtis, is widely regarded to be the leading fiber construction consultant for Maine. Over the last 25 years, he has managed dozens of large fiber



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construction projects in Maine and throughout the Eastern USA. He has an excellent record of delivering projects on time and on budget. Mark had primary responsibility for the development of the project cost budget.

The University of Maine has built and/or operated a large fiber optic network stretching over 600 miles from Fort Kent in the north, to Machias in the east to Boston in the southwest. This network includes thousands of fiber miles connecting hundreds of locations.

GWI was founded as an ISP in 1994. Since then it has been a leading telecommunications provider for Maine. GWI has grown to a profitable \$13 million annual revenue company. GWI has 20,000 voice and data customers. It provides service via 51 Central Offices in all 16 Maine counties. GWI operates a fiber network spanning the State. While much of this network consists of dark fiber leased from other companies, recently GWI built and began operating its own fiber network in Portland, Falmouth, Cumberland, Yarmouth, Freeport, Brunswick and Houlton, Maine. GWI has over 2,000 business customers including some of the largest organizations in Maine. Among those customers are anchor institutions such as schools, libraries, municipalities, hospitals, and colleges. GWI has years of experience selling fiber based networks.

Billing will be simple. MFC will only have carrier and large institutional customers. Initially, it will have less than a dozen customers. It will sell one product, dark fiber. Dark fiber will only be sold in the form of IRUs or yearly leases. MFC will send at most a few dozen bills a month. MFC will have to manage a database of dark fiber connections to anchor institutions, but initially that database will contain only 100-300 entries. In an average month, only 20-40 entries will change. In the budget provided, MFC can perform this work in house with budgeted staff or outsource the work at market rates.

Sales will be simple. Since the only customers will be carriers and large institutions, there are only a few dozen potential customers, all of whom are known to the project principals. The only product to be sold is dark fiber, to a carrier an easily understood product. In the vast majority of locations to be served, the product is not available via any other source.

Since there is no electronic equipment involved, operational support is simple. All the carrier customers will be running their own monitoring systems and Network Operations Centers



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(NOCs). MFS can outsource fiber emergency maintenance. When a fiber cut occurs, the carrier NOCs will contact MFC which will in turn dispatch the maintenance company.

#### Other

#### 39. Organizational Chart:

Please refer to upload section at the end of document.

### 40. Legal Opinion:

Please refer to upload section at the end of document

## 41. Government and other Key Partnerships:

GWI is partnering with the University of Maine System (UMS) which helped develop the initial concept of building an open access fiber infrastructure through out the rural areas of Maine. UMS has participated in every aspect of this proposal from refining the original concept down to a project plan, to attracting additional commercial partners to participate in this project, to engaging in public outreach to gain local and state-wide support.

Key partnerships also include other local and statewide wireline and wireless carriers including Pioneer Broadband. These key partnerships help maximize outreach on the "last miles" to rural unserved and underserved populations.

Moreover, key partnerships with Maine's Catalyst@EDU and Maine Info-Net programs help deepen and broaden connectivity, bridging connectivity gaps, among Maine's community anchor institutions for distance education, telemedicine, public safety, and civic functions.

As a middle mile povider of dark fiber, MFC will be providing services to a number of carriers, some of whom have provided support letters in attached documentation.

#### 42. Recovery Act and Other Governmental Collaboration.

Because our project focuses on community anchor institutions and building middle mile fiber optic infrastructure, it can successfully be leveraged by many other ARRA programs that need broadband or support broadband deployment.



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# **Community Involvement (BTOP Applicants Only)**

### 43. Partnering with Disadvantaged Businesses

MFC has not established any partnerships, to date, with businesses that qualify as disadvantaged under Section 8(a) but will continue to explore availability of needed services from such businesses.

# H. Project Budget

# 44. General Overall Budget



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Budget	Loan Request	Grant Request	Equity	Debt	Bond	Other
Network & Access Equipment (switching, routing, transport, access)		640,000	160,000			
Outside Plant (cables, conduits, ducts, poles, towers, repeaters, etc.)		23,442,064	5,860,516			
Buildings and Land – (new construction, improvements, renovations, lease)		265,600	66,400			
Customer Premise Equipment (modems, set-top boxes, inside wiring, etc.)						
Billing and Operational Support Systems (IT systems, software, etc.)		38,400	9,600			
Operating Equipment		8,640	2,160			



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(vehicles, office equipment, other)				
Engineering/ Professional Services (engineering design, project management, consulting, etc.)	979,400	244,850		
Testing (network elements, IT system elements, user devices, test generators, lab furnishings, servers/computers, etc.)	28,800	7,200		
Site Preparation				
Other				
TOTAL BROADBAND SYSTEM	25,402,904	6,350,726		



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**Total Budget:** \$31,753,630

#### 45. Detailed Budget:

Please refer to upload section at the end of the document.

### Sustainability

#### 46. Reasonableness

The overall cost of this project is based off of the historical cost per mile of fiber construction in Maine. Telecom Strategies & Facilities has reviewed the cost projections and based on its experience concurs with the reasonableness of cost.

#### 47. Historical Financial Statements:

Please refer to upload section at the end of the document.

#### 48. Broadband Subscriber Estimates:

Please refer to upload section at the end of the document.

### 49. Other Services:

Please refer to upload section at the end of the document.

#### 50. Pro Forma 5-Year Financial Forecast and Assumptions:

Please refer to upload section at the end of the document.

### 51. Commitment of Capital Funding Support

The following indivudals have committed to raising all the equity for this project. The relative contributions among them have not yet been determined.

Name of Party Funding Amount   Type	of Funding*   Key Financing Ts & Cs   Use of
Funding**	
[and % of cost]	
Fletcher Kittredge	
688 Pool Rd	
Biddeford, ME 04005   equity	traditional equity terms   project cost



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Dwight L. Allison III 68 Old Beach Rd. Rye, NH 03870 603-964-4767

603-391-1881 (cell) | equity | traditional equity terms | project cost

Robert CS Monks
1 City Center
Portland ME 0410

Portland, ME 04101 | equity | traditional equity terms | project cost

### **BTOP Requirements**

## 52. Matching Funds:

**a. Cash:** \$ 6,350,726.00 **b. In-Kind:** \$ .00

c. Percent of Total Project Cost: 20

#### 53. Demonstration of Financial Need:

Without construction subsidies, it is clear from the pro-forma financial statements that the project would not be economically feasible.

#### 54. Unjust Enrichment

The applicant is neither receiving nor has requested other federal support for non-recurring costs in the service area in which an award is being sought.

#### 55. Disclosure of Federal and/or State Funding Sources

<sup>\*(</sup>e.g., grant match, equity, debt, internal, other)

<sup>\*\*</sup>Use of Funding (infrastructure, working capital, operating losses, other)



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There are no additional state or federal funding sources.

# I. Self Scoring - BIP Only Self Scoring

56. Self Scoring Sheet



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Criteria	Method	Points	Self Scores
PROJECT PURPOSE	-	1	
Proportion of Rural Residents Served in Unserved Areas	1 point for every 10,000 unserved households	Up to 5	1
Rural Area Targeting	1 point for every 5% increase in the rural service area up the minimum 75% rural area requirement	Up to 5	5
Remote Area targeting	l point for every 50 miles a service area is located from a non-rural area	Up to 5	5
Title II Borrower	If you are or were a Title II borrower	5	0
Recovery Act and other governmental collaboration	1 point will be awarded for each governmental or Recovery program the applicant is partnering with	Up to 5	1
PROJECT BENEFITS			
Performance of the offered services	If a last mile wireline project delivers 20M to household – if a last mile wireless projects delivers 2M to end-user – if a middle mile projects delivers 100M to end points	10	10
Affordable of services offered	Points awarded based on the proposed rate structure and the logistics of the proposed service area	Up to 5	5



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Choice of service provider	If the proposed infrastructure is available to be used by multiple service providers	5	5
Critical Community Facilities	If discounted rate packages at least 25% lower than advertise rates are available to critical facilities	5	5
PROJECT VIABILITY			
Applicant's organizational capability	Points will be awarded on the strengths and accomplishments of key management	Up to 12	12
Community Support	If a letter of support has been received from a designated representative of the community for every community in the proposed service territory	2	0
Ability to promptly start project	If the applicant can demonstrate that all licenses and regulatory approvals have been received, contractors and vendors are ready to enter into contracts, and equity has been deposited into applicant accounts	10	10
Socially and economically disadvantaged small businesses (SDB), as defined by section 8(a) of the Small Business Act, 15 U.S.C. §637.	If the applicant is a Section 8(a) entity	1	0
PROJECT BUDGET AND SUSTAINABLITY			
Reasonableness of the budget	Points will be awarded based the	Up to 5	5



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	adequacy of the proposed budget		
Leverage of outside resources (outside funding/financing requested)	(i) 10 points if this ratio is greater than 100% (ii) 7 points if this ratio is between 100% and 75% (iii) 5 points if this ratio is between 75% and 50% (iv) 3 points if this ratio is between 50% and 25% (v) 1 points if this ratio is lower than 25%	10	1
Extent of grant funding (Grant funds/loan funds)	<ul> <li>(i) 0 points if this ratio equals 100%</li> <li>(ii) 1 points if this ratio is between 100% and 75%</li> <li>(iii) 3 points if this ratio is between 75% and 50%</li> <li>(iv) 5 points if this ratio is lower than 50%</li> <li>(v) 10 points if no grant funds are requested</li> </ul>	10	0
Total Points		100	65



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# J. BTOP Certification Requirements

# **Certification (Requested for BTOP)**

## Please refer to upload section at the end of the document regarding following uploads.

- 1. U.S. Department of Commerce, Broadband Technology Opportunities Program
- 2. SF-424D Assurances—Construction Programs (Schedule N)
- 3. CD-511, Certification Regarding Lobbying (Attachment O)
- 4. SF-LLL, Disclosure of Lobbying Activities (Attachment P)
- 5. CD-512, Certification Regarding Lobbying—Lower-Tier Covered Transactions (Attachment Q) This certification will not be required until the time of the grant award, because it applies to subcontractors, etc.

# K. BIP Certification Requirements

# **Certification (Requested for BIP)**

## Please refer to upload section at the end of the document regarding following uploads.

- 1. Equal Opportunity and Nondiscrimination Certification
- 2. Certification Regarding Architectural Barriers
- 3. Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 Certification
- 4. Certification Regarding Debarment, Suspension, and Other Responsibility Matters Primary Covered Transactions
- 5. Certification Regarding Lobbying for Contracts, Grants, Loans, and Cooperative Agreements



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6. Network Design and Implementation Plan Certification (to be complete for projects requesting more than \$1 million in federal assistance)

# L. Schedules

# **Schedule: A-1 Congressional Districts**

 ${\bf 1.\ State\ the\ Congressional\ District\ of\ the\ Applicant's\ head quarters}$ 

Maine - 1

2. State the Congressional District for each area covered by the Project.

Maine - 1

Maine - 2

# M. Proposed Funded Service Area Details (BIP & BTOP)

# 13. Proposed Funded Service Area (BIP - Last Mile Projects):

**Proposed Funded Service Area Name:** 

Census Blocks in Proposed Funded Service Area:

**Community Name:** 

**Rural Classification of the Community:** 

**BIP - Service Status:** 

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

BTOP - Service Status:

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.



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**Total Square Miles of Community:** 

**Total Population:** 

**Total Number of Households:** 

**Total Number of Businesses:** 

Middle Mile Span Name:

Census Blocks in Middle Mile Span:

Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities:

**DownEast Ring** 

1024, 1028, 1029, 1030, 1031, 1032, 1033, 1998, 1999, 4028,

# 14. Proposed Service Area (BTOP - Middle Mile Project):

4029, 6010, 6011, 6012, 6013, 6014, 6015, 6016, 6017, 6998, 6999, 1007, 1999, 3999, 1002, 1003, 1004, 1005, 1007, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2014, 2015, 2016, 2017, 2018, 2019, 2999, 3002, 3003, 3004, 3005, 3006, 1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2999, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015, 3016, 3017, 3018, 3019, 3999, 1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1998, 1999, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2015, 2016, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3007, 3008, 3001, 3011, 3012, 3013, 4000, 4001, 4002, 4003, 4004, 4005, 6007, 6008, 6009, 1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1007, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1007, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1007, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1007, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1007, 1018, 1019, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1010, 1011, 1012,

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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Brett Louis Misenor

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1090, 1100, 1101, 1102, 1103, 1989, 1990, 1991, 1992, 1993, 1994
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Last Mile Service Area Name:DownEast RingCommunity Name:Other AreaRural Calssification of the Community:RuralBIP – Service Status:Underserved

#### BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the census-designated community [or other area] is 40% of households or less.

BTOP - Service Status: Underserved



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# BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the proposed funded service area is 40% of households or less.

**Total Square Miles of Service Area: 804** 

**Total Population: 63,701** 

Total Number of Households: 30,038 Total Number of Businesses: 100

Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 158

#### Middle Mile Span Name: Northern Ring

1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, Census Blocks in Middle Mile Span: 1010, 1011, 1012, 1013, 1016, 1024, 1025, 1026, 1027, 1028, 1029, 1030, 1031, 1032, 1033, 1995, 1996, 1997, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 2000, 2001, 2002, 2003, 2004, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2059, 2061, 2062, 2063, 2064, 2065, 2066, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3025, 3026, 3028, 3029, 3030, 3031, 3032, 3033, 3034, 3035, 3036, 3037, 3038, 3039, 3040, 3041, 3042, 3043, 3044, 3045, 3046, 3047, 3048, 3049, 3050, 3051, 3052, 3053, 3054, 3055, 3056, 3057, 3058, 3059, 3060, 3075, 3076, 3077, 3078, 3079, 3080, 3081, 3999, 4086, 4087, 4160, 4161, 4162, 4163, 4164, 4165, 4166, 4167, 4168, 4319, 4320, 4321, 4322, 4323, 4324, 4325, 4326, 4327, 4328, 4329, 4330, 4331, 4332, 4333, 4334, 4335, 4336, 4337, 4469, 4471, 4472, 4473, 4474, 4475, 4476, 4477, 4478, 4479, 4480, 4481, 4482, 4483, 4484, 4485, 4486, 4487, 4488, 4490, 4491, 4492, 4493, 4497, 4865, 4872, 4873, 4874, 4875, 4876, 4877, 4878, 4879, 4880, 4881, 4883, 4884, 4885, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1014, 1015, 1016, 1017, 1018, 1019, 1020, 1021, 1022, 1023, 1024, 1025, 1026, 1027, 1028, 1029, 1030, 1031, 1032, 1033, 1034, 1035, 1036, 1037, 1038, 1039, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2019, 2020, 2021, 2022, 2023, 2024, 2996, 2999, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3999, 4005, 4007, 4008, 4009, 4010, 4011, 4012, 6000, 6001, 6999, 1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1017, 1018, 1019, 1020, 1021, 1022, 1023, 1024, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015, 3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024, 3025, 3026, 3027, 3028, 3029, 3030, 3031, 3032, 3033, 3034,



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1066, 1084, 1085, 1086, 1087, 1088, 1089, 1090, 1091, 1092, 1093, 1094, 1095, 1096, 1097, 1098, 1099,
1100, 1101, 1103, 1104, 1993, 1994, 1995, 1996, 1997, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007,
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Funding Opportunity: Broadband Initiatives Program and Broadband Technology Opportunities Program	Applicant Organization: Biddeford Internet Corp. (d.b.a. GWI)
Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Brett Louis Misenor

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3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015, 3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024,
3025, 3026, 3027, 3028, 3029, 3030, 3031, 3032, 3033, 3034, 3035, 3036, 3037, 3038, 3039, 3040, 3041,
3042, 3043, 3044, 3045, 3046, 3047, 3048, 3051, 3052, 3053, 3054, 3055, 3056, 3057, 3058, 3059, 3060,
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3078, 3079, 3080, 3083, 3084, 3085, 3086, 3087, 3088, 3089, 3090, 3091, 3092, 3093, 3094, 3095, 3096,
3097, 3098, 3099, 3100, 3102, 3103, 3104, 3105, 3106, 3107, 3108, 3109, 3110, 3111, 3112, 3113, 3114,
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3132, 3133, 3998, 3999, 4213, 4214, 4215, 4216, 4217, 4218, 4219, 4220, 4221, 4222, 4223, 1000, 1001,
1002, 1003, 1010, 1011, 1012, 1013, 1014, 1015, 1016, 1019, 1999, 2003, 2004, 2005, 2015, 2016, 2017,
2023, 1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015,
1016, 1017, 1018, 1019, 1020, 1021, 1022, 1023, 1024, 1025, 1026, 1028, 1029, 1030, 1031, 1032, 1033,
1037, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 3031, 3032,
3033, 3034, 3035, 3036, 3037, 3038, 3039, 3998, 3999, 4000, 4001, 4002, 4008, 4009, 4010, 4011, 4012,
4013, 4014, 4015, 4016, 4017, 4018, 4019, 4020, 4024, 4025, 4026, 4027, 4028, 4029, 4030, 4031, 4032,
4033, 4034, 4035, 4036, 4037, 4038, 4039, 4040, 4041, 4998, 4999, 1007, 1008, 1009, 1010, 1013, 4239,
4240, 4241, 4242, 4244, 4245, 4246, 4247, 4248, 4249, 4250, 4251, 4253, 4255, 4258, 4259, 4260, 4261,
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4430, 4913, 4914, 4915, 2016, 2017, 2018, 2997, 4020, 4021, 4025, 4026, 4027, 4028, 4029, 4030, 5016,
5017, 5020, 5021, 5022, 5023, 5024, 5025, 5026, 5027, 5028, 5029, 5030, 5031, 6004, 6005, 6008, 6009,
6010, 6011, 6012, 6013, 6014, 6015, 6016, 6017, 6018, 7002, 7003, 7004, 7005, 7006, 7007, 7008, 7009,
7010, 7011, 7012, 7013, 7014, 7015, 7016, 7017, 7018, 7019, 7020, 7021, 7022, 7023, 7024, 7992, 7993,
7994, 7995, 7996, 7997, 7998
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Last Mile Service Area Name: Northern Ring
Community Name: Other Area
Rural Calssification of the Community: Rural
BIP – Service Status: Underserved

## BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the census-designated community [or other area] is 40% of households or less.

BTOP - Service Status: Underserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the proposed funded service area is 40% of households or less.



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Funding Opportunity: Broadband Initiatives Program and Broadband Technology Opportunities Program	Applicant Organization: Biddeford Internet Corp. (d.b.a. GWI)
Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Brett Louis Misenor

**Total Square Miles of Service Area: 1,581** 

**Total Population: 66,123** 

Total Number of Households: 32,773 Total Number of Businesses: 100

Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 117

# Middle Mile Span Name: Southern Ring-Coastal

**Census Blocks in Middle Mile Span:** 1016, 1021, 1022, 1023, 1024, 1025, 1026, 1027, 1028, 1029, 1030, 1031, 1032, 1033, 1034, 1035, 1036, 1037, 1038, 1039, 1989, 1991, 1993, 2000, 2001, 2002, 3001, 3002, 4000, 4001, 4002, 3000, 3001, 3017, 3018, 3019, 3020, 3021, 3999, 2002, 2034, 2998, 3015, 3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024, 3025, 3026, 3028, 3029, 3030, 3031, 3032, 4000, 4001, 4004, 4008, 4009, 4011, 4012, 4013, 4014, 4015, 4016, 4017, 4018, 4019, 4020, 4021, 4022, 4023, 4024, 4025, 4026, 4027, 4028, 4031, 4032, 4033, 4034, 4035, 4036, 4037, 4038, 4040, 4041, 4042, 4043, 4044, 4045, 4046, 4047, 4048, 4049, 4053, 6000, 6004, 6007, 6010, 6011, 6013, 6014, 6015, 6016, 6021, 6023, 6024, 6025, 6026, 6027, 6028, 6029, 6030, 6031, 6032, 6033, 6034, 6035, 6036, 6038, 6040, 6043, 6044, 6045, 6997, 1006, 1012, 1013, 1014, 1015, 1025, 1026, 1027, 1028, 1029, 1030, 1031, 1032, 1033, 1034, 1035, 1036, 1037, 1038, 1039, 1040, 1041, 1042, 1043, 1044, 1045, 1046, 1047, 1048, 1049, 1994, 1995, 1996, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2998, 2999, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015, 3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024, 3025, 3026, 3027, 3028, 3029, 3030, 3031, 3032, 3033, 4000, 4001, 4002, 4003, 4004, 4005, 4006, 4007, 4008, 4009, 4010, 4011, 4012, 4013, 4014, 4015, 4016, 4017, 4018, 4019, 4020, 4021, 4022, 4023, 4024, 4025, 4026, 4027, 4028, 4029, 4030, 4031, 4032, 4033, 4034, 4035, 4038, 4039, 4042, 4043, 4997, 4998, 5000, 5001, 5002, 5003, 5004, 5005, 5006, 5007, 5020, 5021, 5022, 5998, 5999, 6029, 6030, 6032, 6999, 2000, 2001, 2002, 2003, 2006, 2014, 2015, 2016, 2017, 2018, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2997, 2999, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3031, 3032, 3033, 3034, 3035, 3036, 3037, 3042, 3044, 3045, 3046, 4000, 4016, 4037, 4038, 4039, 4040, 4041, 4042, 4043, 4044, 4049, 4050, 4055, 4056, 4057, 4063, 3003, 3012, 1000, 1001, 1002, 1003, 1004, 1005, 1006, 1007, 1008, 1009, 1010, 1011, 1012, 1013, 1014, 1015, 1020, 1021, 1022, 1025, 1026, 1027, 1028, 1029, 1030, 1031, 1032, 2003, 2004, 2005, 2006, 2007, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015,



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3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024, 3025, 3026, 3027, 3028, 3029, 3030, 3031, 3032, 3033, 4028, 4029, 4030, 4031, 4036, 4037, 4038, 4039, 4040, 5015, 5016, 5017, 5018, 5022, 5023

Last Mile Service Area Name: Southern Ring-Coastal

Community Name: Other Area
Rural Calssification of the Community: Rural
BIP – Service Status: Underserved

# BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the census-designated community [or other area] is 40% of households or less.

BTOP - Service Status: Underserved

## BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the proposed funded service area is 40% of households or less.

**Total Square Miles of Service Area: 170** 

**Total Population: 36,452** 

Total Number of Households: 17,803 Total Number of Businesses: 100

Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 122

Middle Mile Span Name: Southern Ring-West

Census Blocks in Middle Mile Span: 1446, 1447, 1448, 1449, 1450, 1451, 1452, 1453, 1454, 1455, 1456, 1457, 1458, 1459, 1460, 1461, 1462, 1464, 1465, 1466, 1467, 1468, 1469, 1470, 1471, 1472, 1473, 1474, 1475, 1476, 1477, 1478, 1479, 1480, 1960, 1961, 1962, 2008, 2009, 2010, 2011, 2012, 2021, 3035, 3036, 3037, 3038, 3039, 3041, 3042, 3043, 3044, 3045, 3046, 3047, 3997, 1198, 1005, 1006, 1014, 1015, 1016, 1017, 1018, 1019, 1020, 1021, 1022, 1990, 1991, 1992, 1993, 4996

Last Mile Service Area Name: Southern Ring-West

Community Name: Other Area
Rural Calssification of the Community: Rural
BIP – Service Status: Underserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.



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The rate of broadband subscribership for the census-designated community [or other area] is 40% of households or less.

BTOP - Service Status: Underserved

# BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

The rate of broadband subscribership for the proposed funded service area is 40% of households or less.

**Total Square Miles of Service Area: 637** 

**Total Population: 68,068** 

Total Number of Households: 32,350 Total Number of Businesses: 100

Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 177



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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Brett Louis Misenor

# Uploads

The following pages contain the following uploads provided by the applicant:

Upload Name
04) Q-20. Attachment B - Middle Mile Offerings
05) Q-21. Attachment C - Competitor Tables
08) Q-30. Network Diagram
09) Q-31. Attachment D - Engineer Certification*
10) Q-34. Attachment E - Build-Out Timeline
11) Q-37. Management Team Resumes
12) Q-39. Organization Chart



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<u></u>	
13) Q-40. Attachment F - Legal Opinion*	
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14) Q-41. Government and Other Key Partnerships	
14) Q-41. Government and Other Key Partnerships	
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14) Q-41. Government and Other Key Partnerships	
14) Q-41. Government and Other Key Partnerships	
14) Q-41. Government and Other Key Partnerships	
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14) Q-41. Government and Other Key Partnerships	
14) Q-41. Government and Other Key Partnerships	
14) Q-41. Government and Other Key Partnerships	
14) Q-41. Government and Other Key Partnerships	



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14) Q-41. Government and Other Key Partnerships
15) Q-44. JOINT APPS ONLY: Additional Budget
16) Q-45. Attachment G - Detailed Project Cost
17) Q-47. Historical Financial Statements
18) Q-48. Attachment H - Subscriber Estimates
19) Q-49.Attachment I - Projects, Rates - Voice
20) Q-49.Attachment J - Projects, Rates - Video**
21) Q-50. Attachment K - Income Statement
22) Q-50. Attachment L - Balance Sheet
23) Q-50. Attachment M - Statement of Cash Flows
24) Q-50. Financial Assumptions
26) Pg-22. BTOP ONLY Certification Requirements*
27) Pg-23. BTOP ONLY Att. N - Assur-Construction*



<b>Submitted Date:</b> 8/19/2009 10:57:49 PM	Easygrants ID: 1149
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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Brett Louis Misenor

28) Pg-24. BTOP ONLY Attachment O - Lobbying*
29) Pg-25. BTOP ONLY Attachment P - Disclosure*
30) Pg-26. BTOP ONLY Attachment Q - Lobbying*
50) rg-20. BTOF ONLT Attachment Q - Loobying
31) Pg-27. BIP ONLY Equal Opportunity*
32) Pg-28. BIP ONLY Architectural Barriers*
33) Pg-29. BIP ONLY Relocation and Real Property*
34) Pg-30. BIP ONLY Debarment and Suspension*
35) Pg-31. BIP ONLY Lobbying Certification*

To preserve the integrity of the uploaded document, headers, footers and page numbers have not been added by the system

# Attachment B - Proposed Middle Mile Service Offerings

Please complete the table below describing the service offerings that will be available indicating the bandwidth packages, the distance band (length of the network section) or point-to-point (geographical end points) of the specific package, the minimum peak load bandwidth that is available on the route, and the monthly or yearly pricing for the services. The chart may be adapted to adequately describe the service offerings of the project as long as the information described is included. If different packages will be available based on the area that will be receiving the benefits, then separate charts should be developed indicating which are the services for each area.

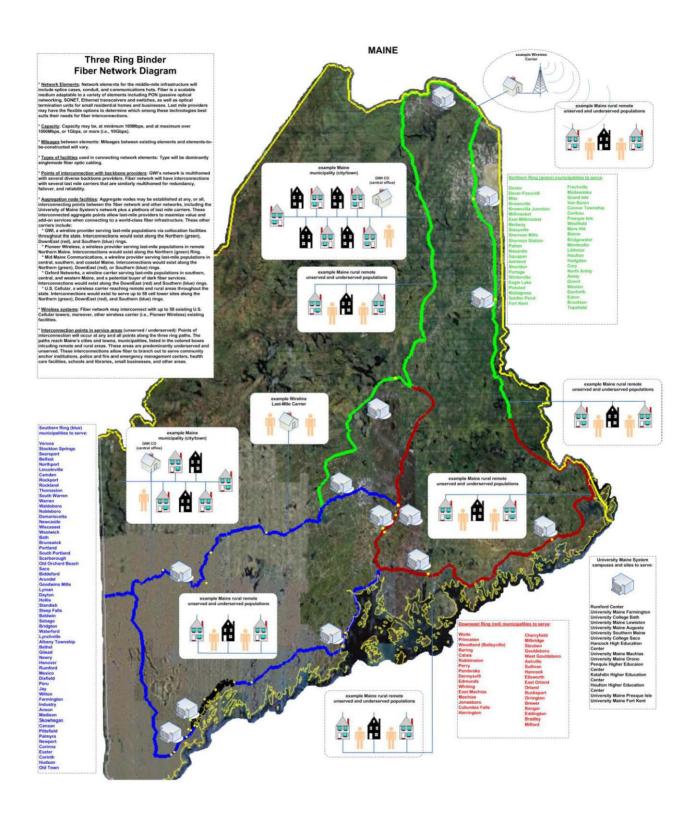
Service Offering	Distance Band or Point to Point	Minimum Peak Load Network Bandwidth Capacity (Mbps)	Monthly/Yearly Pricing (\$)	Other
Dark Fiber	DownEast Ring	10,000	\$10/fiber mile/month	
	Northern Ring	10,000	\$10/fiber mile/month	
	Southern Ring-Coastal	10,000	\$10/fiber mile/month	
	Southern Ring-West	10,000	\$10/fiber mile/month	

# ATTACHMENT C - COMPETITOR TABLE - MIDDLE MILE

Existing Middle Mile Broadband Service Providers and Services Offered: Please complete a table describing the competing middle mile providers' broadband service offerings being advertised in the last mile service areas associated with the proposed middle mile project. For BIP, please provide this information for each census designated community within each last mile service area. For each competitor, explain the following: a) technology; b) service tiers; c) point-to-point of the competitor's service offering; d) speed; and e) pricing. Include any other comments to explain your findings if necessary.

	"Three Ring Binder" Fiber Network Serving unserved and underserved areas in Northern Ring, DownEast Ring, Southern Coastal Ring, and South Western Ring						
Service Area	Middle Mile Services Provider	Technology Platform	Service Tier	Point-to-Point	Minimum Peak Load Network Bandwidth Capacity	Pricing	Other Comments
	Fairpoint	Dark fiber	Dark fiber	yes	Not applicable	\$25 per strand per mile per month	Rarely available
Northern Ring	Fairpoint	ATM	OC-3	no	120Megabits/second	\$3525\$5000 per month	Only available in larger towns
	Fairpoint	Dark fiber	Dark fiber	yes	Not applicable	\$25 per strand per mile per month	Rarely available
DownEast Ring	Fairpoint	ATM	OC-3	no	120Megabits/second	\$3525\$5000 per month	Only available in larger towns
Southern Ring -	Fairpoint	Dark fiber ATM	Dark fiber OC-3	yes no	Not applicable 120Megabits/second	\$25 per strand per mile per month \$3525\$5000 per month	Rarely available Only available in larger towns
Coastal	Time Warner	Ethernet	100mbps	yes	100Megabits/second	\$1,000 per month	Only available in some locations
Southern Ring - Western	Fairpoint	Dark fiber	Dark fiber	yes	Not applicable	\$25 per strand per mile per month	Rarely available
	Fairpoint						

	ATM	OC-3	no	120Megabits/second	\$3525\$5000 per month	Only available in larger towns



# Network Design and Implementation Plan Certification (to be complete for projects requesting more than \$1 million in federal assistance)

# U.S. Department of Agriculture and U.S. Department of Commerce BIP and BTOP Program

We the undersigned, certify that the proposed broadband system will work as described in the System Design and Network Diagram sections, and can deliver the proposed services outlined in the Service Offerings Section. Moreover, the system, as designed, can meet the proposed build-out timeframe based on the resources designated in Project Viability Section, and will be substantially complete in two years, and complete within three years.

(Date) Sett Misers

(Authorized Representative's Signature)

Name:

Network Dryineering Manager, GWI
Title:

8/10/09 (Date)

(Certifying Engineer's Signature)

BRUCK R. SKGKR Name:

HENRY R. AND GRACE V. BUTLER PROFESSOR OF ELECTRICAE AND COMPUTED ENGINEERIN

## ATTACHMENT E - PROJECT PLAN (KEY PHASES AND MILESTONES TO DEMONSTRATE DEGREE OF COMPLETION)

- Use the following table to list the major network build-out phases and milestones that can demonstrate that your entire project will be substantially complete by the end of Year 2 and fully complete by the end of Year 3. This is to be done at the aggregate level (combining all proposed funded service areas.)
- Indicate how the milestones listed below will demonstrate these completion objectives. The applicant should consider such project areas as: a) network design; b) securing all relevant licenses and agreements; c) site preparation; d) equipment procurement; e) inside plant deployment; f) outside plant deployment; g) equipment deployment; h) network testing; i) network complete and operational. The applicant may provide any other milestones that it believes showcase progress.
- Project inception (Year 0) starts at the date when the applicant receives notice that the project has been approved for funding.
- In the table, provide any information (e.g., facts, analysis) to: a) demonstrate the reasonableness of these milestones; b) substantiate the ability to reach the milestones by the quarters indicated.
- On a separate sheet, describe the key challenges, if any, to a timely completion of the project, including any applicable mitigation plans.

Time Period	Quarter	List All Relevant Milestones	Support for Reasonableness/Data Points
Year 0	-		
	Qtr. 1	<ul> <li>Splice point location design</li> <li>Communications hut location design</li> <li>Pole Attachment License identifications</li> <li>Conduit License identifications</li> </ul>	Historical experience and metrics
Year 1	Qtr. 2	<ul> <li>Initiate licensing processes for pole attachment and conduit</li> <li>Determine cable and materials needs</li> <li>Identify personnel and staffing</li> </ul>	Historical experience and metrics, plus tarriffed utility procedures for licensing
	Qtr. 3	<ul> <li>Obtain hardware and materials</li> <li>Acquire operational support systems and software</li> </ul>	Historical experience
	Qtr. 4	<ul><li>Start construction</li><li>Start splicing</li></ul>	Historical experience

	Qtr. 1	Continue construction and splicing	Historical experience
Year 2	Qtr. 2	<ul> <li>Construct huts in outside plant</li> <li>Continue construction and splicing</li> </ul>	Historical experience
	Qtr. 3	Continue construction of huts in outside plant     Continue construction and splicing	Historical experience
	Qtr. 4	Continue construction and splicing	Historical experience
	Qtr. 1	<ul> <li>Finish third fiber ring by end of Q1.</li> <li>Operational support systems online for all three fiber builds</li> </ul>	Historical experience
	Qtr. 2	All fiber builds complete	•
Year 3	Qtr. 3	•	•
	Qtr. 4	•	•

# ATTACHMENT E (CONTINUED) – BUILD-OUT TIMELINE

Complete the following schedule for each proposed funded service area (or, if a middle mile project, for each last mile service area) to indicate the planned build-out in terms of: 1) the requested infrastructure funds; and 2) the entities passed. Entities passed include households, businesses, and "strategic institutions" comprised of critical community facilities, community anchor institutions, and public safety entities. In addition, please complete a separate schedule that aggregates all projected broadband subscribers within the proposed funded service area (or if a middle mile project, for each last mile service area). For BIP only, please include this information for the non-funded service areas as well.

Service Areas:	Northern, DownEast, Southern (Coastal and Western) Rings																				
		YEAR 1				YEAR 2				YEAR 3				YEAR 4				YEAR 5			
	YEAR 0	Qtr. 1	Qtr.	Qtr.	Qtr. 4	Qtr. 1	Qtr. 2	Qtr.	Qtr. 4	Qtr. 1	Qtr. 2	Qtr.	Qtr. 4	Qtr. 1	Qtr. 2	Qtr.	Qtr. 4	Qtr. 1	Qtr.	Qtr.	Qtr. 4
Infrastructure Funds					5																
Infrastructure Funds Advanced (estimate)		10%	20%	30%	40%	50%	60%	70%	80%	90%	100%										
Percentage of Total Funds		10%	20%	30%	40%	50%	60%	70%	80%	90%	100%			at .	X						
Entities Passed & %																					
Households						ý.															
Percentage of Total Households		10%	20%	30%	40%	50%	60%	70%	80%	90%	100%										
Businesses				-										3							i.a
Percentage of Total Businesses		10%	20%	30%	40%	50%	60%	70%	80%	90%	100%										
Strategic Institutions															8.						
(Comm. Anchor,																					
Public Safety, etc)																					
Percentage of Total																					
Institutions		10%	20%	30%	40%	50%	60%	70%	80%	90%	100%										

# Frederick S. Samp



# **Summary of Qualifications**

More than 22 years experience providing various legal services for and overseeing legal affairs in a corporate environment. More than six years experience overseeing treasury, financial and accounting services as Chief Financial Officer in a publicly traded corporation, serving as part of the senior executive management team. Planned, negotiated and participated in complex corporate transactions. Experience earlier in career as attorney in state government and in private practice.

# Education

Middlebury College, Middlebury, Vermont BA Mathematics, Graduation: May 1972 University of Maine School of Law, Portland, Maine JD, Graduation: May, 1975

# **Additional Professional Development Activities**

Corporate Financial Management Course: (1996), University of Michigan Business School, Ann Arbor, Michigan

# **Professional Experience**

General Counsel, 2004-Present Biddeford Internet Corporation d/b/a GWI, Biddeford, Maine

Vice President - Finance & Law, 1995-2002 Bangor Hydro-Electric Company, Bangor, Maine Among other duties, served as Chief Financial Officer

General Counsel, Corporate Clerk and Secretary, 1987-1995 Corporate Counsel, Corporate Clerk and Secretary, 1985-1987 Bangor Hydro-Electric Company, Bangor, Maine

Partner, 1979-1985
Clifford, Clifford, Samp & Stone, Lewiston, Maine
Samp & Stone, Auburn, Maine
Private practice included a broad spectrum of legal matters.

Attorney/Examiner, 1976-1979

Maine Public Utilities Commission, Augusta, Maine

Law Clerk to the Honorable James P. Archibald, 1975-1976 Maine Supreme Judicial Court

# Fred W. Diehl, CPA **Professional Experience Biddeford Internet Corporation** (d/b/a Great Works Internet), Biddeford ME **Chief Financial Officer** 2000 - Present **UUNET Technologies, Inc.** (MCI/WorldCom Company) Senior Manager, Financial Analysis for Global Technology Operations 1998 - 2000 Advanced Network & Services (an AOL Company) 1993 - 1998 Corporate Controller Deloitte & Touche, LLP 1985 - 1993 Manager, Audit

# **Education & Certification**

Pace University, Pleasantville, N.Y. BBA, Accounting Certified Public Accountant State of Connecticut – Certification.

# Brett L. Misenor

<u>Summary of Qualifications</u>: Significant 10+ years experience in data communications, telecommunications, and internetworking engineering design, administration, architecture, and problem-solving.

## **Professional Experience:**

**GWI (Biddeford Internet Corp. d.b.a. GWI)**, July 2008 -- present Network Field Engineering Manager

**GWI (Biddeford Internet Corp. d.b.a. GWI)**, July 2002 – July 2008 Senior Network Administrator / Senior Network Systems Engineer

**Infotech Solutions Corp**. 2001 -- July 2002 Business / Technical Analyst

HarvardNet 2000 - 2001 Technical Support Manager

Maine Wireless / Bell Atlantic Mobile / Verizon Wireless, 1999 -- 2000

Talk America Internet, 1996 -- 2000

Information Resources of Illinois, 1993 -- 1998

# Affiliate Experience:

Save Our Schools (S.O.S) 1993

#### **Education and Certification:**

- University South Maine, Portland, Maine, 1998 B.A. English
- Cisco Networking Academy, York County Technical College, Wells, Maine. Cisco Certified Network Associate (CCNA) 2001 -- 2002
- Optical Networking, IEEE Symposium, Waltham, Massachusetts. 2004.

# MARK E. CURTIS



## **EDUCATION**

Marblehead High School, Marblehead, Massachusetts (1970) BA - Economics/Business Administration (1974), Colby College, Waterville, Maine MBA (1985), Thomas College, Waterville, Maine

#### STRENGTHS

Skilled at managing and leading people, project management and implementation, and developing efficient business structures.

#### EMPLOYMENT HISTORY

Telecom Strategies and Facilities LLC

January 1, 2001 to present

#### Owner

Left MaineCom to broaden service area for telecommunications clients. This included MaineCom Services where I act as contractor/manager and affected gross sales in 2008 of \$2.63 million. Also provide consulting and construction management services to GWI, Oxford Networks, Pine Tree Networks, Mid Maine Communications, and the University of Maine. I have built over 150 miles of fiber for MaineCom Services, and over 100 miles for other clients. Major projects include —

- Lewiston to Andover 64 miles
- Bar Harbor to Ellsworth 23 miles
- Portland to Brunswick 33 miles

MAINECOM SERVICES, Augusta, Maine

1995-December 31, 2001

# President

Responsible for product development and growth of new telecommunications start-up company. Business plan includes consulting, Internet access, interconnection development, fiber network design and construction, and fiber optic capacity sales. Year 2001 sales \$1.068 million. Currently considering and negotiating consulting arrangement with MaineCom.

Mark E. Curtis Page 2 of 2

CENTRAL MAINE POWER COMPANY, Augusta, Maine

1974-1995

Career included nearly 20 years of field management and supervision of customer service areas, line construction, and general operations. Also included management of corporate telecommunications network covering voice, data, radio, microwave and intra-company connections.

# Fletcher Kittredge

# **Professional Experience**

Biddeford Internet Corporation (d/b/a Great Works Internet), Biddeford ME Founder and CEO 1994 – Present

With an initial investment of \$48,000 and retained earnings, successfully managed the transition from:

- a dial-up ISP provider to cable broadband provider in 1997
  - to a CLEC and DSL provider in 2002
- to a telephone company in 2005
- to a facilities based fiber provider in 2008

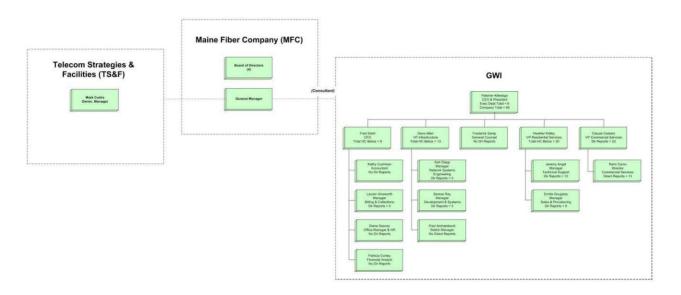
Today, GWI is a profitable, \$13 million annual revenue company with 20,000 telephone and data customers state-wide.

Bolt Bernak and Newman, Cambridge, MA Computer Scientist 1984 – 1993

# Education

Harvard University Graduate School of Arts and Sciences, 1994
MS, Computer Science
Harvard University, Extension School, 1994
CAS, Computer Science
Colby College, 1984
BA, with Distinction in English

# **Organization Chart**





August 19, 2009

Administrator
Rural Utilities Service
U.S. Department of Agriculture
Washington, D.C. 20250-1500

Assistant Secretary
National Telecommunications and Information Administration
U.S. Department of Commerce
Washington, D.C. 20230

Re: Application of Biddeford Internet Corporation

Dear Sir:

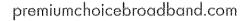
I am general counsel for Biddeford Internet Corporation (the "Applicant"). In such capacity, I acted as counsel to the Applicant in connection with its ability to apply to the Broadband Initiatives Program and the Broadband Technology Opportunities Program and in the review of the grant agreement, as referenced in the Notice of Funds Availability.

# I am of the opinion that:

- (a) the Applicant is a duly organized and existing legal entity under the laws of the State of Maine.
- (b) The Applicant has corporate power: (1) to execute and deliver the grant agreement; and (2) to perform all acts required to be done by it under said agreement.
- (c) no legal proceedings have been instituted or are pending against the Applicant, the outcome of which would adversely affect the Applicant's ability to perform the duties under the grant agreement, and there are no judgments against the Applicant which would adversely affect the Applicant's ability to perform the duties under the grant agreement.

Very truly yours,

Frederick S. Samp





August 14, 2009

To Whom It May Concern:

Premium Choice Broadband currently provides, and intends in the future to provide, broadband Internet services to end use customers in rural and underserved parts of Maine.

One of the obstacles we face in providing services is obtaining access to middle mile facilities at a reasonable cost that allow transport of communications to and from remote areas. We are generally familiar with the Three Ring Binder Project being proposed by GWI and would like to express our enthusiastic support for the concept. Premium Choice Broadband would likely be a purchaser of the services offered through the Three Ring Binder. Access to such a network would enable us to reach many more end use retail customers at a reasonable cost than we can today. This will help utilize the grants we received from Connect Maine in a more efficient manner.

Sincerely yours

William Varney

Chairman



August 17, 2009

Mr. Fletcher Kittredge, CEO GWI, Inc. 8 Pomerleau Street Biddeford, ME 04055-9457

RE: Broadband Technology Opportunity Program application

Dear Mr. Kittredge:

On behalf of the Board of Directors of the Southern Aroostook Development Corporation, it gives me great pleasure to present you this letter of support for your very important grant application that you are about to submit to the Broadband Technology Opportunity Program.

This very collaborative approach to the broadband connectivity issue between the UMS, GWI and various private commercial service providers, seems to be the perfect fit for overcoming issues faced in northern Maine and elsewhere within the state. We hear most often when talking to companies interested in relocating to rural areas such as northern Maine, that an adequate redundancy network is most necessary to become and maintain competitiveness in these current markets. The "Three Ring Binder" fiber optic project certainly should alleviate this concern.

Health care is one of the best growth opportunities within this region. The "three-ring" approach of developing a 100 Megabit broadband connectivity throughout the rural regions will ensure and enhance these health service businesses and will also be an excellent asset to our very own county university campuses as well as the very successful Houlton Higher Education Center, a collaborative effort of the University of Maine at Presque Isle and the Northern Maine Community College

SADC is a private/public economic development organization focused on the southern Aroostook region of "the county." As such we look forward to work with and support a project with such important impact to our citizens and businesses and we thank you and the others for your time and financial support as well to this project.

We wish you the very best.

on A. M'Laylin

Sincerely yours,

Jon A. McLaughlin Executive Director

/im



25 Oak Street Rockland ME 04841 (207) 594-8277 Voice: 207-594-8277

Date: August 13, 2009

Our Company, Midcoast Internet Solutions, currently provides and intends in the future to provide broadband Internet services to end use customers in rural and under served parts of Maine. We were amongst the first half dozen companies in the state to provide local Internet services in 1995 with dialup, and amongst a similarly small number of pioneers in 1998 with DSL. We were the first with wireless Internet in the state, providing broadband where none existed in 1998. Now, we provide broadband via wireless, DSL, and fiber optic links in Knox, Waldo, Lincoln, and Sagadahoc counties.

One of the bigger obstacles we face in providing our services is obtaining access to middle mile facilities at a reasonable cost that allow transport of communications to and from remote areas. This has been a considerable business barrier ever since we started our Internet service in 1995. We have addressed this obstacle in some situations temporarily with wireless links, but the fiber plan is far more future proof and has more potential.

We are familiar with the Three Ring Binder Project being proposed by GWI and would like to express our enthusiastic support for the concept. Midcoast Internet Solutions has met with GWI, explained our needs with regard to the project, and offered suggestions for the project.

Our Company would VERY likely be a purchaser of the services offered through the Three Ring Binder. Access to such a network would enable us to reach many more end use retail customers at a reasonable cost than we can today. It would also enable us to offer higher speeds to more people, as it would augment and improve our existing middle mile infrastructure. This would be useful in areas we have built last mile infrastructure with ConnectME project funding and with our own private funds. Essentially, it would help us focus our investment in delivering the last mile to businesses and homes rather than being burdened with building considerable middle mile infrastructure simply because there has been no other way to get high capacities of data from our central location to the various parts of the counties we serve.

Sincerely,

Jason Philbrook

Jan Hulla

President



August 11, 2009

To Whom It May Concern:

Our Company, BayRing Communications, currently provides and intends in the future to provide broadband Internet services to end use customers in rural and underserved parts of Maine. One of the obstacles we face in providing our services is obtaining access to middle mile facilities at a reasonable cost that allow transport of communications to and from remote areas. We are generally familiar with the Three Ring Binder Project being proposed by GWI and would like to express our enthusiastic support for the concept. Our Company would likely be a purchaser of the services offered through the Three Ring Binder Project. Access to such a network would enable us to reach many more end use retail customers at a reasonable cost than we can today.

Sincerely yours,

Darren Winslow Controller/CFO



August 11, 2009

Mr. Fletcher Kittredge, CEO GWI, Inc 8 Pomerleau Street Biddeford, ME 04005-9457

Subject: Broadband Technology Opportunity Program application

Dear Mr. Kittredge:

On behalf of Northern Maine Development Commission, I wish to offer this letter of support for the grant application that you and your many collaborative partners and stakeholders are preparing to submit to the Broadband Technology Opportunity Program. The "Three Ring Binder" fiber optic project that you are proposing would indeed bring much needed broadband connectivity to areas of northern Maine that are currently not served and also provide a robust redundant network that so many of our information and technology based businesses require in order to compete in the current and future market place.

We understand that the project's "three-ring" approach to developing a fiber optic network will enable access to 100 Megabits of broadband connectivity throughout even the most rural parts of our region. This will greatly enhance the region's critical emergency services, educational systems, and health services, while stimulating economic and community development in rural northern and eastern Maine.

As Maine's northern most economic development district, we look forward to the opportunity to support a project with such far reaching impact to our citizens and business community, and appreciate your desire to invest your time, talent and treasure in such an endeavor.

Yours truly,

Pobert P. Clark Executive Director





#### OPTICAL • WIRELESS • DSL • CABLE • VPN • HOSTING • CONSULTING

August 11, 2009

Administrator Rural Utilities Service U. S. Department of Agriculture Washington, D. C. 20250-1500

Assistant Secretary
National Telecommunications and Information Administration
U. S. Department of Commerce
Washington, D. C. 20230

RE: Pioneer Broadband support of GWI middle mile grant application

To Whom It May Concern:

Our company, Pioneer Broadband, currently provides, and intends in the future to provide, broadband Internet services to end use customers in rural and underserved parts of Maine. One of the obstacles we face in providing our services is obtaining access to middle mile facilities at a reasonable cost that allow transport of communications to and from remote areas.

We are generally familiar with the Three Ring Binder Project being proposed by GWI and would like to express our enthusiastic support for the concept. Our company would likely be a purchaser of the services offered through the Three Ring Binder. Access to such a network would enable us to reach many more end use retail customers at a more reasonable cost than we can today.

Sincerely yours,

Timothy R. McAfee

undly R Maf-

CTO

Pioneer Broadband



Great Works Internet Attn: Fletcher Kittredge 8 Pomerleau Street Biddeford, ME 04005

Dear Mr. Kittredge:

Oxford Networks currently provides and intends to continue to provide broadband Internet services to end user customers across Maine including rural and underserved areas. One of the challenges we face in providing service in more rural parts of the State is obtaining access to facilities at a reasonable cost that allow transport of communications to and from remote areas. Although we are generally familiar with the Three Ring Binder Project as originally conceived, we do not have detailed information regarding the specific plans being proposed by GWI, and we take no position on whether the network should be built. However, should this network be built, Oxford Networks could be a purchaser of dark fiber on selected routes as customer opportunities develop.

Sincerely,

Craig Gunderson President and CEO

#### Cornerstone Communications, LLC 19 School Road • Post Office Box 1 Charleston, Maine 04422 (207) 992-4411

August 13, 2009

To Whom It May Concern:

Cornerstone Communications is a broadband Internet services provider providing both wireline-based (DSL) and wireless Internet services in our service area throughout central Maine. In much of our service area, Cornerstone is the only provider of high-speed services available to end-user customers (other than satellite-based service). In addition to our more conventional service offerings, we are unique in Maine in that we are collocating our DSL equipment at the field-installed "remote terminal" locations of the incumbent phone company, and then offering our DSL services to customers within that remote terminal's service area. The value of this method of providing service has been recognized by the State of Maine, which has awarded our company a substantial grant through the state's ConnectME Authority to extend our service to 25 small, rural, and unserved towns in the Maine Highlands area of the state.

One challenge we are always confronting in providing these services to our rural service area is the availability of reliable, affordable, adequate "middle-mile" transport of Internet bandwidth. In much of our rural service area we are limited to only one available transport service alternative; in some of our area, not even that one is available. The "Three-Ring Binder Project" being proposed by GWI would be very useful to us, and hence to our customers. I've been made aware of the scope of that project, and I can see that we would most likely be a purchaser of broadband transport services offered over the Three-Ring Binder network. Access to such a network would enable us to build a much more reliable, capable, and secure network, with a much lower cost that would in turn result in Cornerstone reaching many more end-user customers in an affordable manner.

For these reasons, we at Cornerstone are enthusiastic supporters of GWI's efforts at constructing the Three-Ring Binder Project. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network upon its completion.

Very truly yours,

Andrew H. Hinkley General Manager



August 1, 2009

University of Maine Jeff Letourneau

Dear Jeff:

The *Catalyst@EDU* Steering Committee is pleased to endorse the Maine grant application, *Three Ring Binder*, for broadband stimulus funding under the American Recovery and Reinvestment Act of 2009. We welcome your participation in the *Catalyst@EDU* collaboration.

Catalyst@EDU brings together dozens of regional and national academic networks as a nationwide cooperative focused on high-performance broadband infrastructure for schools, libraries and health care centers. Individual projects like Three Ring Binder added together under the Catalyst@EDU umbrella create a whole greater than the sum of each part: anchor institutions connected to each other nationally with high capacity networks that enable distance education, telemedicine, interoperable public safety communications, and other civic functions.

Catalyst@EDU participants collaborate on useful approaches, proven tactics and cost-effective strategies to help America develop a comprehensive broadband plan. Throughout the infrastructure, public computing center and sustainable adoption proposals, Catalyst@EDU harnesses the collaborative capabilities, the networks, and the users to effectively launch new replicable mechanisms on a national scale for ensuring access, achieving affordability, evaluating progress and advancing the Federal public policy goals.

*Three Ring Binder* and *Catalyst@EDU* participants will blaze the broadband trail and weave communities into the broadband fabric of the future.

Catalyst@EDU Steering Committee Members

Gary Bahula, Internet2

Jeri Semer, ACUTA

Jen Leasure, The Quilt

Tom West, National LambdaRail

Thomas West

Jeii a. Gæmer



Information Technology Services 5752 Neville Hall Orono, Maine 04469-5752 207-561-3501

August 09, 2009

Fletcher Kittredge, CEO Great Works Internet 8 Pomerleau Street Biddeford, ME 04005

Re: Letter of Intent

Over the last several months, the University of Maine System (UMS) and Great Work Internet (GWI), along with other interested parties, have been in dialogue over a collaborative submission to the NTIA BTOP and USDA/RUS BIP programs for funding to build middle-mile fiber optic infrastructure throughout the most rural and underserved areas of Maine. Based upon those discussions UMS and GWI enter into a Non-Binding Letter of Intent (LOI) as of August 03, 2009 (effective date) from which either party may withdraw without cost, obligation or penalty in that party's sole discretion and will confirm UMS' and GWI's understanding with respect to their preliminary discussions and summarizes the intent and initial scope of any future relationship as follows:

- 1. That GWI will successfully secure funding through the NTIA BTOP or USDA/RUS BIP programs to construct the fiber infrastructure;
- 2. That UMS will obtain 12 strands of fiber optics for our uses along the entire routes constructed with NTIA BTOP or USDA/RUS BIP funds via a 20 year (minimum) IRU;
- 3. That the attached list of UMS locations of interest will have 12 strand fiber optic entrances built to them on behalf of UMS as part of the IRU;
- 4. That UMS' contribution will not exceed \$3 million over a ten year period for both one-time and recurring contributions;
- 5. UMS secures approval of its Board of Trustees to proceed;

There are no other terms or conditions of the parties at this time but such can and may become items of discussion.

Sincerely,

Jeffrey Letourneau

Associate Director, Communications and Network Services

Information Technology Services

## University of Maine System Locations

University College at Bath	9 Park Street	Bath	ME	04530
University of Maine - Farmington	111 South Street	Farmington	ME	04938
University of Maine - Fort Kent	23 University Drive	Fort Kent	ΜE	04743
University of Maine - Machias	9 O'Brien Avenue	Machias	ME	04654
University of Maine - Presque Isle	181 Maine Street	Presque Isle	ME	04769
University College at Rockland	91 Camden St	Rockland	ΜE	04841
	Breakwater Building			
Penquis Higher Ed Center	50 Mayo St	Dover-Foxcroft	ME	04426
Katahdin Area Higher Ed Center	1 Dirigo Dr	East Millinocket	ME	04605
Houlton Higher Ed Center	18 Military St	Houlton	ME	04730
Rumford/Mexico Higher Ed Center	13 Brown St	Mexico	ME	04257
Hutchinson Center	80 Belmont Ave	Belfast	ΜE	04915
Nothern Maine CC	33 Edgemont Drive	Presque Isle	ΜE	04769
Eastern Maine CC	354 Hogan Road	Bangor	ME	04401
Washington County CC	1 College Drive	Calais	ME	04619



### TOWN OF HOULTON

#### 21 WATER STREET HOULTON, MAINE 04730

PHONE: (207) 532-7111 FAX: 207-532-1304

August 14, 2009

Mr. Fletcher Kittredge, CEO GWI, Inc. 8 Pomerleau Street Biddeford, ME 04005-9457

RE: Broadband Technology Opportunity Program

Dear Mr. Kittredge:

On behalf of the Town of Houlton, I would like to offer our support for the grant application you are preparing to submit to the Broadband Technology Opportunity Program. We believe the "Three Ring Binder" fiber optic project you are proposing would be a significant enhancement to broadband capability in Northern Maine.

Being heavily involved in our town's economic development efforts; I can tell you that broadband capability is very high on the list of needs expressed by potential business owners and operators we meet with. The ability to access 100 Megabits of broadband connectivity throughout our area will not only enhance our economic development efforts, but also greatly support the needs of our emergency services, educational, and health care providers.

We appreciate the time and effort you are putting forward on this project, and look forward to supporting you in any way we can.

Sincerely,

Douglas R. Hazlett Town Manager



Axiom Technologies 4 Main Street Machias, ME 04654 (207) 255-0679 www.axiom-tech.net

#### August 13, 2009

Broadband Technology Opportunity Program
National Telecommunications and Information Administration U.S. Department of Commerce
1401 Constitution Ave.
HCHB, Room 4812
Washington, DC 20230

Great Works Internet CFDA Title: BIP, CFDA Number: 10.787 CFDA Title: BTOP, CFDA Number: 11.557

Dear NTIA Review Committee,

I am writing this letter of support for Great Works Internet and the *Three Ring Binder* proposal for the National Telecommunication and Information Administration (NTIA) Broadband Technology Opportunities Program (BTOP).

Axiom Technologies, a ConnectME grant recipient, has been deploying a wireless network infrastructure throughout Washington County, Maine for the past five years. With the support of the ConnectME funding, there will be an umbrella of wireless high-speed Internet coverage covering 2500 square miles by the end of 2009.

The *Three Ring Binder* proposal will enable companies like Axiom Technologies to obtain bulk bandwidth at affordable prices and provide backhaul support to our existing network and for new technologies. One of the obstacles we face in providing our services is obtaining access to middle mile facilities at a reasonable cost that allow transport of communications to and from remote areas.

We applaud the efforts of Great Works Internet and its collaborators and sincerely hope that they will receive BIP and BTOP funding to bring this project to fruition.

Sincerely.

Susan M. Corbett CEO

### Q-44: JOINT APPS ONLY: Additional Budget

This application is not a joint application. Therefore, no additional budget is required. The general overall budget has already been completed online for this application.

#### **DETAIL OF PROJECT COSTS**

## PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES OF EQUIPMENT THAT WILL BE REQUIRED FOR COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKENDOWN TO THE APPROPRIATE LEVEL FOR IDENTIFYING UNIT COST

	AREA or COMMON NETWORK FACILITIES:	Eligibilit y (Yes/No)	Unit Cost	No. of Units	Total Cost	Support of Reasonableness
NETWORK & A	TWORK & ACCESS EQUIPMENT					
Switching	N/A					
Routing	N/A					
Transport		YES			\$800,000	
Access						
Other		-				
OUTSIDE PLAN						
Cables	5.54 million feet fiber cabling	YES	\$1.50	5,540,000	\$8,310,000	Prevailing commodity market rates
Conduits	Conduit licensing and installation	YES	\$3,800	100	\$380,000	Utility Tariffs and historic audits
Ducts	Innerduct and duct work (per entrance)	YES	\$1,200	100	\$120,000	Estimate based on historic actual figures
Poles	Pole Attachment Licensing Fees Pole Setting (per pole) Pole Make-Ready	YES YES YES	\$17.78 \$1,200 \$250	36,000 420 36,000	\$640,080 \$504,000 \$9,000,000	Tariffed Utility rates Tariffed rates based on historic percentages Tariffed Utility rates
Towers	N/A					
Repeaters	N/A					

DETAIL OF PROJECT COSTS

	Cable Installation (per pole)	YES	\$273.25	36,000	\$9,837,000	Estimate based on historic actual figures
Other	Fiber Splicing	YES	\$1,650	310	\$511,500	Estimate based on historic actual figures  Estimate based on historic actuals
Other	Fiber Spricing	1 EO	\$1,030	310	\$311,300	Estimate based on historic actuals
SERVICE AREA	L or COMMON NETWORK	Eligibility	Unit Cost	No. of		Support of Reasonableness
FACILITIES:	J. COMMON NEI WORK	(Yes/No)	Cint Cost	Units	Total Cost	Support of reasonableness
BUILDINGS		(		A CONTROLLO		
New						
Construction						
	Huts for regeneration or collocation	YES	\$83,000	4	\$332,000	Estimate based on historical actual figures
Pre-Fab Huts						
Improvements						
& Renovation				-		
		-		+	-	
Other					+	+
Outer		+		<u> </u>		
CUSTOMER PRE	MISE EQUIPMENT					
COSTOMERTRE						
Modems	N/A					
Nioucilis						
<b>Set Top Boxes</b>	N/A					
3339						
Inside Wiring	N/A					
OIL						
Other		+				
DILLING CUDDO	L RT AND OPERATIONS SUPPORT		-			
SYSTEMS	KI AND OFERATIONS SUFFORT					
Billing	Billing Support Software	YES	\$1,000	1	\$1,000	Extended price
Support	Billing Server	YES	\$3,500	1	\$3,500	
Systems		wm30027575.54505057	enconstant (Ebb.C)			
7.5				+	-	
Customer						
Care Systems		+		1		
141	Inventory Support Software	YES	\$5,000	1	\$5,000	Estimate based on advertised prices
Od G	Fiber Tracking +Management	93000000	\$35,000		0302220 5 5	Estimate based on advertised prices
Other Support	Software	YES		1	\$35,000	
	Inventory Server	YES	\$3,500	1	\$3,500	
SERVICE AREA	or COMMON NETWORK	Eligibility	Unit Cost	No. of	Total Cost	Support of Reasonableness

#### DETAIL OF PROJECT COSTS

The same same same same same		A STEAR OF THE PROPERTY OF THE	JF T KOJEC	Mile Transaction of the Party o	1	
FACILITIES:		(Yes/No)	- 11	Units		
OPERATING EQ	UIPMENT					
Vehicles						
Office Equipment/ Furniture	Office Equipment (4 FTE)	YES	\$2,700	4	\$10,800	Based on historical actual figures
Other						
PROFESSIONAL	SERVICES		ĺ		1	
Engineering Design	Engineering Design of fiber network (per mile)	YES	\$150	1,020	\$153,000	Estimate based on historic actual figures
Project Management	Project Management (4 FTE * 2.5 years)	YES	\$371,000	2.5	\$927,500	Estimate based on historic actual figures
Consulting	Legal and Regulatory	YES	\$250	575	\$143,750	Prevailing regulatory legal hourly rates
Other						
TESTING						
Network Elements						
IT System Elements						
User Devices						
Test Generators	Fiber Optic Test Equipment	YES	\$6,000	6	\$36,000	
Lab Furnishings						
Servers/ Computers						
OTHER UPFRON	T COSTS				ī	
Site Preparation						
Other						

Detail	OF PROT	ECT COSTS	1
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DETME OF TROOLET COSTS								
	1					<b>.</b>		
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	<b>,</b>					1		

## BIDDEFORD INTERNET COMPANY D/B/A GWI FINANCIAL STATEMENTS

December 31, 2008 and 2007

With Independent Auditors' Report

#### BERRY.DUNN.MCNEIL & PARKER



#### INDEPENDENT AUDITORS' REPORT

Board of Directors Biddeford Internet Company d/b/a GWI

Berry, Darn, McSeil & Parker

We have audited the accompanying balance sheets of Biddeford Internet Company d/b/a GWI as of December 31, 2008 and 2007, and the related statements of operations, changes in stockholders' equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Biddeford Internet Company d/b/a GWI as of December 31, 2008 and 2007, and the results of its operations and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

Portland, Maine April 8, 2009

#### **Balance Sheets**

#### December 31, 2008 and 2007

#### **ASSETS**

		<u>2008</u>		<u>2007</u>
Current assets				
Cash	\$	29,462	\$	55,520
Accounts receivable, net of allowance for doubtful				
accounts of \$77,000 in 2008 and \$196,533 in 2007		405,606		239,497
Other receivables		449,030		554,836
Prepaid expenses and other current assets		204,281		181,479
Deferred installation costs, net	_	<u>282,450</u>	_	265,330
Total current assets		1,370,829		1,296,662
Property and equipment at cost, net		1,577,202		1,631,329
Noncurrent assets Customer lists, net of accumulated amortization of				
\$96,250 in 2008 and \$52,500 in 2007		533,750		247,500
Deferred financing costs, net	_	22,172	_	31,380
Total noncurrent assets	_	555,922	_	278,880

**\$\_3,503,953 \$\_3,206,871** 

## LIABILITIES AND STOCKHOLDERS' EQUITY

		<u>2008</u>	2007
Current liabilities			
Line of credit	\$		\$ 250,000
Current portion of long-term debt		399,845	369,501
Accounts payable		1,173,617	1,030,082
Accrued expenses and other current liabilities		129,662	206,403
Deferred revenue		81,438	102,564
Accrued personnel costs		116,424	102,600
Current portion, deferred credits		151,035	<u>192,000</u>
Total current liabilities		2,300,927	2,253,150
Long-term debt, excluding current portion		660,308	776,912
Deferred credits		134,157	16,000
Belefied election	•	134,137	10,000
Total liabilities		3,095,392	3,046,062
Commitments and contingencies (Notes 4, 6, 9, 10 and 11)			
Stockholders' equity			
Common stock, \$0.01 par value; 20,000,000 shares authorized, 987,172 and 977,884 shares issued and outstanding in 2008			
and 2007, respectively		9,871	9,779
Additional paid-in capital		428,530	383,622
Retained deficit		(29,840)	(232,592)
Total stockholders' equity		408,561	160,809
	<b>C</b>	2 502 052	¢ 2 206 971
	<b>.</b>	3,503,953	\$ <u>3,206,871</u>

#### **Statements of Operations**

#### Years Ended December 31, 2008 and 2007

, and the second	<u>2008</u>	2007
Revenues		
Recurring revenues	\$12,056,154	
Other revenues	94,853	55,728
Total revenues	12,151,007	11,447,761
Operating expenses		
Cost of recurring revenues	5,383,236	4,676,412
Sales and marketing	319,171	·
General and administrative	2,920,527	· · ·
Operations and support	2,537,216	2,499,551
Depreciation and amortization	<u>683,221</u>	<u>703,803</u>
Total operating expenses	11,843,371	11,685,421
Net operating income (loss)	307,636	(237,660)
Interest expense	104,884	81,679
Income (loss) before income taxes	202,752	(319,339)
Income tax provision		
Net income (loss)	\$ <u>202,752</u>	\$_(319,339)
Per share data:		
Earnings (loss) per share, basic	\$0.21	\$(0.33)
Weighted average common shares outstanding	981,010	971,332
Earnings per share, diluted	\$0.20	N/A
Adjusted weighted average shares	1,011,767	1,003,442

#### Statements of Changes in Stockholders' Equity

#### Years Ended December 31, 2008 and 2007

		ommon Stock	A	Additional Paid-in <u>Capital</u>		Retained Earnings (Deficit)	St	Total ockholders' <u>Equity</u>
Balances, December 31, 2006	\$	9,683	\$	338,429	\$	86,747	\$	434,859
Net loss		-		-		(319,339)		(319,339)
Stock issued and options exercised	-	96		45,193		-	-	45,289
Balances, December 31, 2007		9,779		383,622		(232,592)		160,809
Net income		-		-		202,752		202,752
Stock issued		92	****	44,908	_	_	-	45,000
Balances, December 31, 2008	\$	9,871	<b>\$_</b>	428,530	\$_	(29,840)	<b>\$_</b>	408,561

The Company issued 9,288 shares of common stock in both 2008 and 2007 as Board of Director compensation.

#### **Statements of Cash Flows**

#### Years Ended December 31, 2008 and 2007

	<u>2008</u>		<u>2007</u>
Cash flows from operating activities			
Net income (loss)	\$ 202,752	\$	(319,339)
Adjustments to reconcile net income (loss) to net cash provided			
by operating activities			
Depreciation and amortization	683,221		703,803
Stock compensation	45,000		45,289
Amortization of deferred financing costs	9,208		6,750
Amortization of deferred installation costs	562,960		219,480
Decrease (increase) in			
Accounts receivable, net	(166,109)		120,210
Other accounts receivable	105,806		(220,137)
Prepaid expenses and other current assets	(22,802)	)	(29,518)
Increase (decrease) in			
Accounts payable	143,535		422,907
Accrued expenses and other current liabilities	(76,741)		(225,005)
Deferred revenue	(21,126)		(17,669)
Accrued personnel costs	13,824		47,666
Deferred charges	(192,000)		(165,864)
Net cash provided by operating activities	1,287,528		588,573
Cash flows from investing activities			
Purchase of property and equipment	(585,344)	)	(769,280)
Deferred installation costs	(580,080	)	(484,810)
Acquisition of a customer list	(60,808)	) _	
Net cash used by investing activities	(1,226,232	) _	(1,254,090)
Cash flows from financing activities			
Principal payments on long-term debt	(390,807	)	(278,230)
Proceeds from the issuance of long-term debt	304,547	•	502,538
Net (repayments) borrowings on line of credit	(1,094	) _	250,000
Net cash (used) provided by financing activities	(87,354		474,308
Net decrease in cash	(26,058	)	(191,209)
Cash, beginning of year	55,520	_	246,729
Cash, end of year	\$29,462	\$_	55,520

Supplemental cash flow information:

Cash paid for interest was approximately \$105,700 and \$83,400 in 2008 and 2007, respectively.

During 2008, the Company acquired a customer list in a \$330,000 noncash investing activity.

During 2007, the Company paid \$16,839 for loan origination charges from loan proceeds in a noncash transaction.

The accompanying notes are an integral part of these financial statements.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

#### **Nature of Operations**

Biddeford Internet Company d/b/a GWI ("the Company") is a Telecommunications and Internet service provider with headquarters in Biddeford, Maine that provides services to subscribers located throughout Maine and parts of New Hampshire. The Company is privately held and was incorporated in the state of Maine on June 6, 1994.

#### 1. Summary of Significant Accounting Policies

#### **Use of Estimates in Preparation of Financial Statements**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Revenues

Recurring revenues consist of monthly fees charged to subscribers for Telecommunications and Internet access and other related ongoing services that are recognized when services are provided. Other revenues generally represent one-time, non-refundable set-up fees.

#### Cash

The Company maintains its cash in interest bearing bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts. Management believes it is not exposed to any significant risk with respect to these accounts.

#### **Accounts Receivable and Deferred Revenue**

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to the allowance for doubtful accounts (allowance) based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance and a credit to accounts receivable.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

The Company generally bills one month in advance for Telecommunications and Internet service. In addition, the Company offers a twelve (12) month prepayment option at a discounted rate for certain Internet service. Accordingly, these advance billings are included in accounts receivable until paid and deferred revenue until earned. Revenue is recognized at the beginning of each month that Internet service is provided.

#### **Concentrations of Credit Risk**

Credit risk results principally from accounts receivable. Because customers pay in advance each month, credit checks are not performed. Concentrations of such credit risk are limited due to the large number of customers comprising the Company's subscriber base. Credit is extended without collateral. See Note 7 regarding other receivables.

#### **Deferred Installation Costs**

Deferred installation costs consist of costs incurred for installation of voice and broadband services. Costs for installation are amortized using the straight-line method over 12 months, the minimum length of service without termination charges. Costs deferred in 2008 were \$580,080 with accumulated amortization of \$297,630. Costs deferred in 2007 were \$484,810 with accumulated amortization of \$219,480.

#### **Deferred Financing Costs**

Deferred financing costs are loan origination fees incurred which are deferred and amortized using methods approximating the interest method over the contractual life of the loans. The amortization of the fees is recorded as an increase to interest expense.

#### **Depreciation and Amortization**

Equipment is depreciated using the straight line method over the estimated useful lives of the assets. Leasehold improvements are amortized using the straight-line method over the lesser of the lease term or the estimated useful lives of the assets. Customer premise equipment and nonrecurring installation costs are depreciated using the straight-line method over 12 months, the estimated life of a customer. Customer lists are amortized using the straight-line method over the estimated useful lives ranging from 4 to 10 years.

#### **Income Taxes**

Deferred income taxes are provided for the tax effects of differences between the financial and tax bases of assets and liabilities.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

The Company has elected to defer the application of Financial Accounting Standards Board Interpretation No. 48, "Accounting for Uncertainty in Income Taxes," to its first fiscal year beginning after December 15, 2008. The Company accounts for uncertain income tax positions based on management's best estimate of the amount that will ultimately be accepted by the applicable tax authority.

#### Sales Taxes

The Company reports sales taxes on the net basis; accordingly, they are recorded as a liability when collected from customers and excluded from revenues and expenses.

#### **Deferred Credits**

Deferred credits include estimated future amounts due in connection with the acquisition of a customer list completed in 2008 (see Note 9). These estimated amounts are based on a contracted percentage of future forecasted cash receipts. In addition, deferred credits include the unamortized balance of a settlement with a carrier amortized on a straight-line basis over the life of the contract through January 2009.

#### **Stock Options**

The Company established a Stock Option Plan (Plan) in 1999. Under the Plan, the Company may grant options to its employees, directors and others for up to 250,000 shares of common stock. Both incentive stock options and nonqualified stock options may be granted under the Plan. The exercise price of each option is determined by the Board of Directors, but shall, in no instance, be less than the fair market value on the date of grant. An option's maximum term is ten years.

The Company applies Accounting Principles Board Opinion No. 25 and related interpretations in accounting for the Stock Option Plan as all stock options under the plan were granted prior to 2006. Accordingly, no compensation cost has been recognized. The fair value of each option was estimated on the date of grant using the Black-Scholes option-pricing model, and it was determined that the fair market value of each option was immaterial. As such, the effect on the net income (loss) if the Company had applied the fair value recognition provisions of Statement of Financial Accounting Standards (SFAS) No. 123, Accounting for Stock-Based Compensation, to stock-based employee compensation would also have been immaterial. The Company will adopt SFAS 123(R) when it issues new stock options, which requires expensing the fair value of granted options as compensation. No stock options were granted in 2008 or 2007.

#### Advertising

The Company expenses advertising costs as they are incurred. Advertising expense for the years ended December 31, 2008 and 2007 was approximately \$319,000 and \$697,000, respectively.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

#### **Earnings Per Share**

Basic earnings per share data is computed based on the weighted-average number of common shares outstanding each year.

Potential common stock is considered in the calculation of weighted-average shares outstanding for diluted earnings per share, and is determined as if conversion to common shares had occurred monthly during the year. This calculation is not presented for 2007 as it would be anti-dilutive.

#### 2. Property and Equipment

At December 31, property and equipment consists of:

	<u>2008</u>	<u>2007</u>
Data communications equipment	\$ 6,231,373	\$ 5,663,801
Office and other equipment	529,889	515,730
Leasehold improvements	468,209	464,596
Motor vehicles	<u>102,720</u>	102,720
Less accumulated depreciation and amortization	7,332,191 <u>(5,754,989</u> )	6,746,847 (5,115,518)
	\$ <u>1,577,202</u>	\$ <u>1,631,329</u>

#### 3. Long-Term Debt

Long-term debt consists of notes payable to the Company's principal lending institution as follows:

	<u>2008</u>	<u>2007</u>
Note payable to bank, due in monthly installments of \$19,191, including interest at a rate of 7.40%, through August 30, 2010, guaranteed by the Small Business Administration and the majority stockholder.	\$ 359,168	\$ 554,406
Note payable to bank, due in monthly installments of \$11,562, at a rate of 7.63%, through September 24, 2012, guaranteed by the Small Business	446 926	405.452
Administration and the majority stockholder.	446,826	495,453

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

	<u>2008</u>	<u>2007</u>
Note payable to the majority stockholder, due in monthly installments of \$8,067, including interest at a rate of 10.0%, through October 31, 2011, subordinated to notes payable to bank.	\$ 237,983	\$ -
Note payable to the majority stockholder, repaid during 2008.	-	76,023
Note payable to bank, due in monthly installments of \$461, including interest at a rate of 6.49%, through March 19, 2012; collateralized by a vehicle.	<u> 16,176</u>	20,531
Less current portion	1,060,153 399,845	1,146,413 369,501
Long-term debt, excluding current portion	\$ <u>660,308</u>	\$ 776,912

Unless otherwise noted, notes payable to bank are collateralized by the equipment purchased, as well as other equipment, furniture and fixtures, inventory, and accounts owned by the Company.

Interest expense related to the stockholder note was approximately \$7,300 and \$12,800 in 2008 and 2007, respectively. The note is collateralized by equipment of the Company.

Maturities on long-term debt are as follows:

2009	\$ 399,845
2010	354,338
2011	208,301
2012	 97,669
Total	\$ 1,060,153

The Company has available a \$350,000 revolving line of credit through its principal lending institution which bears interest at the prime rate plus 1/2% (3.75% at December 31, 2008) and is collateralized in the same manner as its long-term debt payable to the bank. The outstanding balance on this line of credit was \$248,906 and \$250,000 at December 31, 2008 and 2007, respectively. The line of credit is guaranteed by the majority stockholder and was renewed on February 28, 2009 through February 28, 2010. Effective with the renewal, the line of credit was increased to \$400,000 and the variable rate cannot fall below 4.25%. Advances under the line are restricted to 80% of eligible receivables.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

#### 4. Stock Options

During 1999, the Board of Directors of the Company adopted an Incentive Stock Option Plan (ISOP) and a Non-Statutory Stock Option Plan (NSOP). Eligibility for the ISOP is limited to employees and eligibility for the NSOP is limited to employees, consultants, and directors. Options vest over a four-year period. The total maximum shares available under the Plans are 250,000. The exercise price set under both plans will not be less than the estimated fair market value of the Company's stock at the date of grant. To date, 211,740 options have been granted under the ISOP, and 5,000 granted under the NSOP, with exercise prices ranging from \$.09 to \$4.85 for the ISOP, and \$0.05 for the NSOP. The Plans will terminate by vote of the Board of Directors or on November 29, 2009, whichever comes first. Under both Plans, no options will be granted after the termination date. The Plan does not constitute inducement of consideration for the employment of any employee or the service of any director. As of December 31, 2008, 143,100 options had been exercised. Management believes the fair value of the options is not significant. Exercise prices of options outstanding at December 31, 2008 range from \$.09 to \$4.85.

A summary of the status of the Company's Stock Option Plan as of December 31, 2008 and 2007, and changes during the years then ended, is presented below:

		2008	2007						
		Weighted		Weighted					
	Number of	Average	Number of	Average					
	<u>Shares</u>	Exercise Price	<u>Shares</u>	Exercise Price					
Outstanding at beginning of year	36,091	\$ 3.356	39,890	\$ 3.197					
Expired	(12,151)	4.317	(3,469)	1.768					
Exercised	_		(330)	0.878					
Outstanding at end of year	23,940	\$ <u>2.868</u>	36,091	\$ <u>3.356</u>					
Total exercisable	23,940	\$ <u>2.868</u>	32,331	\$ <u>2.732</u>					

The following table summarizes information about stock options outstanding at December 31, 2008:

Number Outstanding	Number <u>Exercisable</u>	Remaining Contractual Life	Weighted Average Exercise Price
23,940	23,940	4.7	\$ <u>2.868</u>

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

#### 5. Income Taxes

The actual tax expense differs from that calculated at the statutory federal rate of 34% principally because of the impact of net operating loss carryforward (NOL), state income taxes, state income tax credits, and the federal graduated rate structure. In 2008, there was no income tax expense as the Company used federal and state NOL carryforward previously included in the valuation allowance reducing deferred taxes. In 2007, there was no income tax benefit as management established a valuation allowance for the Company's NOL carryforward.

The components of income tax expense (benefit) are:

	Curren	<u>t</u>		<u>Deferred</u>		<u>Total</u>
2008 Federal State Less reserve	\$	-	<b>\$</b>	74,000 18,200 (92,200)	<b>\$</b>	74,000 18,200 (92,200)
	\$		<b>\$_</b>	-	<b>\$_</b>	_
<u>2007</u>						
Federal	\$	-	\$	(110,400)	\$	(110,400)
State		-		(6,100)		(6,100)
Less reserve				116,500		116,500
	\$	_	\$_	_	\$_	-

The components of the deferred tax asset (liability) at December 31 are:

Temporary differences related to:	<u>2008</u>	<u>2007</u>
NOL carryforward	\$ 365,000	\$ 267,900
Depreciation	(89,400)	· · · · · · · · · · · · · · · · · · ·
Customer list	15,000	7,000
Allowance for doubtful accounts	30,800	78,500
Customer installation fees	(112,800)	(106,000)
Other	<u>1,600</u>	1,400
Net deferred income tax benefits	210,200	279,000
Less valuation allowance	(210,200)	(279,000)
Deferred income tax asset after allowance	\$	\$

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

Management has established a valuation allowance to reduce its income tax receivable and deferred tax asset to an amount that is likely to be realized. The Company's federal NOL carryforward of approximately \$771,000 is set to expire from 2025 to 2028. The Company's state NOL carryforward of approximately \$1,490,000, which includes state depreciation recapture, is set to expire from 2023 to 2028.

#### 6. Leases

The Company leases its facilities under noncancelable operating leases expiring in various years through 2013. Total rent expense in 2008 and 2007 for all operating leases amounted to \$206,798 and \$211,469, respectively.

The Company's corporate headquarters is located in a 14,730 square foot facility in Biddeford, Maine. The facility is leased for five years with a five-year renewal option at the then prevailing market rate following its expiration at the end of December 2008. Management expects to renew this lease in 2009. The primary data hub is housed in a 4,174 square foot facility located in Portland, Maine. The lease is due to expire in May 2013.

Minimum lease commitments under noncancelable operating leases (including the expected renewal terms of the lease for the corporate headquarters) at December 31, 2008 are as follows:

2009	\$	70,958
2010		73,087
2011		75,299
2012		77,553
2013	<del></del>	79,849
Total minimum lease payments	\$	376,746

#### 7. Major Customer and Supplier

The Company derived approximately 10% and 9% of its revenues in 2008 and 2007, respectively, from one unrelated customer. Accounts receivable from this customer is reported as other receivables. Credit is extended to this customer without collateral. This contract is set to expire on December 31, 2009.

Through December 31, 2008, the Company purchased the majority of its access to network infrastructure and customer telecommunications lines from a single carrier, Fairpoint Communications. The Company purchased these services on a monthly basis, and access to these services is governed by Federal and State regulatory agencies. Total purchases of these services represented approximately 27% and 25% of total operating expenses in 2008 and 2007, respectively.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

#### 8. 401(k) Plan

The Company sponsors a 401(k) plan. Employees of the Company may elect to make contributions pursuant to a salary reduction agreement upon meeting age and length of service requirements. At the Board of Directors' discretion, the Company may also make profit sharing contributions to the plan. No profit sharing contributions were made during 2008 and 2007. The Company is required to make a safe harbor contribution based on 3% of eligible compensation. During 2008 and 2007, the Company's safe harbor contributions to the Plan totaled approximately \$92,000 and \$81,000, respectively.

#### 9. Acquisition of Customer List

During 2008, the Company completed a transaction to acquire a customer list from an Internet service provider located in Sanford, Maine. In exchange for the customer list, the Company agreed to pay the provider a percentage of related monthly cash receipts for a period of forty-eight (48) months. The total acquisition costs, including transaction costs, were estimated at \$330,000 and are included in customer lists, net of accumulated amortization at December 31, 2008. The Company will amortize the list using the straight-line method over forty-eight (48) months. At the time of acquisition the Company recognized a current deferred credit of approximately \$196,000 and a long-term deferred credit of approximately \$134,000.

Future amortization of customer lists is as follows:

2009	\$ 112,500
2010	112,500
2011	112,500
2012	98,750
2013	30,000

#### 10. Purchase Commitment

The Company executed an agreement dated April 21, 2008, to acquire from another carrier (the "Seller") fifty-six (56) single mode fibers ("Fiber Facility") between its data hub located at 340 Cumberland Avenue, Portland, Maine and its point of presence located at 8 Everett Street, Brunswick, Maine. The total cost of this Fiber Facility is projected to be approximately \$250,000. As of the balance sheet date, this Fiber Facility was under construction and scheduled for completion on or about April 15, 2009. Upon completion and acceptance of the Fiber Facility ("Effective Date"), the Company will commence payment of monthly equal installments to the Seller based on an annual interest rate of 15% over a term of thirty-six (36) months. The amount can be prepaid without penalty at any time. In addition, the Company executed a maintenance agreement with the Seller for its pro-rata share of maintenance costs as they are incurred and invoiced from time-to-time.

#### **Notes to Financial Statements**

#### December 31, 2008 and 2007

The Company also executed Guarantee Agreements with two of its officers including the majority shareholder (the "Guarantors") in order to reduce the risk that costs of the acquisition and maintenance of the Fiber Facility described herein will not be recovered in related revenues. The Guarantors guarantee that for the thirty-six (36) months (the "Term") following the Effective Date, the Company will be entitled to collect revenue from customers for use of the Fiber Facility at least equal to amounts paid monthly under the purchase and maintenance agreements. Revenue collected in excess of amounts paid under the purchase and maintenance agreements are payable to the Guarantors up to the maximum amount described below. The Guarantee Agreements specify a monthly calculation to determine what amounts, if any, may be payable either to the Guarantors by the Company or by the Guarantors to the Company. The Guarantors will share equally in the calculated payments and receipts during the Term. The aggregate payments from the Company to the Guarantors under the agreements, after deduction for payments made by the Guarantors to the Company shall not exceed the greater of \$25,000 (\$12,500 per Guarantor) or one-hundred fifty percent (150%) of the maximum (negative) difference following any of the Guarantee months.

#### 11. Contingencies

From time to time, the Company is involved in certain legal matters or disputes with a network access provider in the regular course of business. Management does not believe such matters or disputes will have a significant effect on the Company's financial statements or operations.

Instructions: Using the table below, please estimate the number of subscribers for each distinct type of service offering on a quarterly basis over the five year forecast period. Combine all service pricing tiers of broadband data services into a single service offering. The subscriber projections must be described separately by the type of services offered, and by type of entity (households, businesses, "strategic institutions" i.e., critical community facilities, community anchor institutions, and public safety entities) to which services are offered. For last mile subscribers, please also provide, on a separate sheet, your estimated take rate (the percentage of total customers passed who will subscribe to your service), along with a brief description of the methodology used to forecast these subscribers/take rates. Middle mile applicants should indicate their subscriber forecasts in terms of the entities served via the last mile service providers, community anchor institutions, or public safety entities that are connected to their middle mile network. Middle mile applicants should also provide a reasoned basis for these subscriber forecasts (e.g., agreements in principle with existing or planned last mile service providers, market studies, etc).

Household			YEA	AR 1			YE	AR 2		,	YE	AR 3	į.		YE	AR 4		YEAR 5					
Subscribers  Dark Fiber	YEAR 0	Qtr.	Qtr.	Qtr.	Qtr.	Qtr. 1	Qtr.	Qtr.	Qtr.	Qtr.													
Northern Ring	32,773			546	1092	1638	2184	2730	3276	3822	4368	4914	5460	6006	6552	7098	7644	8190	8736	9282	9828		
DownEast Ring	30,038			500	1000	1500	2000	2500	3000	3500	4000	4500	5000	5500	6000	6500	7000	7500	8000	8500	9000		
Southern Ring - Coastal	17,803			296	592	888	1184	1480	1776	2072	2368	2664	2958	3254	3550	3846	4142	4438	4734	5030	5326		
Southern Ring - Western	32,350			539	1078	1617	2156	2695	3234	3773	4312	4851	5390	5929	6468	7007	7546	8085	8624	9163	9702		

<b>Business Customers</b>			YEA	AR 1			YEA	AR 2	8		YEA	AR 3	16		YE	AR 4	8		YE	AR 5	
Dark Fiber	YEAR 0	Qtr.	Qtr. 2	Qtr.	Qtr.																
Northern Ring	100			1.8	3.6	5.4	7.2	9	10.8	12.6	14.4	16.2	18	19.8	21.6	23.4	25.2	27	28.8	30.6	32.4
DownEast Ring	100			1.8	3.6	5.4	7.2	9	10.8	12.6	14.4	16.2	18	19.8	21.6	23.4	25.2	27	28.8	30.6	32.4
Southern Ring - Coastal	100			1.8	3.6	5.4	7.2	9	10.8	12.6	14.4	16.2	18	19.8	21.6	23.4	25.2	27	28.8	30.6	32.4
Southern Ring - Western	100			1.8	3.6	5.4	7.2	9	10.8	12.6	14.4	16.2	18	19.8	21.6	23.4	25.2	27	28.8	30.6	32.4

Strategic Institution			YEA	AR 1	7		YEA	AR 2	,	4	YEA	AR 3	r.		YEA	AR 4	:	YEAR 5			
Dark Fiber	YEAR 0	Qtr.	Qtr. 1	Qtr.	Qtr.	Qtr.	Qtr.	Qtr.	Qtr.	Qtr. 4											
Northern Ring	117			1.9	3.8	5.7	7.6	9.5	11.4	13.3	15.2	17.1	19	20.9	22.8	24.7	26.6	28.5	30.4	32.3	34.2
DownEast Ring	158			2.6	5.2	7.8	10.4	13	15.6	18.2	20.8	23.4	26	28.6	31.2	33.8	36.4	39	41.6	44.2	46.8
000 000 000																					
Southern Ring - Coastal	122			2	4	6	8	10	12	14	16	18	20	22	24	26	28	30	32	34	36
Southern Ring - Western	177			2.9	5.8	8.7	11.6	14.5	17.4	20.3	23.2	24.1	27.0	29.9	32.8	35.7	38.6	41.5	54.4	57.3	60.2

Reasoned basis for subscriber forecasts: The following explains a methodology used for forecasting cumulative subscriber estimates. Q14, the Proposed Service Area for this Middle Mile Project, lists the census blocks for each of the fiber rings (the Norther Ring, DownEast Ring, Southern Ring – Coastal, and Southern Ring – Western. Included for this data are summaries of the total number of households, total number of businesses, and total number of critical community facilities. We assume a 30% take-rate for households, businesses, and community facilities for each of these fiber rings. So, the total number of households, total number of businesses, and total number of community facilities are divided by 30%. That quotient is then divided by 18 quarters. We assume that rural subscribers may be brought online to the fiber rings starting in Qrt 3 of Year 1 – this leaves 18 quarters remaining throughout years 1 through 5. We assume a balanced, consistent, growth throughout these quarters.

## SUBSCRIBER PROJECTION TABLE AND RATE PLANS VOICE SERVICES

# COMPLETE THE CHART BELOW FOR EACH PROPOSED FUNDED SERVICE AREA. FOR ALL OTHER SERVICE AREAS, PLEASE PREPARE A CHART THAT AGGREGATES THIS INFORMATION

#### **SERVICE AREA NAME:**

	Census	Year	r 1	Yea	ır 2	Yea	r 3	Yea	r 4	Year 5		
	Community	Res I		Res	Bus	Res	Bus	Res	Bus	Res	Bus	
1.											,	
2											9	
3												
4				2,3	£						8	
5												
6												
7												
8											20	
9					rs.						9	
10												
TOTAL												

Rates:

Residential Service

Business Service

Other (Specify):

Note: Complete a separate table for each service area.

#### VIDEO SERVICES

#### SUBSCRIBER PROJECTS AND RATE PLANS

COMPLETE THE CHART BELOW FOR EACH PROPOSED FUNDED SERVICE AREA. FOR ALL OTHER SERVICE AREAS, PLEASE PREPARE A CHART THAT AGGREGATES THIS INFORMATION

AME:
------

	Census Community		Year 1			Year 2			Year 3			Year 4		Year 5			
		Pkg 1	Pkg 2	Other	Pkg1	Pkg 2	Other	Pkg 1	Pkg 2	Other	Pkg 1	Pkg 2	Other	Pkg 1	Pkg 2	Other	
1			~~~			SAT.					O AL	200					
2																	
3																	
4																	
5																	
6																	
7																	
8																	
9																	
10																	
TOTAL																	

Rates:

Package 1: (ex. 150 basic channels / \$35)

2.

Package 2: (ex. 150 basic channels and

Premium / \$60)

Other (Specify):

**Note:** Complete a separate table for each service area. Column headings should be changed to reflect the name of the service package to be offered. Additional columns may be added for each year if more than three packages are offered.

## **Income Statement**

	Hist	torical	Forecast Period													
	N/A - Nev	v Company	Year '	1	Year 2		Year 3		Year 4		Year 5		Year 6			
Revenues																
Network Services Revenues:																
Local Voice Service	\$ -	\$	- \$	- \$	( <u>4</u>	\$	<u> 12</u>	\$	<u> 127</u>	\$	르	\$	( <del>2</del> )			
Broadband Data	\$ -	\$	- \$	- \$		\$	=	\$		\$	=	\$				
Video Services	\$ -	\$	- \$	- \$		\$	÷	\$	-	\$	±	\$				
Network Access Service Revenues	\$ -	\$	- \$	- \$	1,990,880	\$	2,481,760	\$	2,972,000	\$	3,173,680	\$	3,383,528			
Universal Service Fund	\$ -	\$	- \$	- \$		\$		\$		\$		\$				
Toll Service/Long Distance Voice	\$ -	\$	- \$	- \$		\$	_	\$	-	\$	_	\$	S=			
Installation Revenues	\$ -	\$	- \$	- \$		\$	-	\$	4-0	\$	-	\$	(=			
Other Operating Revenues	\$ -	\$	- \$	- \$		\$	_	\$	-	\$	_	\$	;=			
Other Revenues	\$ -	\$	- \$	-   \$		\$	<u>~</u>	\$	( <del>***</del> )	\$	<u>~</u>	\$	(E)			
Uncollectible Revenues	\$ -	\$	- \$	- \$		\$	_	\$	-	\$	-	\$	7-1			
STIGOTICOLIDIO FROVOTIGO		1		<del>-   *</del>	1905	+*		Ψ_	F 447/3/	Ť			(100)			
Total Revenues	\$ -	\$	- \$	- \$	1,990,880	\$	2,481,760	\$	2,972,000	\$	3,173,680	\$	3,383,528			
Expenses																
Backhaul	\$ -	\$	-   \$	-   \$	-	\$	-	\$	-	\$	-	\$	-			
Network Maintenance/Monitoring	\$ -	\$	- \$	-   \$		\$	350,000	\$	700,000	\$	700,000	\$	700,000			
Utilities	\$ -	\$	- \$	- \$		\$	430,848	\$	538,560		538,560		538,560			
Leasing	\$ -	\$	- \$	- \$		\$	20,000	\$	20,000		20,000	13 40	20,000			
Sales/Marketing/General Manager	\$ -	\$	- \$	- \$		\$	100,000	\$	100,000	100.00	100,000	20.75	100,000			
Customer Care	\$ -	\$	- \$	- \$		\$	45,000	\$	45,000	\$	45,000		45,000			
Billing	\$ -	\$	- \$	-   \$		\$	15,000	\$	15,000	\$	15,000		15,000			
Corporate G&A	\$ -	\$	- \$	- \$		\$	10,000	\$	10,000	\$	10,000	\$	10,000			
Other Operating Expense	\$ -	\$	- \$	- \$		\$	10,000	\$	- 10,000	\$	-	\$	10,000			
Other Operating Expende	·	<b>*</b>	T	- T	0.00	+	***	<u> </u>	99%	ΙΨ	VA	Ψ	0/102			
Total	\$ -	\$	- \$	- \$	215,424	\$	970,848	\$	1,428,560	\$	1,428,560	\$	1,428,560			
EBITDA	\$ -	\$	<u> </u>	- \$	1,775,456	\$	1,510,912	\$	1,543,440	\$	1,745,120	\$	1,954,968			
			100 T					3.400	*							
Depreciation	\$ -	\$	- \$	- \$	2 10 10 10 10 10 10 10 10 10 10 10 10 10	\$	317,536		317,536	<del></del>	317,536		317,536			
Amortization	\$ -	\$	- \$	- \$	~	\$	-	\$	¥	\$	=	\$	=			
9																
Earnings Before Interest and Taxes	-	\$	- \$	- \$	1,521,427	\$	1,193,376	\$	1,225,904	\$	1,427,584	\$	1,637,432			
Interest Expense - New RUS Debt	\$ -	\$	- \$	- \$		\$		\$		\$	_	\$				
Interest Expense - Existing RUS Debt	\$ -	\$	- \$	- \$		\$		\$		\$	<del>□</del>	\$	VIII.			
Interest Expense - Other	\$ -	\$	- \$	- \$		\$	<u>-</u>	\$	;= ;=	\$	<u>-</u>	\$				
				<del>-   *</del>		2000						F-00				
Income Before Taxes	\$ -	\$	- \$	- \$	1,521,427	\$	1,193,376	\$	1,225,904	\$	1,427,584	\$	1,637,432			
Property Tax	\$ -	\$	-   \$	-   \$	139,716	\$	279,432	\$	662,726	\$	666,445	\$	636,406			
Income Taxes	\$ -	\$	- \$	- \$			365,578		225,271		304,455		400,410			
					002,004	Ť	300,070	-			50 1, 100	*	100, 110			
Net Income	-	\$	- \$	- \$	829,027	\$	548,366	\$	337,907	\$	456,683	\$	600,615			

#### **Balance Sheet**

	Historical							Forecas	t Pe	riod				
Assets	N/A - New	Company		Year 1		Year 2		Year 3		Year 4		Year5		Year 6
Current Assets			Г				Γ		Π					
Cash	\$ -	\$ -	\$	=	\$	946,744	\$	1,846,335	\$	2,531,008	\$	3,288,731	\$	4,186,892
Marketable Securities	\$ -	\$ -	\$		\$		\$		\$		\$		\$	
Accounts Receivable	\$ -	\$ -	\$	2	\$	165,907	\$	206,813	\$	247,667	\$	264,473	\$	281,961
Notes Receivable	\$ -	\$ -	\$	=	\$	=	\$	=	\$		\$		\$	
Inventory	\$ -	\$ -	\$	5	\$	5	\$		\$	ā	\$		\$	
Prepayments	\$ -	\$ -	- 4	渔	\$	là là	\$	E	\$	9	\$	*	\$	9
Other Current Assets	\$ -	\$ -	\$	5	\$		\$	-	\$	=	\$	=	\$	
Total Current Assets	\$ -	\$ -	\$	759	\$	1,112,651	\$	2,053,148	\$	2,778,675	\$	3,553,204	\$	4,468,853
Non-Current Assets							1				1			
Long-Term Investments	- \$	\$ -	\$	_	\$	ا ـِ ا	\$	_	\$	_	\$	_	\$	_
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$		\$	- 5	\$	- 5	\$		\$		\$	
or the desire a rest of the oral morne edition)	†* -		+*		Ψ		Ψ		Ψ_		Ψ		+	
Plant in Service ("Three Ring Binder" Fiber Network)		\$ -	1	2,540,290	\$	5,080,581	\$	6,350,726	\$	6,350,726	\$	6,350,726	\$	6,350,726
Less: Accumulated Depreciation	\$ -	\$ -	\$	_,5.5,200	\$	(254,029)	\$	(571,565)	\$	(889,102)	\$	(1,206,638)	\$	(1,524,174)
Net Plant	T. T.	\$ -	1	2,540,290	\$	4,826,552	\$	5,779,161	\$	5,461,624	\$	5,144,088	\$	4,826,552
Other	\$ -	\$ -	\$	-	\$	- 1	\$	- 2	\$	-	\$	-	\$	
							Ĺ							
Total Non-Current Assets	\$ -	\$ -	\$	2,540,290	\$	4,826,552	\$	5,779,161	\$	5,461,624	\$	5,144,088	\$	4,826,552
							Г							
Total Assets	\$ -	\$ -	\$	2,540,290	\$	5,939,202	\$	7,832,309	\$	8,240,299	\$	8,697,292	\$	9,295,404
			_		_		_		_		_		_	
Liabilities and Owners' Equity				Year 1	┎	Year 2	匚	Year 3	┎	Year 4	歱	Year5		Year 6
Liabilities											Γ			
	1			ŀ	l	ŀ		ŀ		ì	1	ŀ	1	1
Current Liabilities				ŀ	1								[	
Accounts Payable	\$ -	\$ -	\$	:=	\$	29,595	\$	104,190	\$	174,274	\$	174,584	\$	172,081
Notes Payable	\$ -	\$ -	\$	=	\$	5	\$	-	\$		\$		\$	
Current Portion - Total RUS Debt	\$ -	\$ -	\$	12	\$	<u> </u>	\$	12	\$	9	\$	9	\$	=
Current Portion - Other Debt	\$ -	\$ -	\$		\$		\$	=	\$	=	\$		\$	
Other Current Liabilities	\$ -	\$ -	\$		\$		\$		\$		\$		\$	
Total Current Liabilities	- \$	\$ -	\$	-	\$	29,595	\$	104,190	\$	174,274	\$	174,584	\$	172,081
Long-Term Liabilities							1				1			
Existing RUS Debt	\$ -	\$ -	\$	=	\$	=	\$	=	\$		\$		\$	
Proposed RUS Debt	\$ -	\$ -	\$	æ	\$	9	\$	-	\$	5	\$		\$	
Existing non-RUS Debt	\$ -	\$ -	_		\$	5	\$		\$		\$		\$	
Total Long-Term Liabilities	\$ -	\$ -	\$	<u> </u>	\$		\$	120	\$		\$		\$	
			匚				匚				匚			
Total Liabilities	\$ -	\$ -	\$	756	\$	29,595	\$	104,190	\$	174,274	\$	174,584	\$	172,081
Owner's Equity											1			1
Capital Stock	\$ -	\$ -	\$	2,540,290	\$	5,080,581	\$	6,350,726	\$	6,350,726	\$	6,350,726	\$	6,350,726
Additional Paid-In Capital	\$ -	\$ -	\$	2,040,200	\$	5,000,301	\$	5,000,720	\$	0,550,720	\$	5,500,720	\$	5,500,720
Patronage Capital Credits	\$ -	\$ -	\$		\$		\$		\$		\$		\$	
Retained Earnings	\$ -	\$ -	_		\$	829,027	\$	1,377,393	\$	1,715,299	\$	2,171,983	\$	2,772,598
	3.7		\$	2,540,290	\$	5,909,607	\$	7,728,119	\$	8,066,025	4		-	9,123,324
Total Equity	\$ -	\$ -	1.9	2,540,290	4	100,606,6	Ψ	1,120,119	1 4	0,000,020	•	8,522,709	\$	9,123,324
Total Equity	\$ -	\$ -	<u> </u>	2,540,290	\$	5,909,607	*	1,120,119	•	8,066,025	•	8,522,709	*	9,123,324

# Statement of Cash Flows

	Historical			Forecast Period										
	N/A - Ne	w Company		Year 1		Year 2		Year 3		Year 4		Year 5		Year 6
Posinning Cook	¢	c	•	10.000	•		4	0/6 7/4	•	1 0/6 225	•	2 524 000	4	2 200 724
Beginning Cash	<b>4</b>	-   \$	- \$	57)	\$		\$	946,744	<b>3</b>	1,846,335	<b>3</b>	2,531,008	\$	3,288,731
CASH FLOWS FROM OPERATING ACTIVITIES:														
Net Income		÷x.	-	-		829,027		548,366		337,907		456,683		600,615
Adjustments to Reconcile Net Income to Net Cash						ediculo (1 - Dictività II), attigità processo		Selection 14 (1997) 1997 (1997)		**************************************		100 100 100 100 100 100 100 100 100 100		Street S
Provided by Operating Activities														
Add: Depreciation	2	₹	-	<i>≣</i> 3.		254,029		317,536		317,536		317,536		317,536
Add: Amortization	3	<u> </u>	22	<u>~</u> }		5 <u>=</u>		<u>=</u>		243		7 <u>~</u>		
Changes in Current Assets and Liabilities:														
Marketable Securities	3	€1	-	i <del>e</del> r		x=:		=		Ħ		×:=		_
Accounts Receivable		8	3			(165,907)		(40,907)		(40,853)		(16,807)		(17,487
Inventory	9	-:	-			-		-		=				-
Prepayments	3	24	2	2%		# <u>C</u> -		드				19 <u>7</u> 2		2
Other Current Assets	2	÷ .	-	<del></del>		27.		=				te.		
Accounts Payable	3	±9.	=	<b>*</b> **		29,595		74,595		70,084		310		(2,503
Other Current Liabilities		50	-	170/6		, a <del></del>		-		7.70		N <del>.</del>		
			2						3					
Net Cash Provided (Used) by Operations	\$	- \$	- \$	120	\$	946,744	\$	899,591	\$	684,673	\$	757,723	\$	898,161
CASH FLOWS FROM FINANCING ACTIVITIES:														
Notes Receivable	9	+x	-	-		-		-		-		-		-
Notes Payable		28	-	<b>4</b> 3		8 <b>4</b>		=		123		8 <sup>44</sup>		2
Principal Payments		<del>.</del>	-			4 <del>5.</del>		=		7 <del></del>		N <del></del>		-
New Borrowing		40	=	-0		-		_		-		æ		-
Private Equity - Formation & Investment in NewCo				2,540,290		2,540,290		1,270,145		62.7 72.6		1 <b>3</b>		0
Additional Paid-in Capital	5		-			-		-		-		/=		_
Additions to Patronage Capital Credits		24	2	<u> </u>		42		<u>=</u>		123		72		2
Payment of Dividends		#X	=	=		. <del></del>		=		-		S.H.		=
and the processor of the control of	=													
Net Cash Provided by Financing Activities	\$	- \$	- \$	2,540,290	\$	2,540,290	\$	1,270,145	\$	-	\$	s <del></del>	\$	
-	*		2012					2.1						
CASH FLOWS FROM INVESTING ACTIVITIES:	0													
Capital Expenditures		-1	-	12,701,452		12,701,452		6,350,726				s-		-
Capital Expenditures Reimbursed by Federal Grant	0 0	3	2	(10,161,162)		(10,161,162)		(5,080,581)		672.7 172.8		<b>13</b>		15
Amortizable Asset (Net of Amortization)	9	-x	=	<del>-</del> 1		-		_		<del>(=</del> )		o <del>-</del>		-
Long-Term Investments	4	26	<u>=</u>	(2)		12		<u> </u>		A24		NO.		
Net Cash Used by Investing Activities	\$	- \$	- \$	2,540,290	\$	2,540,290	\$	1,270,145	\$	-	\$	2.	\$	-
	-true				-				1000-	CHICA TO THE			5000	NAME OF THE PARTY
Net Increase (Decrease) in Cash	\$	- \$	- \$	•	\$	946,744	\$	899,591	\$	684,673	\$	757,723	\$	898,161
Ending Ocak	•	•	•		•	046 744	•	1 0/6 225	•	2 524 000	•	2 200 724	<b>6</b>	A 406 000
Ending Cash	Ψ	-   \$	- \$	-	\$	946,744	Ą	1,846,335	Ψ	2,531,008	) Þ	3,288,731	Ā	4,186,892

	PROJECTED REVENUE						
Professional State of the Control of	n of Financial nt Element	Description of Revenue(s)	Market / Customer Prospects	Assum ed Pricing	Current Market Price	Projected Quantity of Units (Fiber) Sold	Capacity of "Three Ring Binder" Fiber Network
Revenue	Base	Sales/leasing of fiber strands to begin in Year 2 as portions of the proposed Three Ring Binder ("3RB") Fiber Network reaches completion. Projected base revenues are expected to ramp up through 100% completion of the 3RB Fiber Network by the end of Year 3.	Customers who have already expressed interest in long-term leasing of fiber strands over the 3RB Fiber Network - predominantly 8-10 Telecommunications Carriers (including GWI) operating in the State of Maine and the University of Maine.	Price = \$10/mile/fiber strand/mo	Current market price is at best \$23/mile/fiber strand/mo from FairPoint Communications. Note, such fiber strands are rarely available, are limited to month to month terms, and are at risk re: changing regulatory conditions.	Total quantity of base fiber strands leased per projected revenues in Year 4 (first full year of operations post completion of 3RB Fiber Network) is equivalent to approximately 25,000 fiber strand miles	Total fiber capacity of the proposed 3RB Fiber Network is 1,020 miles x an average of 288 fiber strands or a total of 293,760 fiber strand miles.
Revenue	Growth beyond Year 4	Annual assumed growth rate beyond Year 4 is 6-7%.	Combination of additional leased fiber strands to existing and new customers.	Price = \$10/mile/fiber strand/mo	Current market price is at best \$23/mile/fiber strand/mo from FairPoint Communications. Note, such fiber strands are rarely available, are limited to month to month terms, and are at risk re: changing regulatory conditions.	Projected growth rate in annual revenue by Year 6 would add approximately 3,000 fiber strand miles over the 3RB Fiber Network.	Total fiber capacity of the proposed 3RB Fiber Network is 1,020 miles x an average of 288 fiber strands or a total of 293,760 fiber strand miles.

	PROJECTED COSTS & EXPENSES					
Description of Financial Statement Element	Description of Cost & Expense	Cost Justification	Assumed Quantity Annually	Assum ed Cost per Unit	Source of Average Costs & Units	Other Notes
Network Maintenance/Monitoring	Fiber Facility Maintenance / Road Jobs	Road Maintenance during any given year will likely drive costs related to movement of poles, etc.	On average costs equivalent to 2,000 pole moves per year.	\$350/Move (includes all related outsourced costs)	Fiber Construction Consultant (M. Curtis)	Due to the long-term planning of road construction projects, such costs are not expected to be incurred before Year 3.  Assumption for Year 3 is 50% of the average projected annual cost.
Utilities	Annual Pole Attachment Fees	Pole Attachment Fees are payable annually to the owner.	Projected Annual Attachment Fees are estimated as an average cost per mile over the entire 3RB Fiber Network totaling 1,020 miles.	\$528/Mile (rates are Tariffed)	Fiber Construction Consultant (M. Curtis)	Annual Attachment Fees are based on the Percentage of Completion of the Proposed 3RB Fiber Network in Years 1-3.
Leasing	Office Space	Minimal space needed for General Manager and Finance/Admin	1,000 Sq. ft. of Industrial Grade Office Space	\$20/sq. ft. / Year including utilities	Available office space for sublet	n/a
Sales/Marketing (General Manager)	General Manager of Maine Fiber Company	Oversee and manage all aspects of operations & finances	Single Headcount	\$100,000/Year fully loaded	Market	No such recurring costs before Year 3.
Customer Care	Outsourced Network Operations Center ("NOC")	Network Monitoring & Troubleshooting	Single Headcount Equivalent	\$45,000/Year Outsourced	Market	No such recurring costs before Year 3.
Billing	Outsourced Accounting	Billing, Collections & General Accounting	Fraction of a Headcount Equivalent	\$15,000/Year Outsourced	Market	No such recurring costs before Year 3.
Corporate G&A	Misc Other	Including Insurance & Professional Fees (ie Tax Return Prep)	n/a	\$10,000/Year	Market	No such recurring costs before Year 3.
Property Taxes	Personal Property Tax	State of Maine Personal Property Tax on Telecommunications Equipment & Facilities	Based on Cost of Facility applied to the pre-determined factor based on year of service	Current Mill Rate of \$22	State of Maine	n/a
Depreciation	Depreciation	Straight-line Depreciation Expense over estimated useful life	Useful Life of 20 years	n/a	Function of Capitlaized Cost of Project depreciated over 20 years.	No Depreciation before facilities are available and/or placed into service.
Income Tax	Fed & State Income Tax Expense	Estimated Fed & State Income Taxes on Net Income	Based on Projected Net Income before Tax	Blended Rate of 40%	n/a	n/a

### U.S. Department of Commerce Broadband Technology Opportunities Program

- (i) I certify that I am authorized to submit this grant application on behalf of the eligible entity(ies) listed on this application, that I have examined this application, that all of the information and responses in this application, including certifications, and forms submitted, all of which are part of this grant application, are material representations of fact and true and correct to the best of my knowledge, that the entity(ies) that is requesting grant funding pursuant to this application and any subgrantees and subcontractors will comply with the terms, conditions, purposes, and federal requirements of the grant program; that no kickbacks were paid to anyone; and that a false, fictitious, or fraudulent statements or claims on this application are grounds for denial or termination of a grant award, and/or possible punishment by a fine or imprisonment as provided in 18 U.S.C. §1001 and civil violations of the False Claims Act.
- (ii) I certify that the entity(ies) I represent have and will comply with all applicable federal, state, and local laws, rules, regulations, ordinances, codes, orders and programmatic rules and requirements relating to the project. I acknowledge that failure to do so may result in rejection or deobligation of the grant or loan award. I acknowledge that failure to comply with all federal and program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.
- (iii) I certify that the entity(ies) I represent has and will comply with all applicable administrative and federal statutory, regulatory, and policy requirements set forth in the DOC Pre-Award Notification, published in the Federal Register on February 11, 2008 (73 FR 7696), as amended; DOC Financial Assistance Standard Terms and Conditions (Mar. 8, 2009); DOC American Recovery and Reinvestment Act Award Terms (April 9, 2009); and any Special Award Terms and Conditions that are included by the Grants Officer in the award."

August 18,2009
(Date)

Breft Misener

Name:

Network Physician Manager

Title:

#### **ASSURANCES - CONSTRUCTION PROGRAMS**

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0042), Washington, DC 20503.

## PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET, SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

**NOTE**: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the Awarding Agency. Further, certain Federal assistance awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

- Has the legal authority to apply for Federal assistance, and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project costs) to ensure proper planning, management and completion of the project described in this application.
- Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, the right to examine all records, books, papers, or documents related to the assistance; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
- 3. Will not dispose of, modify the use of, or change the terms of the real property title, or other interest in the site and facilities without permission and instructions from the awarding agency. Will record the Federal awarding agency directives and will include a covenant in the title of real property acquired in whole or in part with Federal assistance funds to assure non-discrimination during the useful life of the project.
- Will comply with the requirements of the assistance awarding agency with regard to the drafting, review and approval of construction plans and specifications.
- 5. Will provide and maintain competent and adequate engineering supervision at the construction site to ensure that the complete work conforms with the approved plans and specifications and will furnish progress reports and such other information as may be required by the assistance awarding agency or State.
- Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
- Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.

- Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
- Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
- 10. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race. color or national origin: (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681 1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee 3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing: (i) any other nondiscrimination provisions in the specific statute(s) underwhich application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.

- 11. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal and federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
- 12. Will comply with the provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.
- 13. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333) regarding labor standards for federally-assisted construction subagreements.
- 14. Will comply with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
- 15. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the

- National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
- Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
- 17. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq).
- 18. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-1 33, "Audits of States, Local Governments, and Non-Profit Organizations."
- Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.

*SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL	*TITLE GENERA! COUNSE!
*APPLICANT ORGANIZATION Biddeford INTERNET CORPORATION	*DATE SUBMITTED 8/13/09

#### CERTIFICATION REGARDING LOBBYING

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying." The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

#### LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connecction with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying." in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

#### Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

BI defoRd / NTERNET QUEFORATION	BTO P
PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE	
Frederick SAMP GENERAL COUNSEL	
SIGNATURE	DATE
1 Jodecel Court	8/13/67

#### DISCLOSURE OF LOBBYING ACTIVITIES

Approved by OMB 0348-0046

Standard Form LLL (Rev. 7-97)

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352 (See reverse for public burden disclosure.)

1. Type of Federal Action: 2. Status of Federal Action: 3. Report Type:  $\overline{\alpha}$ , a. initial filing a. bid/offer/application a. contract b. grant b. initial award b. material change c. cooperative agreement c. post-award For Material Change Only: \_ quarter \_ d. loan e. loan guarantee date of last report f. loan insurance 4. Name and Address of Reporting Entity: 5. If Reporting Entity in No. 4 is a Subawardee, Enter Name **Prime** Subawardee and Address of Prime: Tier \_\_\_\_\_, if known: Biddeford INTERNOT CORDORATION 8 formellers St. Biddeford, MC 04005 Congressional District, if known: 1- MAINE Congressional District. if known: 6. Federal Department/Agency: 7. Federal Program Name/Description: BYDA NITIA CFDA Number, if applicable: 8. Federal Action Number. if known: 9. Award Amount. if known: 10. a. Name and Address of Lobbying Registrant b. Individuals Performing Services (including address if (if individual, last name, first name, MI): different from No. 10a) (last name, first name, MI): NONE Information requested through this form is authorized by title 31 U.S.C. section
 1352. This disclosure of tobbying activities is a material representation of fact Signature: upon which reliance was placed by the tier above when this transaction was made Print Name: Frederice or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be reported to the Congress semi-annually and will be available for Title: GENERAL COUNSEL public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less that \$10,000 and not more than \$100,000 for 602-1136 Telephone No.: 207 Date: 2/13. each such failure. Authorized for Local Reproduction Federal Use Only:

#### INSTRUCTIONS FOR COMPLETION OF SF-LLL, DISCLOSURE OF LOBBYING ACTIVITIES

This disclosure form shall be completed by the reporting entity, whether subawardee or prime Federal recipient, at the initiation or receipt of a covered Federal action, or a material change to a previous filing, pursuant to title 31 U.S.C. section 1352. The filing of a form is required for each payment or agreement to make payment to any lobbying entity for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with a covered Federal action. Complete all items that apply for both the initial filing and material change report. Refer to the implementing guidance published by the Office of Management and Budget for additional information.

- 1. Identify the type of covered Federal action for which lobbying activity is and/or has been secured to influence the outcome of a covered Federal action.
- 2. Identify the status of the covered Federal action.
- 3. Identify the appropriate classification of this report. If this is a followup report caused by a material change to the information previously reported, enter the year and quarter in which the change occurred. Enter the date of the last previously submitted report by this reporting entity for this covered Federal action.
- 4. Enter the full name, address, city, State and zip code of the reporting entity. Include Congressional District, if known. Check the appropriate classification of the reporting entity that designates if it is, or expects to be, a prime or subaward recipient. Identify the tier of the subawardee, e.g., the first subawardee of the prime is the 1st tier. Subawards include but are not limited to subcontracts, subgrants and contract awards under grants.
- If the organization filing the report in item 4 checks "Subawardee," then enter the full name, address, city, State and zip code of the prime Federal recipient. Include Congressional District. if known.
- 6. Enter the name of the Federal agency making the award or loan commitment. Include at least one organizationallevel below agency name, if known. For example, Department of Transportation, United States Coast Guard.
- 7. Enter the Federal program name or description for the covered Federal action (item 1). If known, enter the full Catalog of Federal Domestic Assistance (CFDA) number for grants, cooperative agreements, loans, and loan commitments.
- Enter the most appropriate Federal identifying number available for the Federal action identified in item 1 (e.g., Request for Proposal (RFP) number; Invitation for Bid (IFB) number; grant announcement number; the contract, grant, or loan award number; the application/proposal control number assigned by the Federal agency). Include prefixes, e.g., "RFP-DE-90-001."
- 9. For a covered Federal action where there has been an award or loan commitment by the Federal agency, enter the Federal amount of the award/loan commitment for the prime entity identified in item 4 or 5.
- 10. (a) Enter the full name, address, city, State and zip code of the lobbying registrant under the Lobbying Disclosure Act of 1995 engaged by the reporting entity identified in item 4 to influence the covered Federal action.
  - (b) Enter the full names of the individual(s) performing services, and include full address if different from 10 (a). Enter Last Name, First Name, and Middle Initial (MI).
- 11. The certifying official shall sign and date the form, print his/her name, title, and telephone number.

According to the Paperwork Reduction Act, as amended, no persons are required to respond to a collection of information unless it displays a valid OMB Control Number. The valid OMB control number for this information collection is OMB No. 0348-0046. Public reporting burden for this collection of information is estimated to average 10 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0046), Washington, DC 20503.

## CERTIFICATION REGARDING LOBBYING LOWER TIER COVERED TRANSACTIONS

Applicants should review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying."

#### **LOBBYING**

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

#### Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

NAME OF APPLICANT	AWARD NUMBER AND/OR PROJECT NAME
Biddeford INTERNET CORPORATION	Brot
PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE	
Trederick SAMP, GENERAL COUNSE!	
SIGNATURE Loderek Samp	DATE 8/13/69

### **Equal Opportunity and Nondiscrimination Certification**

## U.S. Department of Agriculture Broadband Initiatives Program

All loans and grants made under the Broadband Initiatives Program are subject to the nondiscrimination provisions of Title VI of the Civil Rights Act of 1964, as amended, (7 C.F.R. Part 15); Section 504 of the Rehabilitation Act of 1973, as amended, (29 U.S.C. 901 et seq; 7 C.F.R. Part 15b); and the Age Discrimination Act of 1975, as amended (42 U.S.C. 6101 et seq.; 45 C.F.R. Part 90), and Executive Order 11375, Amending Executive Order 11246, Relating to Equal Employment Opportunity (3 C.F.R. 1966, 1970).

All recipients of financial assistance from Rural Development, the prospective primary participant commits to carry out Rural Development's established policy to comply with the requirements of the above laws and executive orders to the effect that no person in the United States shall, "on the basis of race, color, national origin, handicap, or age, be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under the Broadband Initiatives Program.

We Bideford NTCLET CRP. (the recipient under the said Broadband Initiatives Program and executive orders.	Applicant) hereby certify that, as a prospective n, we will comply with the above referenced laws
8/13/09	Frederick Samp
Date	(Authorized Representative's Signature)
	Frederick SAMP
	Name:
	General Counsel
	Title:

### **Certification Regarding Architectural Barriers**

### U.S. Department of Agriculture Broadband Initiatives Program

All facilities financed with Rural Development loans that are open to the public, or in which physically handicapped persons may be employed or reside, must be designed, constructed, and/or altered to be readily accessible to, and usable by, handicapped persons. Standards for these facilities must comply with the Architectural Barriers Act of 1968, as amended, 42 U.S.C. §4151 et seq.) and with the Uniform Federal Accessibility Standards (UFAS), (Appendix A to 41 C.F.R. subpart 101-19.6).

As a prospective primary participant recipient of financial assistance from Rural Development, this organization commits to carry out Rural Development's established policy to comply with the requirements of the above referenced law to the effect that all facilities must be readily accessible to and usable by handicapped persons.

We, Bradefold INTERPET CONTROLL RECIPIENT UNDER THE RURAL Broadband Access I will be in compliance upon completion of the	(the Applicant) hereby certify that, as a prospective Loan and Loan Guarantee Program, we are in compliance, or Project, with the above referenced law.
413/09	Frederik Somp
Date	(Authorized Representative's Signature)
	Frederick SAMP
	Name:
	General Cause 1
	Title•

## Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 Certification

## U.S. Department of Agriculture Broadband Initiatives Program

We, <u>Biddeford</u> INTERNET COLP. (the comply with the Uniform Relocation Assistance and R amended, 42 U.S.C. §4601 et seq., and with implement C.F.R. Part 21.	Applicant) assure the U.S. government that we will Real Property Acquisition Policies Act of 1970, as a nting federal regulations in 49 C.F.R. Part 24 and 7				
Specifically, we assures that whenever Federal financi of a program or Project which will result in the displace					
(a) Fair and reasonable relocation payments and as persons in accordance with sections 202, 203, a					
(b) Relocation assistance programs offering the ser shall be provided to displaced persons; and	(b) Relocation assistance programs offering the services described in section 205 of the Uniform Act shall be provided to displaced persons; and				
(c) Within a reasonable period of time prior to disp be available to displaced persons in accordance					
8/13/09	(Authorized Representative's Signature)				
Date	(Authorized Representative's Signature)				
	Frederick SAMP				
	Name:				
	Trederick SAMP Name: General Counsel				
•	Title:				

# Certification Regarding Debarment, Suspension, and Other Responsibility Matters – Primary Covered Transactions

## U.S. Department of Agriculture Broadband Initiatives Program

	ion, 7 C.F.R. § 3017.510, Participants' Respo	
(1)	We, Bidgetald INTERNET COR "Company") hereby certify to the best of our nor any of its principals:	(the Applicant) (hereinafter the r knowledge and belief that neither the Company,
		oposed for Debarment, declared ineligible, or ansactions by any Federal department or agency;
	judgment rendered against them for c connection with obtaining, attempting local) transaction or contract under a antitrust statutes or commission of em	g this proposal been convicted of or had a civil ommission of fraud or a criminal offense in g to obtain, or performing a public (Federal, State, or public transaction; violation of Federal or State abezzlement, theft, forgery, bribery, falsification or tatements, or receiving stolen property;
		e criminally or civilly charged by a governmental ommission of any of the offenses enumerated in and
	(d) have within a 3-year period preceding transactions (Federal, State, or local)	
(2)	If we are unable to certify to any of the state explanation hereto.	ments in this certification, we shall attach an
8/13	3/09	Tulenck Somp
Date	,	(Authorized Representative's Signature)
		Frederick SAMP Name: GENERAL COUNSEL
		Name.
		OENERAL COUNSEL

## U.S. Department of Agriculture Broadband Initiatives Program

We, Biddeford INTERNET CORP. (the Applicant) the undersigned certify, to the best of our knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on our behalf, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, we shall complete and submit Standard Form-LLL, Disclosure Form to Report Lobbying, in accordance with its instructions. See <a href="http://www.whitehouse.gov/omb/grants/sflllin.pdf">http://www.whitehouse.gov/omb/grants/sflllin.pdf</a> for Disclosure Instructions.
- (3) We shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31 U.S.C. § 1352. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

8/3/0 G Date (Authorized Representative's Signature)

Name

GENERAL COUNSEL

Title: