



February 17, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

As Chancellor of the Community College System of New Hampshire (CCSNH), I urge you to approve the statewide broadband proposal submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. I further assure you of the commitment of CCSNH to participate fully in this initiative and deploy our expertise and effort to ensure the success of the project. The Broadband network proposed in this grant application will play a major role in positioning the Community College System and the State of NH to meet the needs of our citizens for access to information, economic and learning resources.

CCSNH consists of seven community colleges that stretch from the seacoast and southern border of the state to the far northern border with Canada. The colleges are open access institutions, proud of their strong ties with their host communities and with the regions they serve. No other institution in the state offers a similar breadth of access to education and training. This access encompasses affordability, student support services, program array, flexibility of course delivery methods and scheduling, student composition, and geographic reach.

Enrollment at our institutions statewide has increased 72% over the last decade, with a 12% jump just last fall over the previous year. Enrollment in on-line courses at the community colleges has nearly doubled in the period 2007-2010. For a variety of reasons, growing numbers of people are looking to community colleges for job training, affordable and accessible educational pathways, and an array of opportunities. We understand and embrace our role in delivering the services our citizens need to thrive in a challenging economy.

As overall demand for community colleges increases, additional network bandwidth will be required to effectively and efficiently meet the needs of our growing student enrollments and the integrated needs of our communities. Additional bandwidth will be essential to our campuses in supporting and delivering courses which provide a path to


certificates, degrees and job training in high-demand fields, including programs that address national priorities like the STEM fields, green jobs, allied health, and teacher training.

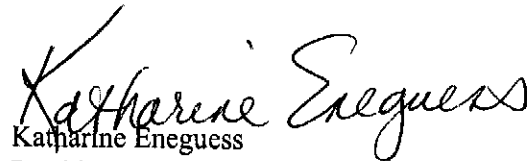
Significant disparity of opportunity exists within NH from one region to another. Due to insufficient bandwidth, large regions of New Hampshire are without the capacity to effectively access learning resources. These areas, not surprisingly, are also those where economic challenges are the more pronounced. CCSNH has made an effort to extend the borders of our campuses by offering online courses and by opening academic centers in the northern and rural western regions of New Hampshire where there is a need for our courses and job training. The Broadband network/middle mile solution proposed in this grant application will link the College campuses and the academic centers into one cohesive entity which will provide greater opportunity for the students and communities.

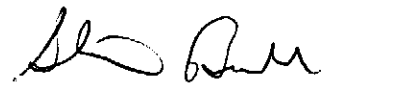
CCSNH has a long-standing good working relationship with the University System of New Hampshire and the state's private colleges and universities, and we look forward to working together to implement the plans described in this proposal.


I am joined in this letter of support by the Presidents of the seven Community Colleges in New Hampshire, whose signatures appear below.

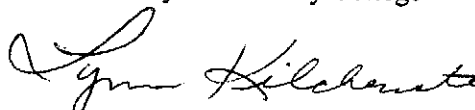
Sincerely,

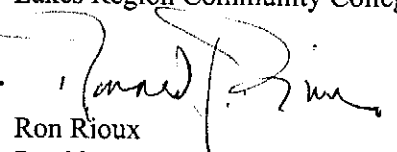
  
Dr. Richard A. Gustafson  
Chancellor


  
Katharine Eneguess  
President  
White Mountains Community College

  
Steven Budd  
President  
River Valley Community College

  
Dr. Mark Edelstein  
President  
Lakes Region Community College

  
Lynn Kilchenstein  
President  
NHTI-Concord's Community College

  
Ron Rioux  
President  
Manchester Community College

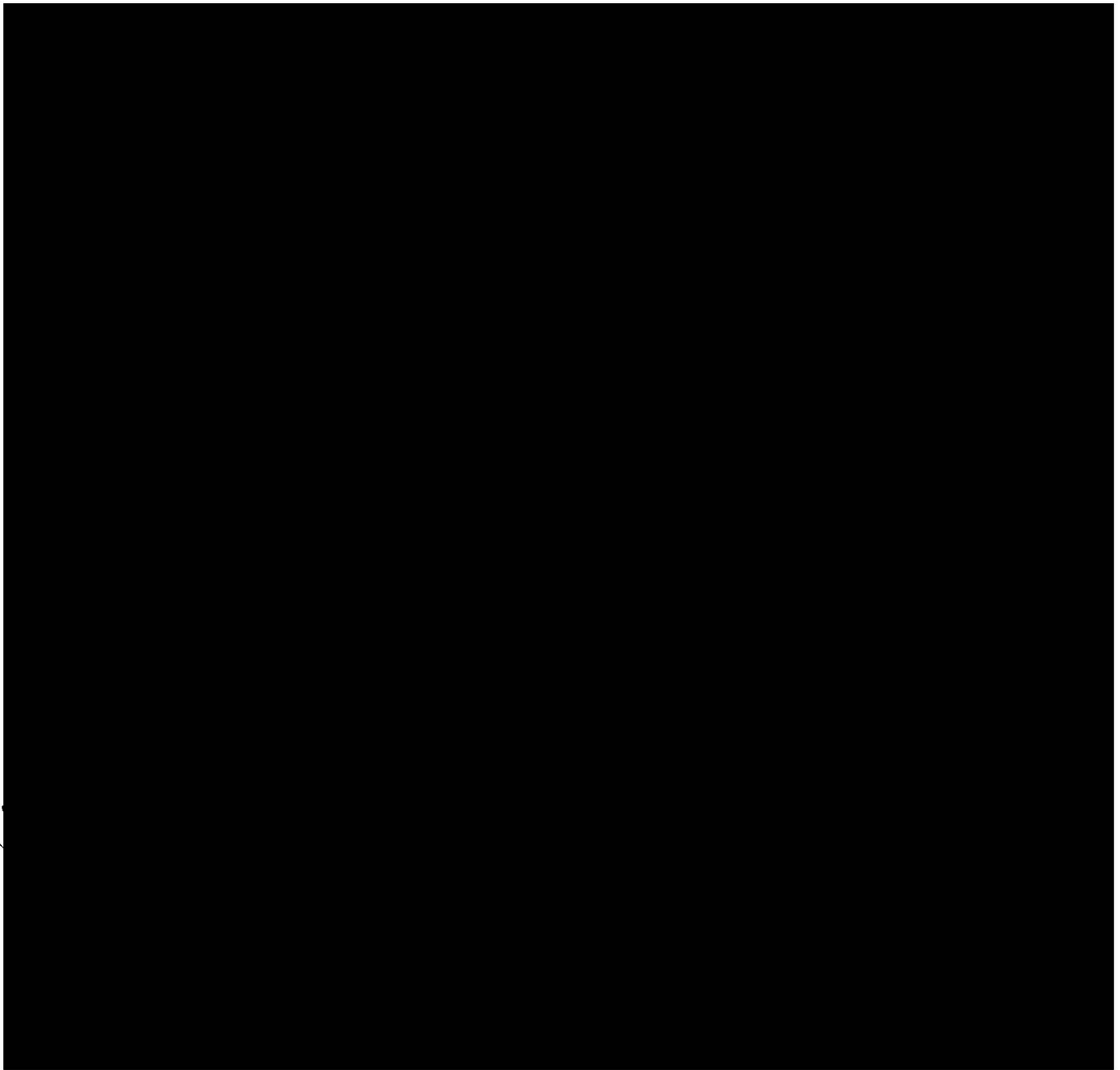
  
Lucille Jordan  
President  
Nashua Community College

  
Wildolfo Arvelo  
President  
Great Bay Community College

This letter of intent ("LOI")




[REDACTED]




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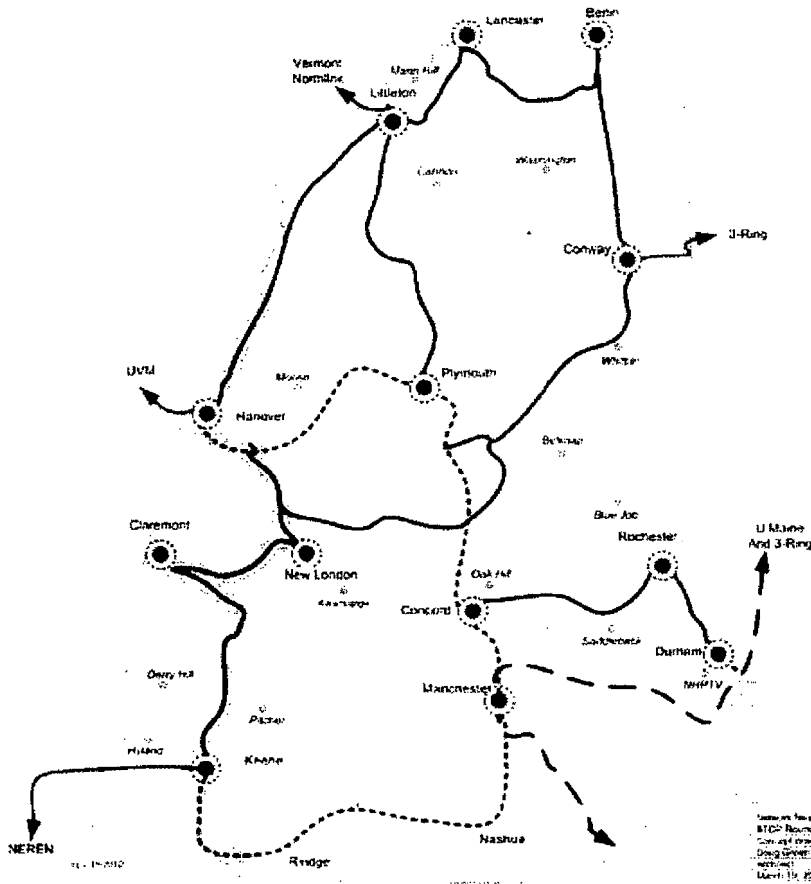


# Schedule 1: Map

## Network New Hampshire Now Concept

-  **Mid-range Fiber** BTOP 2 - proposed
-  **Fast-track Fiber** BTOP 2 - proposed
-  **Microwave** BTOP 2 - proposed

-  Fiber - NH/NSF - under construction
-  Fiber - UMS-USNH - existing
-  Neighbor networks



Network New Hampshire Now  
BTOP Round 2  
Concept Drawing  
Original Date: 12/14/2010  
Revised: 04/15/2011

March 24, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Re: **Network New Hampshire Now (#4248)**

Dear Assistant Secretary Strickling:

On behalf of Monadnock Economic Development Corporation (MEDC) I wish to express our commitment to partnering with the University of New Hampshire, the New Hampshire Community Development Finance Authority (NH-CDFR), communities, anchor institutions and other partners to submit a joint application to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program.

New Hampshire FastRoads (FastRoads), our key community fiber to the premises (FTTP) network system, is not yet an incorporated entity. MEDC, a 25-year-old non-profit, economic development corporation in Keene, NH, will act as the FastRoads initial fiscal agent and receive loans and grants on its behalf that will be used for matching funds for middle and last mile activities included in the Network New Hampshire Now grant application for BTOP funding.

[Redacted]

[Redacted]

Sincerely,



Jack Dugan  
President

# University System of New Hampshire



CHANCELLOR'S OFFICE

Dunlap Center  
25 Concord Road  
Durham, NH 03824-3546  
Phone: (603) 862-0918  
Fax: (603) 862-0908  
www.usnh.edu

March 20, 2010

The Honorable Larry Strickling, Ph.D.  
Assistant Secretary of Communications and Information  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue, NW  
Washington, DC 20230

Dear Dr. Strickling:

Broadband throughout New Hampshire is critical for the citizens of our state and for the success of our educational system. I am writing in support of the Network New Hampshire Now project (#4248). The project submitted to the Broadband Technology Opportunities Program (BTOP) addresses compelling problems outlined in the New Hampshire Broadband Action Plan of 2008. The University System of New Hampshire (USNH) has actively participated in the development of the proposal and shares the vision embodied in it. We look forward to continuing to work with our colleagues to realize that shared vision.

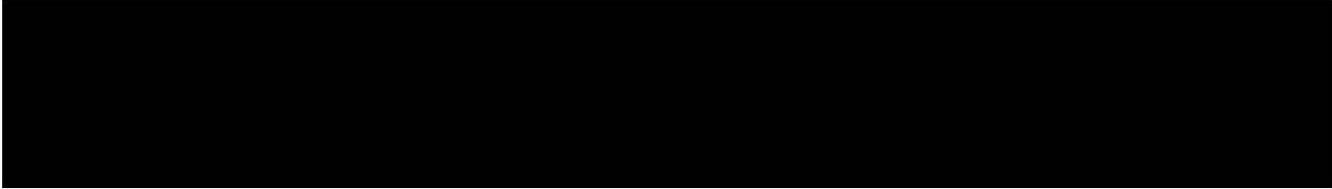
New Hampshire has rich natural resources and a long history of effective use of those resources. The State's continued economic development requires a strong cyberinfrastructure in order to maintain that tradition in the twenty-first century. Our Board of Trustees is committed to use of technology in our programs, and we have funded a project to increase rich media use in USNH courses. Our institutions have implemented on-line and hybrid programs to extend access to our services, but we are hampered by the inadequate broadband connectivity throughout the state. In addition to large areas that lack connectivity, much of the state suffers from insufficient competition to make broadband both available and affordable.

We welcome the BTOP round two emphasis on middle mile connectivity of anchor institutions. Increasingly, the role of the University System involves collaboration among our institutions and other anchor institutions. USNH and the Community College System of New Hampshire have developed a strong collaboration in order to provide a pathway to degree completion. Unfortunately, bandwidth limitations force us to duplicate services where we might otherwise gain efficiencies. For example, with adequate cyberinfrastructure, expensive high tech scientific

UNIVERSITY SYSTEM OF NEW HAMPSHIRE

University of New Hampshire • Plymouth State University • Keene State College • Granite State College

equipment could be shared and business support systems could be consolidated. Research is increasingly conducted by multi-institutional teams.



We believe that a modern cyberinfrastructure is critical to the future of New Hampshire. The network needs outlined in this proposal align with the direction of New Hampshire, NTIA and the FCC's recently released National Broadband Plan. I appreciate your positive consideration of this important proposal. If I can provide further evidence of my support for this grant proposal, please do not hesitate to contact me. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "Edward R. MacKay".

Edward R. MacKay  
Chancellor





March 8, 2010

The Honorable Larry Strickling

Assistant Secretary of Communications and Information  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave. NW  
Washington, D.C. 20230

Re: Broadband Technology Opportunities Program, CCI Program

On behalf of New Hampshire Public Television, I am writing in support of the State of New Hampshire application under the Broadband Opportunities Technology Programs (BTOP). This comprehensive proposal addresses the critical infrastructure needs in New Hampshire for core institutions and public safety and will provide open access to commercial providers for last mile deployment of broadband. The University of New Hampshire is the designated applicant for the State of New Hampshire and will serve as the entity of authority during the implementation phase.

In one particular part of this application, the shared microwave wireless network, State agencies and New Hampshire Public Television have worked diligently to find areas where there are existing separate microwave and public safety infrastructure that can be improved to the betterment of the state and its citizens. By utilizing ARRA funds these agencies and NHPTV can consolidate radio equipment and combine antennas thereby freeing premium tower space for broadband use by commercial partners contained in this grant application. With the awarding of this grant, state agencies will be able to negotiate agreements with a fiber vendor to secure greater bandwidth through incentivized build out of these remote mountaintop areas. This provides an excellent return on investment, and meets the key criterion of serving public safety, citizens of New Hampshire, and anchor institutions in the state through the BTOP's program.

For New Hampshire Public Television, as the New Hampshire's only statewide network, this grant will allow the station to enhance its service to its residents through expanded educational and general audience program services. Specially, it will allow us to provide broadband education for job retraining, enhance professional development, and to bring the state together by utilizing technology to foster citizen participation in deliberative discussions. At the heart of this project is the ability of every citizen to participate from their key remote communities around the state. It will further provide a robust means of delivering high-speed data to public safety vehicles utilizing New Hampshire Public Television's DTV transmitters and mobile datacasting.

This project represents far more than a request for funding; it is the culmination of collaboration and effort between diverse agencies and stakeholders. By providing us with the opportunity to purchase new technology, you have also stimulated the discussion by which we work together to integrate our wireless tower sites and state middle-mile backbone.

We urge you to consider this application for funding and I look forward to working with our partners to assist in its implementation.

Sincerely,

A handwritten signature in black ink that reads "Peter A. Frid". The signature is written in a cursive style with a large initial "P".

Peter A. Frid  
President and CEO



# State of New Hampshire

DEPARTMENT OF SAFETY

John J. Barthelmes, Commissioner of Safety

**Division of State Police**

James H. Hayes Safety Building, 33 Hazen Drive, Concord, NH 03305

Telephone: 603-271-2450



Colonel Frederick H. Booth  
*Director*

March 19, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of the New Hampshire State Police, I wish to express our commitment to the statewide broadband proposal submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. As you no doubt are aware, the New Hampshire State Police is a provider of public safety services throughout the entire State of New Hampshire. As such, the Division is a heavy user of broadband Internet services that assist Division members with everything from criminal investigations to the gathering of intelligence data dealing with Homeland Security. It also provides a rapid and efficient resource in which to communicate out to Division personnel and the general public whom we serve. Given the current coverage limitation within our State, we have found that a fair number of communities that we serve and in which our Troopers reside, do not have access to broadband internet services, which not only severely hinders our ability to effectively and efficiently perform our job responsibilities but also impacts local Law Enforcement agencies and their ability to do the same. While the hybrid fiber / microwave network being proposed will substantially expand Internet access into areas not previously covered it is worth noting that it will also provide a critical fault tolerant backbone for public safety throughout the State of New Hampshire.

The proposal that is before you also addresses the need to pursue and expand upon opportunities that exist within data-casting. Data-casting is the term being used to describe the transmission of data that can be encoded into the excess bandwidth left-over from digital television signals currently in use. Excess bandwidth provides for data transfer rates of up to 1 Mb/sec and this can be accomplished with relatively inexpensive equipment. It is also worth noting that the data being transmitted in this manner can be fully encrypted and can also be targeted to specific receivers operating within the television station coverage area. This technology and the opportunity to work with the broadcasting community to expand in this area is essential to public safety in general, but especially to public safety agencies and personnel here in New Hampshire. With that in mind, please note that one of the partners in this application, New Hampshire Public Television, has committed to providing data-casting services for public safety through its statewide network of Digital Television stations. This is a tremendous opportunity that must be pursued.

In New Hampshire, not unlike many other areas around the country, it is virtually impossible for law enforcement, as well as Fire / EMS, agencies to acquire any additional communications frequencies within the bandwidth specifically having been set aside for this purpose. In 1996, given these limitations, the New Hampshire State Police was one of the first agencies in the country to begin building an APCO25 radio infrastructure and network that would specifically facilitate the broadcasting of both data and analog (voice) over the same frequency. While successful in it's mission of providing important Officer Safety related data out to the cruiser, we quickly realized that a data transmission speed of only 9.6 Kb/sec would severely limit our ability to transmit digital images of fleeing suspects, escapees, victims of kidnap, or even an elderly Alzheimer patient that may have wandered away from home, or health care facility. With a current data transmission speed of only 9.6 Kb/sec, information such as building floor plans, or geographical area layout, could not readily be transmitted to responding public safety personnel who may find themselves having to deal with an armed suspect(s) in a public building, such as a school, or on one of the many College / University campuses here in the State. Such limitations could severely affect the outcome and number of casualties associated with such high-risk events. It is also worth noting that there are no other state-wide alternatives available to public safety personnel, such as cellular technologies which don't provide statewide coverage, due in large part to the geographical terrain here in our State and the population concentrations which lie primarily in the southern part of the State. Circumstances such as these make it highly unlikely that commercial providers of this technology will expand to the northern regions of the State significantly over the next decade.

For these reasons, we here at the New Hampshire State Police are enthusiastically committed to the statewide broadband proposal submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. We strongly encourage the funding and construction of this project, and we look forward to being a customer of the finished network project. Thank you so much for your time and consideration in this regard.

Sincerely,



Colonel Frederick H. Booth

Director

New Hampshire State Police



**Northern Community Investment Corporation**  
*Delivering Resources to Expand Our Region's Economy*

347 Portland Street  
Saint Johnsbury, VT 05819

Ph: 802.748.5101  
Fax: 802.748.1884  
Website: [www.ncic.org](http://www.ncic.org)  
Email: [ncic@ncic.org](mailto:ncic@ncic.org)

Also Located in:  
Lancaster and Plymouth, NH

March 22, 2010

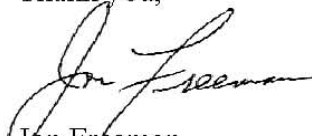
The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of our Wireless LINC project, I wish to express our commitment to the statewide broadband proposal titled Network New Hampshire Now (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Our region is impacted directly by a lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

Wireless LINC is a non-profit publicly funded partnership delivering open access state-of-the-art broadband services to regions that otherwise have antiquated telecommunications yet can offer no return on investment to private solutions because of the low population and dramatic terrain. We are in need of redundant fiber sources and presently transport broadband.

Thank you,



Jon Freeman  
President



7 Wall Street, Concord, NH 03301  
Phone: (603) 224-6669 | Fax: (603) 225-7425  
info@communityloanfund.org  
[www.communityloanfund.org](http://www.communityloanfund.org)

March 24, 2010


Jack Dugan, Executive Director  
Monadnock Economic Development Corporation  
39 Central Square, Suite 201  
Keene, NH 03431

Dear Mr. Dugan:

- ✓ construction costs to: build middle-mile fiber optic cable; augment middle-mile fiber optic cable being constructed with BTOP funds by the New Hampshire Fiber Network; and augment middle-mile fiber optic construction or existing fiber optic cable routes;
- ✓ construction costs for last-mile BTOP-funded fiber optic cable and related broadband construction; and
- ✓ initial operating losses and operating expenses during the BTOP grant period of the Fast Roads development project in order to facilitate development of an open-access broadband network of primarily fiber optic cable to communities and premises statewide.

The continued economic development of New Hampshire's least affluent communities depends on their connection to broadband networks. The goal of this project is vitally important to the people of New Hampshire. If you have any questions please contact me at (603) 224-6669.

Thank you,

  
Juliana Eades  
President

cc: Kathy Bogle Shields, NH Community Development Finance Authority



March 25, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of the City of Claremont, I wish to express our commitment to the statewide broadband proposal titled Network New Hampshire Now (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Some residents and businesses within the City of Claremont are impacted by a lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

Robust and reliable broadband connectivity is critical to our community. We rely on broadband to promote new business, help our small businesses grow, telemarketing from home and other home based business needs and develop our international relationships. We currently have a fairly large rural population that can not adequately compete in today's economy due to inadequate access to reliable and affordable broadband services. The Network New Hampshire Now Project will be extremely useful for us, and hence to our customers and citizens.



For these reasons, we at the City of Claremont are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Now Project. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

A handwritten signature in black ink that reads "Guy A. Santagate". The signature is stylized and includes a long horizontal line extending to the right.

Guy A. Santagate  
City Manager



March 24, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Re: **Network New Hampshire Now/NH FastRoads (#4248)**

Dear Assistant Secretary Strickling:

On behalf of the New Hampshire Community Development Finance Authority's (CDFA), I am pleased to offer our support as a partner with the University of New Hampshire and New Hampshire FastRoads (FastRoads) to submit a joint application for the statewide broadband proposal titled Network New Hampshire Now/NH FastRoads (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. As a community development organization, CDFA is excited about the opportunity to bring broadband to New Hampshire residents and businesses. The CDFA is engaged in financing and funding critical projects that address the pressing challenges faced by low- and moderate-income citizens and communities of our state. We are well aware that lack of access to adequate broadband services leaves thousands of our businesses, school children and community institutions behind – effectively ensuring that we can't compete!

CDFA/FastRoads will create a statewide revolving loan fund/equity fund and will use earnings in the Southwest/West Central region to finance expansion of the last mile network in the region, to provide technical assistance and seed capital to replicate the FastRoads approach in the next region, and the next until we can reach the entire state. CDFA/FastRoads will continue to work with the NH Fiber Network partners and will reach out to other service providers as well to further this work.

Additionally, I believe CDFA is in a position to help finance or fund the solution. A FastRoads broadband application falls under the funding guidelines for two programs that CDFA operates, one federal (Community Development Block Grant) and one state (Business Tax Credit). Though awards are made on a competitive basis under both programs, Monadnock Economic Development Corporation (MEDC) has been and continues to be a strong partner for CDFA and as such has secured a number of awards under both the CDBG and Business Tax Credit programs. CDFA has previously invested \$1 million in two separate tax credit awards to Northern Communities Investment Corporation (NCIC) for its Wireless LINC, wireless broadband project in northern NH. It is not unreasonable to assume that a request from MEDC for broadband activities would be highly competitive.

This project is the critical foundation for the State of New Hampshire as it seeks to build its economy and economic opportunity, particularly for citizens and communities of low- or moderate-income. I wholeheartedly support this proposal and hope that you will call if you have questions or need further assistance.

Sincerely,

A handwritten signature in black ink that reads "Katharine Bogle Shields". The signature is written in a cursive, flowing style.

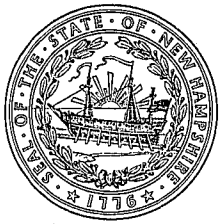
Katharine Bogle Shields  
Executive Director

*"Investing In A Better New Hampshire"*

14 Dixon Avenue, Suite 102 • Concord, New Hampshire 03301

Tel: (603) 226-2170 • Fax: (603) 226-2816 • TDY/TDD Access Relay NH: (800) 735-2964 • [www.nhcdfa.org](http://www.nhcdfa.org)





STATE OF NEW HAMPSHIRE  
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT  
**OFFICE of the COMMISSIONER**  
172 Pembroke Road P.O. Box 1856 Concord, New Hampshire 03302-1856

GEORGE M. BALD  
Commissioner

603-271-2411  
FAX: 603-271-2629  
george.bald@dred.state.nh.us

March 23, 2010

The Honorable Larry Strickling  
Assistant Secretary of Communications and Information  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave. NW  
Washington, D.C. 20230

Re: Broadband Technology Opportunities Program, Broadband Initiatives Program

On behalf of the Department of the NH Department of Resources and Economic Development, I am writing in support of the application submitted for the Network New Hampshire Now (NNHN) initiative under the Broadband Opportunities Technology Program (BTOP). NNHN includes several projects designed to provide an open access, middle mile broadband infrastructure to needed stakeholders in the State. The University of New Hampshire is the designated applicant for the State of New Hampshire and will serve as the entity of authority during the implementation phase.

In this proposal, there are projects devoted to the last mile, the middle mile, higher education, public safety and telemedicine. The comprehensive structure presented is designed for timely implementation within the boundaries of funding, and the results will be impressive. We feel that UNH has crafted a thoughtful approach to address a need for widespread broadband availability - what we consider to be one of the largest economic drivers within our State.

We believe the recent notice by NTIA conveyed a strong message encouraging participation and the involvement of core institutions. Over the last year and a half, we are pleased to see that the appropriate players have been at the table, and have been directly involved with the crafting of the proposed middle mile pathway. In anticipation of this opportunity, all partners entered this process with a single focus—to provide open, reliable, and cost effective broadband to those stakeholders in need. Most importantly, it sets the stage by which further deployment can be realized, which in turns stimulates economic development in critical areas of the State.

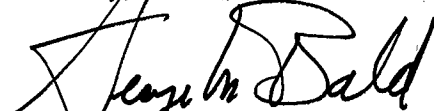
In addition to the middle mile solution, the proposal before you also includes funding for the State's Broadband Director, which will be housed in NH Department of Resources and Economic Development. This position was created during the last funding cycle through the temporary use of discretionary stimulus funds provided to the Governor. All involved with telecommunications recognize that the position is no longer an option, but is a critical necessity if the State hopes to meet a goal of providing affordable broadband to all citizens. This position will have direct responsibility to coordinate with the numerous projects and partners required to exercise the deployment of this grant and other efforts. We cannot stress enough the importance of this position, both from a state perspective, but also from the point of view of the President's efforts to provide broadband for all.

Another aspect of this proposal is the Middle Mile IP Backbone Network which will deliver broadband services to existing and future state agencies and core institutions. Many of our public entities depend upon our mountaintops to deliver voice and data communication via wireless; particularly in times of emergency response. The State of NH has demonstrated a commitment towards emergency response communications; however the extent to which fiber can be deployed on mountaintops is logistically difficult and not cost effective. The wireless microwave proposal provides a solution that is made even better given the willingness of partner agencies to combine their efforts and share their resources. Given the emphasis of the NOFA that proposals should address public safety, we believe the Microwave solution is tailor-made to benefit from NTIA funding.

The Network New Hampshire Project being proposed represents a visionary approach for key stakeholders and provides real opportunity to stimulate affordable deployment to needed rural areas of the State. The relationships forged during this process have been powerful, and I speak for my fellow agencies and partner organizations in saying that the cooperative approach present in the development of this grant will be the formula for success during implementation. We have an opportunity to affect the direction of the State by employing a project which is thoughtful and sustainable. We hope that you will share in this vision.

We urge you to consider this application for funding and I look forward to working with our partners to assist in its implementation.

Sincerely,



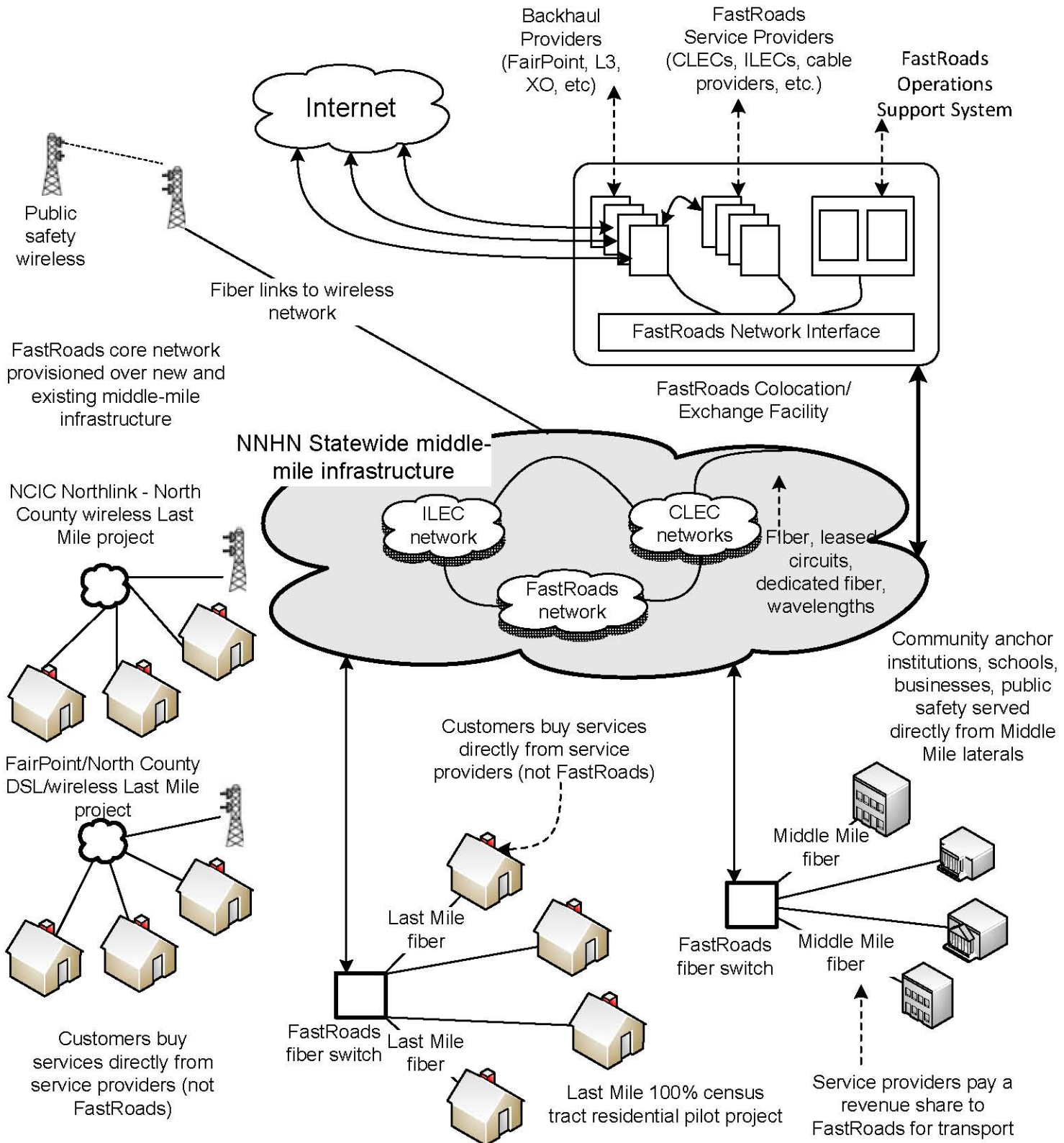
George M. Bald  
Commissioner

GMB:CM:lc

# FastRoads New Hampshire

Network New Hampshire Now

- Shared infrastructure capable of delivering advanced services, including triple play, business class services, and support of high performance education/research networks
- Connects Service Providers to users. Fills the middle and last mile fiber gap.
- Built on fiber, to grow and adapt to new needs and technologies.



## BTOP Comprehensive Community Infrastructure Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.

All applicants should indicate their 8-year subscriber forecasts with a breakdown by type of subscriber (residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data upload, enabling reviewers to easily cross-reference between the two documents. The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other upload templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the data for their specific project, but such modifications are generally discouraged. Applicants should, in any case, ensure that they provide at least as much detail as the provided template requires. To the extent that you modify these templates please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. A PDF of this file will be automatically generated upon upload to Easygrants, and the print settings will be used to format the PDF file.

### EXAMPLE

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2			
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
Mega-Metro E - 100 Mbps	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
			Net Add	0	0	0	0	5	5	7	9
	Business	0	Cumulative	0	0	0	0	12	27	52	82
			Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
			Net Add	0	0	0	0	1	1	2	2
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
			Net Add	0	0	0	0	1000	2000	2000	5000
	Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
			Net Add	0	0	0	0	2	6	10	12
	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	0	0	0	2	3	5
			Net Add	0	0	0	0	0	2	1	2

### Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 4	
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2
Dark Fiber Full Platform/ 2-12 Fibers	Third Party Service Provider		Cumulative								4	4	4	4	4	4	4
			Net Add								4						
Dark Fiber Half Platform/2-12 Fibers	Third Party Service Provider		Cumulative								1	1	1	1	1	2	2
			Net Add								1					1	
IOF Dark Fiber-Rural/Rural & suburban 2 Fibers	Third Party Service Provider		Cumulative										1	1	2	2	
			Net Add											1		1	
IOF Dark Fiber-Urban/Rural 2 fibers	Third Party Service Provider		Cumulative								1	1	1	1	2	2	
			Net Add								1				1		
IOF Dark Fiber-Urb/Sub 2 Fibers	Third Party Service Provider		Cumulative								1	1	1	1	2	2	
			Net Add								1				1		
IOF Dark Fiber-Urb/urb 2 Fibers	Third Party Service Provider		Cumulative								1	1	1	1	2	2	
			Net Add								1				1		
IOF Dark Fiber-Sub/Sub 2 Fibers	Third Party Service Provider		Cumulative								2	2	2	2	3	3	
			Net Add								2				1		
Non-IOF Dark Fiber/2 Fibers	Third Party Service Provider		Cumulative								1	2	3	4	5	6	
			Net Add								1	1	1	1	1	1	
NRC-Dark Fiber IRU	Third Party Service Provider		Cumulative								6	7	9	10	17	18	
			Net Add								6	1	2	1	7	1	
<b>Cumulative Totals (excluding Indirect)</b>	Residential/Individual		Total														
	Business		Total														
	Community Anchor Inst.		Total														
	Third Party Service Provider		Total								5	11	12	14	15	22	23
<b>Cumulative Totals (including Indirect)</b>	Residential/Individual		Total														
	Business		Total														
	Community Anchor Inst.		Total														

**Table of Customer Types**

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

**Explanation of Methodology:**

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Name of Service Offering	Customer Type	Year 4		Year 5				Year 6				Year 7				Year 8		
		Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
Dark Fiber Full Platform/ 2-12 Fibers	Third Party Service Provider	4	4	5	5	5	5	5	5	5	5	6	6	6	6	6	6	6
				1								1						
Dark Fiber Half Platform/2-12 Fibers	Third Party Service Provider	2	2	3	3	3	3	4	4	4	4	5	5	5	5	6	6	6
				1				1				1						
IOF Dark Fiber-Rural/Rural & suburban 2 Fibers	Third Party Service Provider	2	2	3	3	3	3	4	4	4	4	6	6	6	6	7	7	7
				1				1				2						
IOF Dark Fiber-Urban/Rural 2 fibers	Third Party Service Provider	2	2	3	3	3	3	5	5	5	5	6	6	6	6	7	7	7
				1				2				1						
IOF Dark Fiber-Urb/Sub 2 Fibers	Third Party Service Provider	2	2	4	4	4	4	5	5	5	5	6	6	6	6	7	7	7
				2				1				1						
IOF Dark Fiber-Urb/Urb 2 Fibers	Third Party Service Provider	2	2	3	3	3	3	4	4	4	4	5	5	5	5	6	6	6
				1				1				1						
IOF Dark Fiber-Sub/Sub 2 Fibers	Third Party Service Provider	3	3	4	4	4	4	5	5	5	5	6	6	6	6	7	7	7
				1				1				1						
Non-IOF Dark Fiber/2 Fibers	Third Party Service Provider	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
		1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
NRC-Dark Fiber IRU	Third Party Service Provider	19	20															
		1	1															
Cumulative Totals (excluding Indirect)	Residential/Individual Business																	
	Community Anchor Inst.																	
	Third Party Service Provider	24	25	33	35	36	37	45	46	47	48	57	58	59	60	67	68	69
Cumulative Totals (including Indirect)	Residential/Individual Business																	
	Community Anchor Inst.																	

**Table of Customer Types**

Residential/Individual Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	Qtr 4
Dark Fiber Full Platform/ 2-12 Fibers	Third Party Service Provider	6
Dark Fiber Half Platform/2-12 Fibers	Third Party Service Provider	6
IOF Dark Fiber-Rural/Rural & suburban 2 Fibers	Third Party Service Provider	7
IOF Dark Fiber-Urban/Rural 2 fibers	Third Party Service Provider	7
IOF Dark Fiber-Urb/Sub 2 Fibers	Third Party Service Provider	7
IOF Dark Fiber-Urb/Urb 2 Fibers	Third Party Service Provider	6
IOF Dark Fiber-Sub/Sub 2 Fibers	Third Party Service Provider	7
Non-IOF Dark Fiber/2 Fibers	Third Party Service Provider	24 1
NRC-Dark Fiber IRU	Third Party Service Provider	
<b>Cumulative Totals (excluding Indirect)</b>	Residential/Individual	
	Business	
	Community Anchor Inst.	
<b>Cumulative Totals (including Indirect)</b>	Third Party Service Provider	70
	Residential/Individual	
	Business	
	Community Anchor Inst.	

**Table of Customer Types**

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 4	
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--



Name of Service Offering	Customer Type	Year 4		Year 5				Year 6				Year 7				Year 8		
		Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3

Name of Service Offering	Customer Type	
		Qtr 4



March 25, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

Bretton Woods Telephone Co. (BWTC) is a small Independent Local Exchange Carrier (ILEC) located in Coos County which has been economically devastated from the closing of several paper mills and thus has the highest unemployment rate of all counties within the State of New Hampshire. Located within our franchised serving area is the Mt. Washington Resort which annually employs +700 people. As one of the largest remaining employers in Coos County it is totally dependent upon tourism dollars for survivability. In order to effectively compete for tourist dollars, we have to be able to maintain as high a standard of connectivity in this remote area of New Hampshire as guests would expect to have in a more urban setting.

BWTC applied for and has been named as an eligible recipient of a BIP grant in order to bring an advanced and scalable broadband network (FTTX) to both our business and residential communities located here. This will ensure that our customers will have the last mile infrastructure in place to bridge the technological divide.

We are impacted directly by both the monopolistic connectivity available and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire. Therefore, we would like to express our commitment to the statewide broadband proposal titled Network New Hampshire Now (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program.

Robust and reliable broadband connectivity is critical to BWTC and our customer base which relies so heavily on tourism dollars. The Network New Hampshire Now Project will be extremely useful for us, and hence to our customers.

Therefore, BWTC is enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Now Project.

Sincerely,

A handwritten signature in black ink, appearing to read "Art Nicholson", is written over a horizontal line.

Art Nicholson  
Network Manager

171 Mount Washington Hotel Road • Bretton Woods • New Hampshire • 03575  
603•278•9911

# US Energy Saver LLC

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March 18, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

I wish to express my enthusiastic support and commitment to the statewide broadband proposal titled Network New Hampshire Now (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. US Energy Saver LLC, an entrepreneurial venture that I founded in New Hampshire, depends on broadband internet access for its success. Currently, the lack of available broadband connectivity and the high cost of broadband access in New Hampshire severely constrain my business' prospects in our local, target market.

US Energy Saver LLC is developing valuable services for the emerging energy management market, offering its customers real-time energy consumption information and analytical services from anywhere they can access the internet. By giving energy consumers the insights they currently lack regarding what is driving their energy consumption, and advice on how they could be more "energy productive," US Energy Saver believes that it can create significant economic benefits for both its customers and the New Hampshire economy. In order to cost-effectively deliver these innovative and valuable new services to residential households, affordable broadband connectivity is a prerequisite.

In anticipation of this project, US Energy Saver LLC is willing to offer its New Hampshire pilot customers complementary internet gateways and required components for a Home Area Mesh Network that will provide communications within a residence, and connect their energy consumption data to our servers through the internet, allowing for remote access, analytics and eventually remote control over certain energy consumption devices. The fair market value of the home area network equipment is estimated to be \$10,000 - \$50,000, depending on the size of the initial pilot.

US Energy Saver LLC is absolutely committed to New Hampshire's efforts at constructing the Network New Hampshire Now Project. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,



Russell Aney  
CEO and Founder



March 22, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of my company, Vision Financial Corporation, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. Many businesses are impacted directly by lack of available connectivity but all commerce is affected by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

My company competes on a national basis and our product is service to the insurance industry. The use of our technology is what separates us from our competitors but the cost of connectivity makes the difference between profit and loss very narrow.

Robust and reliable broadband connectivity is critical to my company. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at Vision Financial are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Now Project. We encourage the funding and construction of this project in order to engage in a customer relationship when the network construction is completed.

Sincerely,

James T. Pettapiece  
President/CEO



PROMOTE. PROTECT. EDUCATE.

March 8, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

We understand that a statewide broadband proposal, Network New Hampshire, is being submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program.

The New Hampshire Restaurant & Lodging Association (NHRLA) is very supportive of this proposal, as access to broadband across the state of New Hampshire continues to be a significant challenge for Association members. NHRLA is a statewide association of roughly 700 members dedicated to the hospitality industry in New Hampshire. A few of our primary objectives are to pursue the following areas; Legislative advocacy, Educational initiatives and the Promotion of hospitality, travel and tourism. These objectives can be hampered by the lack of sufficient middle and last-mile connectivity in associate member locations as well as rural areas – particularly in northern NH.

NHLRA often receives complaints from outlying areas that the lack of broadband hampers their ability to offer top rate services to their customers and to remain competitive with surrounding states. The Network New Hampshire proposal being submitted in Round 2 would provide the conduit for local jobs and economic growth.

The lack of dark fiber transport available for carriers is a primary cause of the limited availability of rural broadband services in New Hampshire. This in turn will increase tourism and business travel throughout the State.

For these reasons, I wholeheartedly support the Network New Hampshire proposal. If funded, we intend to recommend to our members the availability to utilize these broadband services to bring opportunities to all of New Hampshire.

Sincerely,

Mike Somers  
President & Chief Executive Officer  
New Hampshire Lodging & Restaurant Association  
PO Box 1175  
14 Dixon Avenue, Suite 208  
Concord, NH 03302-1175

Mead Brook Equestrian Center  
52 Great Rd  
Jaffrey, New Hampshire 03452-6002

March 25, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

Mead Brook Equestrian Center, LLC supports the New Hampshire FastRoads proposal to create greater access to broadband internet service and increase competition.

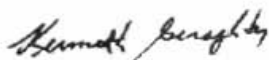
We are a brand new, state of the art equestrian center in New Hampshire. All of our 24 horse stalls are wired for video so our clients can view their high end horses 24x7 from anywhere in the world. Unfortunately, due to lack of bandwidth, we cannot offer this service to our clients. Also, we host competitive riding events which we would like to live stream over the internet but are unable to do so at this time, again due to bandwidth limitations.

The only internet access we have is satellite or dial-up. The satellite service imposes a Fair Access Policy which limits the amount of information we can download. Even at the highest level of satellite service available (17 GB per month) we run up against this download limit and are compelled to stop using the service which constrains our business.

Robust and reliable broadband connectivity is critical to our business. We are currently unable to expand our services due to inadequate access to reliable and affordable broadband services. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, Mead Brook Equestrian Center, LLC enthusiastically supports New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,



Kenneth Geraghty  
Owner



# THE MAIN STREET AMERICA GROUP



March 26, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of The Main Street America Group and NGM Insurance Company, I want to strongly emphasize our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire.

The State of New Hampshire is working with New Hampshire FastRoads, a community broadband effort, to submit an application to the National Telecommunications and Information Administration Broadband Technologies Opportunities Program Round 2 program. We believe that our nearly 500 local employees, other area businesses and our community in general will benefit from the long-term benefits to be gained from more widespread connectivity in conjunction with additional price competition in New Hampshire.

While our business by virtue of its size and structure already enjoys high speed connectivity within our facilities, we believe more widely available, reliable and cost-effective broadband service will greatly benefit our customers – independent insurance agencies – and our agents' small business and residential customers. In particular, broadband connectivity will enable small- and medium-sized businesses to take root, operate and succeed with the efficiency and effectiveness needed in today's competitive environment.

For these reasons, Main Street America and NGM enthusiastically support New Hampshire's efforts to construct the Network New Hampshire Project and New Hampshire FastRoads. We urge you to fund and support this project.

Sincerely,

Geoffrey S. Molina  
Vice President

cc: Thomas Dowling, Greater Keene Chamber of Commerce

**Keene Office**

55 West Street, Keene, NH 03431-3374 • (800) 258-5310



# DARTMOUTH PRINTING COMPANY



March 24, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of Dartmouth Printing Company, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Dartmouth Printing Company is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

Robust and reliable broadband connectivity is critical to our Dartmouth Printing Company. Our employees need to dial in off-hours or days and we have increasing telecommuting needs. We rely on broadband to make our business that much more competitive and responsive. We are currently unable to expand our services due to inadequate access to reliable and affordable broadband services. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at Dartmouth Printing Company are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

G. Paul Bozuwa  
President & COO



# VITAL COMMUNITIES

104 Railroad Row, White River Junction, Vermont 05001 PHONE: (802) 291-9100 FAX: (802) 291-9107  
E-MAIL: info@vitalcommunities.org WEB SITE: www.vitalcommunities.org

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March 18, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of the Corporate Council, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Members of the Corporate Council are impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

The membership of the Corporate Council is comprised of key decision makers from across a wide spectrum of businesses and institutions in the Upper Valley region of New Hampshire and Vermont. It is a private organization. Collectively, the members represent approximately forty-six percent of the region's job force. The Corporate Council meets every other month to discuss regional issues impacting the vibrant economy.

The Corporate Council has been tracking the issue of very high speed connectivity for the past eighteen months. Robust and reliable broadband connectivity is critical to our member organizations. After careful analysis we have concluded the lack of universal high speed internet service puts this region at a serious disadvantage in relation to other parts of the world. Among other problems, the lack of universal very high speed connectivity causes us to suffer loss of productivity. It also makes it more difficult for us to recruit qualified applicants for our high paying jobs in our industries of education, health care, services, and manufacturing.

The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us.

For these reasons, the members of the Corporate Council are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being customers of the finished network.

Sincerely,



James Varnum

Chair, Corporate Council

Members of the Corporate Council:

Astronics Luminescent Systems – *Frank Johns, Vice President*  
Dartmouth College – *David Spalding, VP of Alumni Affairs*  
Dartmouth-Hitchcock – *David Evancich, VP of Public Affairs and Marketing*  
Dartmouth Printing Co. – *Paul Bozuwa, President and CEO*  
GroSolar – *Dori Wolfe, Co-Founder and President*  
Hypertherm – *Dick Couch, President and CEO*  
King Arthur Flour – *Steve Voigt, President and CEO*  
Kendal at Hanover – *Becky Smith, Executive Director*  
Lake Sunapee Bank – *Steve Ensign, Chairman and CEO*  
Ledyard National Bank – *Kathy Underwood, President and CEO*  
Lyme Properties, Inc. – *David Clem, President*  
Mascoma Savings Bank – *Steve Christy, President and CEO*  
North Branch Construction – *Ken Holmes, President and CEO*  
Newspapers of New England – *John Kuhns, Chairman of the Board*  
Pathways Consulting, LLC – *Jeff Goodrich, President*  
Resource Systems Group – *Clay Adams, Chief Operating Officer*  
Simon Pearce – *Rob Adams, President*  
Tuckerman Capital – *Tim Briglin, Managing Partner*



March 22, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of Lake Sunapee Bank, I want to take this opportunity to express to you our support for the joint statewide broadband proposal that the State of New Hampshire will be submitting an application for on behalf of several colleges and universities as well as NH FastRoads, a community-based broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program.

Our area of New Hampshire is impacted directly by a lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate competition on pricing in New Hampshire. Robust and reliable broadband connectivity is critical to the expansion of businesses will serve that will have a ever greater need to rely on broadband as the pace of commerce quickens over the years ahead. The Network New Hampshire Project now being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful and beneficial for all concerned parties

For these reasons, we are enthusiastically in support of New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage your most serious consideration for the funding and construction of this project.

Sincerely,

Stephen W. Ensign  
Chairman and CEO



March 18, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of Sidehill Consulting, I wish to express our support for, and desperate need of, the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. My firm and a large portion of our local clients are experience an increasing degree of lost opportunity and revenue directly from a lack of available connectivity and by the high cost of what connectivity we can access due to insufficient supply and inadequate price competition in New Hampshire.

Our local region contains a larger than normal proportion of specialty firms that serve niche markets around the globe. Our ability to compete, grow, and thrive in a global economy is **critically dependant** on our ability to connect to that global economy with reliable, high speed, and price competitive connectivity. For example, I simply can not provide an effective e-learning experience that assists local precision device manufacturing firm in training their global distribution channel. My client does not have access to a reliable broadband connection at their headquarters facility, which is located just 2 miles outside of the Keene, NH town line. That negatively impacts sales potential their image, and ultimately, their survival, as well as my own.

The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, Sidehill is enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

Jon D. Anderson  
President



**LYNN C. RUST, CPA PC**  
A CERTIFIED PUBLIC ACCOUNTING FIRM

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March 22, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

In my capacity as the owner of a medium sized full service CPA firm, Treasurer and Board Member of the Greater Keene Chamber of Commerce, a board member of Monadnock Economic Development Corporation, and Trustee of the Savings Bank of Walpole I have come to understand the need for the benefits the successful implementation of the New Hampshire Fast Roads project would bring to this section of our state.

On behalf of Lynn C. Rust, CPA PC, I wish to express our commitment to the joint statewide broadband proposal Network New Hampshire. Now (proposal number 4248), submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of colleges and universities, hospitals, libraries, telecommunications carriers and emergency services providers as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Lynn C. Rust, CPA PC is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire. Not a day goes by that we don't feel the need to be able to transfer data between our clients and our office with more security and greater speed.

With this increased broadband availability we would be able to continue to grow Lynn C. Rust, CPA PC and not only give our customers better service but would mostly likely hire more employees to deal with the growth that would come from being able to be connected at faster speeds for reasonable rates. We have tried this past year to do a portion of our continuing professional education over the internet and the existing available and affordable broadband is just too slow to make this desire a successful possibility. With more broadband capacity we will be able to support more of our 2,000 clients via the internet which will save on travel time as well as allow us to be even more sensitive to consuming less fossil fuels. The existence of more broadband will allow us to convert some of our employees into virtual employees who can work from home. Again working from home will save on fossil fuels as well as allow employees to work during inclement weather periods when driving is not safe. Finally the increase in broadband will most likely attract a variety of new businesses to our area that could utilize our services.

High speed and reliable broadband connectivity is critical to Lynn C. Rust, CPA PC. We rely on broadband to communicate nationwide with our clients, software vendors, and service providers. We are limited in our ability to expand our market for our services due to inadequate access to reliable and affordable broadband services. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers and community.

For these reasons, we at Lynn C. Rust, CPA PC are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

Lynn C. Rust, CPA

LCR/tbm



March 23, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Re: Network New Hampshire Now (Application #4248)

Dear Assistant Secretary Strickling;

We have recently become aware of statewide broadband proposal submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Erigo Technologies LLC is a small five year old engineering services business located in Enfield NH with clients through out the United States and overseas. One of the elements of this application will bring broad band fiber to this area as well as direct connections to homes and business in Enfield. There is no question – we strongly support the application and the significant opportunity it represents for the Town of Enfield, Erigo and other local businesses.

We at Erigo have been following closely the work over the past several years of the multi community West Central New Hampshire.net group to bring true broadband to the Upper Valley. These activities are of particular interest since our business clients include several Department of Defense agencies, NASA and companies throughout the United States as well as overseas. Our ability to reliably communicate electronically with them is key to our past and continued business success.

Today we have arrangements with both Verizon and ComCast to provide sufficient bandwidth to reliable support our baseline communications needs. However even those together are insufficient to provide high quality reliable video conferencing – a capability that we have been desiring for some time, and that is necessary if we are to remain in Enfield while expanding our project management and technical participation in projects central to our future growth.

We are fully supportive of and committed to New Hampshire's efforts in constructing the Network New Hampshire Project. We solicit your support in seeing that the project is funded and eagerly anticipate taking advantage of the advanced capabilities it offers.

Sincerely,

A handwritten signature in black ink that reads "Wm. Baschnagel". The signature is written in a cursive style.

Wm. R. Baschnagel  
Vice President Operations  
Erigo Technologies LLC



HUMAN SERVICES   ■   EDUCATION   ■   HEALTH SCIENCES   ■   CORPORATE

March 24, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Re: Statewide Broadband Proposal – Monadnock Region

Dear Assistant Secretary Strickling:

Thank you for considering the positive impacts of broadband on our small and medium sized NH Businesses.

The MacMillin Company, Inc is committed to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. The MacMillin Company is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

Broadband connectivity is essentially a waste of money unless it can perform with reliability and speed. We need a valid, reliable system in the State of New Hampshire.

As a construction management firm, we have continuously changing project sites throughout NH, VT and ME. Broadband is critical to keep our project teams up to date on field (construction site) and office activity. Many of our projects must rely on antiquated methods to manage information due to inadequate access to reliable and affordable broadband services. This makes us less competitive as we have to manage projects differently depending on geography, and cannot streamline our procedures. The Network New Hampshire Project being proposed by the statewide partner group and led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at The MacMillin Company are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

Sarah Walker Kossayda  
Director





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LYME  
PROPERTIES  
LLC

March 23, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

As the Managing Director of Lyme Properties, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Lyme Properties and our subsidiary business entities are impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

As the owner of commercial real estate I can attest that access to fairly priced broadband service is vital to our success in attracting tenants for our existing and planned buildings. We are in the early stage of developing River Park, a mixed-use development that will include over 600,000 square feet of new office and research space. This project will produce up to 2,000 permanent professional jobs in addition to significant construction related economic development. Our ability to move forward with the project will depend on being able to offer a full package of infrastructure to new tenants, including broadband at a reasonable cost.

Robust and reliable broadband connectivity is critical to our success in commercial real estate. We are not able to currently meet the full demand for broadband services due to inadequate and unaffordable access to broadband services. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at Lyme Properties are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

A handwritten signature in black ink that reads "David Clem". The signature is written in a cursive, flowing style.

David Clem  
Managing Director



222 West Street Keene, NH 03431

March 23, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of Lucidus Corporation, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. Lucidus Corporation is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

As a software development company, we MUST have affordable, high speed Internet access not only to our business premises, but also to our employees' homes. Our single biggest hurdle in terms of recruiting highly skilled talent is the lack of broadband availability to much of the surrounding residential towns. Potential applicants from other areas of the country think of broadband access in the same way they do water or electric availability, normal. In our region, we think of high speed broadband access to the home in a different way, privileged. If our businesses and homes were to enjoy ubiquitous high speed Internet access, our business would likely double in the following three years.

The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at Lucidus Corporation are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Neil Giarratana", is written over a white background.

Neil Giarratana

*Tel* 877-4LUCIDUS

*Email* [neil.giarratana@lucidus.net](mailto:neil.giarratana@lucidus.net)



# THE KING ARTHUR FLOUR COMPANY, INC.

ESTD 1790 | 100% employee owned • 100% committed to quality

March 22, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of The King Arthur Flour Company, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. The King Arthur Flour Company is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

The lack of universal high speed internet service puts this region at a serious disadvantage in relation to other parts of the world. Among other problems, the lack of universal very high speed connectivity causes us to suffer loss of productivity and limits our ability to cultivate virtual office options for our employees. It also makes it more difficult for us to recruit qualified applicants for our high paying jobs and limits our ability to connect with our local customers.

The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for our business, employees, and customers.

For these reasons, we at King Arthur Flour are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

Steve Voigt

President & CEO

[REDACTED]

March 23, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of [REDACTED] I wish to express our support of the statewide broadband proposal titled Network New Hampshire Now (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program.

The Network New Hampshire Now project, much like the Maine 3-Ring Binder Project, will address all of the statutory purposes of the BTOP program (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 New Hampshire should be no more difficult than obtaining it in Boston or Manhattan.

[REDACTED]

For these reasons, we at [REDACTED] enthusiastically support New Hampshire's efforts at constructing the Network New Hampshire Now Project. We encourage the funding and construction of this project, and we look forward to the finished network.

Sincerely,

[REDACTED]

[REDACTED]



March 22, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of The Greater Keene Chamber of Commerce, I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. The Greater Keene Chamber of Commerce is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

Robust and reliable broadband connectivity is critical to our Chamber of Commerce. We rely on broadband to connect to or contact our membership. We are currently unable to expand our services due to inadequate access to reliable and affordable broadband services. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at the Chamber are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,

*E Thomas Dowling*

E Thomas Dowling, President  
Greater Keene Chamber of Commerce



Plan well. Live well.

March 23, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, DC 20230

Dear Assistant Secretary Strickling:

Ledyard National Bank would like to ask for your support of the joint statewide broadband proposal that the State of New Hampshire will be submitting an application for on behalf of several colleges and universities as well as New Hampshire FastRoads.

We feel strongly that the lack of reliable broadband is a serious disadvantage for us in relation to other parts of the world. Additionally, at a time when corporations, particularly ours, are aspiring to be "green" by allowing employees to work from home, we aren't able to support this. As a financial services company it is essential that we remain technologically competitive.

The Network New Hampshire Project being proposed will be very beneficial to us and other area businesses. We encourage your consideration for funding and support.

Sincerely,

A handwritten signature in cursive script that reads "Kathryn Underwood".

Kathryn G. Underwood  
President and CEO  
2 Maple Street  
Hanover, NH 03755  
603.640.2664  
kathy.underwood@ledyardbank.com

KGU/sss



#### **Board of Directors**

##### *Officers*

Chairman: Phil Lapp  
Vice Chairman: Jon Liland  
Secretary: Peggy Sadler  
Treasurer: Mary Oseid  
Executive Director: Janet Rebman

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Aharon Boghosian  
Sally Boyle  
Tom Byrne  
Dean Cashman  
Kirsten Gehlbach  
Julia Griffin  
Joe Lavin  
Jason Thom  
Brian Walsh

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Bank of America  
Chieftain Inn  
Citizens Bank  
Dartmouth Bookstore  
Dartmouth College  
Dartmouth Co-op  
Dartmouth-Hitchcock Med. Ctr.  
Hanover Consumer Co-op  
The Hanover Inn  
Ledyard National Bank  
Mascoma Savings Bank  
Pathways Computing, LLC  
The Richards Group  
Town of Hanover

March 24, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, DC 20230

Dear Assistant Secretary Strickling:

On behalf of the Hanover Area Chamber of Commerce, I wish to express our support for the statewide broadband proposal titled Network New Hampshire Now/NH FastRoads (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program.

The success of area businesses in our region is directly impacted by broadband access. Affordable access is critical to overcoming the challenges of both recruiting and retaining good companies and people in and around the Hanover Area. Currently the lack of accessibility and the high cost to gain access prohibit many start up companies, small home businesses and flexible workplaces to be competitive.

In our bi-state region, FairPoint and Comcast provide limited DSL and cable modem service at a high cost. High cost satellite service and wireless Internet services are available to a limited number of customers and have issues related to download and upload capability and lack of reliability due to weather conditions. With no private companies currently interested in entering our market because of the cost to expand beyond the downtowns, businesses located outside of the downtowns recognize the barriers to competition.

The urgency for connectivity now and well in to the future presents the difference between success and a clear disadvantage to area businesses. The reality: many of our businesses will have to make tough decisions about their businesses remaining competitive and staying local. Economic development can only occur if there is high-speed Internet service coming

the best chance for this to occur at this time is by working local, state and federal government agencies and resources. Please approve Network New Hampshire Now/NH FastRoads (#4248) and help us make our region a real option for growing and incubating NH business community.

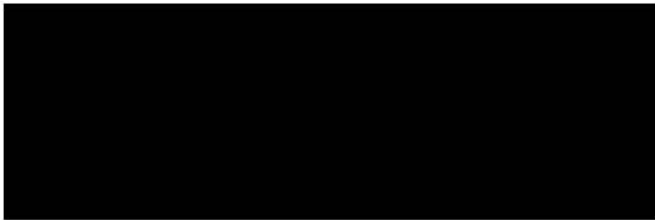
As a local organization representing over 350 businesses of all types and sizes in the region including Dartmouth College, the largest major medical center north of Boston - Dartmouth Hitchcock Medical Center- and many successful high tech and web based companies, we write to you today to let you know, The Hanover Area Chamber of Commerce wholly supports the statewide broadband proposal

We look forward to the funding and construction of this project, and to presenting this affordable option to our membership.

Sincerely,

Janet Rebman  
Executive Director





The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

March 23, 2010

Dear Assistant Secretary Strickling:

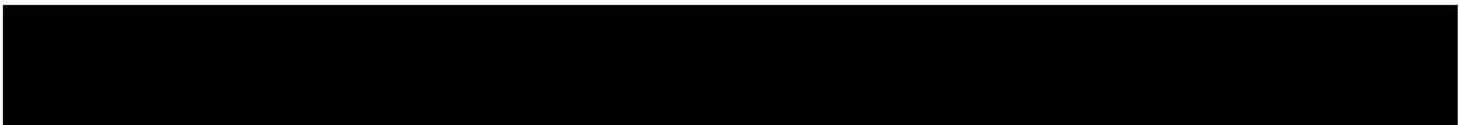
On behalf of [REDACTED] I wish to express our commitment to the joint statewide broadband proposal submitted by the University of New Hampshire. The State of New Hampshire will be submitting a joint application on behalf of several colleges and universities as well as NH FastRoads, a community broadband effort, to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. [REDACTED] is impacted directly by lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

For several of our employees, the ability to work remotely is critical for them to meet their family needs while maintaining full-time employment. Unfortunately, the inconsistent availability of broadband particularly in the more rural areas of the Monadnock Region has significantly limited our ability to provide these kinds of opportunities to current and potential employees.

Robust and reliable broadband connectivity is critical to our business. We rely on broadband to provide full-time employment opportunities in New Hampshire. We are currently unable to expand our services due to inadequate access to reliable and affordable broadband services. The Network New Hampshire Project being proposed by the statewide partner group led by the University of New Hampshire will be extremely useful for us, and hence to our customers.

For these reasons, we at [REDACTED] are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Project and NH FastRoads. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

Sincerely,



March 25, 2010

The Honorable Larry Strickling  
Assistant Secretary of Commerce  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Assistant Secretary Strickling:

On behalf of [REDACTED] I wish to express our commitment to the statewide broadband proposal titled Network New Hampshire Now (#4248) submitted by the University of New Hampshire to the National Telecommunications and Information Administration (NTIA) Broadband Technologies Opportunities Program (BTOP) Round 2 program. [REDACTED] is impacted directly by a lack of available connectivity and by the high cost of connectivity due to insufficient supply and inadequate price competition in New Hampshire.

Robust and reliable broadband connectivity is critical to [REDACTED]. We provide broadband services to hospitals, colleges, universities, k-12 schools and many businesses. We are currently unable to expand our services into the rural parts of New Hampshire due to the high capital cost of delivering services in relation to the limited revenue to be derived from these areas. The Network New Hampshire Now Project will be extremely useful for us, and hence to our current and future customers.

[REDACTED]

This in-kind match will benefit all New Hampshire community anchor institutions by providing high speed broadband solutions across an even greater portion of the state, than just those areas qualified to be served by the ARRA funding.

For these reasons, we at [REDACTED] are enthusiastically committed to New Hampshire's efforts at constructing the Network New Hampshire Now Project. We encourage the funding and construction of this project, and we look forward to being a customer of the finished network.

[REDACTED]

[REDACTED]