

BTOP Comprehensive Community Infrastructure Service Offerings and Competitor Data Template

Please complete the complete the following worksheets--either of the Last Mile or Middle Mile Service Offerings worksheets may be omitted if the applicant is not proposing to provide that type.

For both the Last Mile and Middle Mile Service Offerings worksheets, the service offerings should include all relevant tiers and markets (*e.g.* residential, business, wholesale). Applicants should ensure to include details on any services that would be offered at discounted rates to specific classes of customers (*e.g.* community anchor institutions or third party service providers).

In the Last Mile Service Offerings worksheet, applicants are required to provide estimated end user speeds. Average speeds should be the average sustained actual, non-burst end user speed that would be received during a peak hour. For purposes of calculating these speeds, applicants should utilize their subscriber projections for year eight of the project, and develop utilization projections that are consistent with any additional services the applicant proposes. For wireless broadband services, this speed should be an average of the speeds available across the entire cell. Beyond these general guidelines, due to the multiplicity of technical solutions that may be proposed, the applicants may use discretion to determine the most reasonable method to estimate actual speeds on their network. Applicants should explain the underlying methodology used to calculate the average speeds in the space provided.

In the Competitor Data worksheet, applicants are required to provide data on both last mile and middle mile service providers, regardless of whether the applicant proposes to offer last mile and middle mile services. In the column titled Service Areas Where Service Offered, applicants should list all of the Last Mile and Middle Mile Service Areas within their Proposed Project area in which the listed services are available. Please ensure that the Service Areas are consistent with those provided within the application and the Service Areas upload. If the availability of the listed services is limited (*e.g.* the service is only available within a portion of a Last Mile or Middle Mile Service Area), note this in the Other Comments column.

In contrast to several other upload templates in this application, the data provided in these worksheets will NOT be subject to automated processing. These template worksheets are provided to demonstrate the level of data required and to provide a suggested format. Applicants may modify the template layouts in order to provide the most effective presentation of their specific project. Applicants should, however, ensure that they provide at least as much data as these templates require. 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 is difficult to understand. A PDF of this file will be automatically generated upon upload to EasyPrint and the print settings will be used to format the PDF file.

Middle Mile
provide services of

offerings should
applicants should be
particular
(riders).

estimated average
fast speeds that an
needs, applicants
subscriber
plans to offer.
available across an
solutions that may
manner in which
making assumptions

last mile and
for both last mile
, applicants
Funded Service
names are
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part of the Last

via this template
intended to
applicants are free to
the data for
provide as much detail
to ensure that the
will be difficult to
grants, and the

Proposed Last Mile Service Offerings

Name of Service Tier	Advertised Speeds		Estimated Average Speeds		Average Latency	Pricing Plan (\$ per month)	Other Comments/Description/Features or Limitations
	Downstream Mbps	Upstream Mbps	Downstream Mbps	Upstream Mbps	@ End User CPE milliseconds		

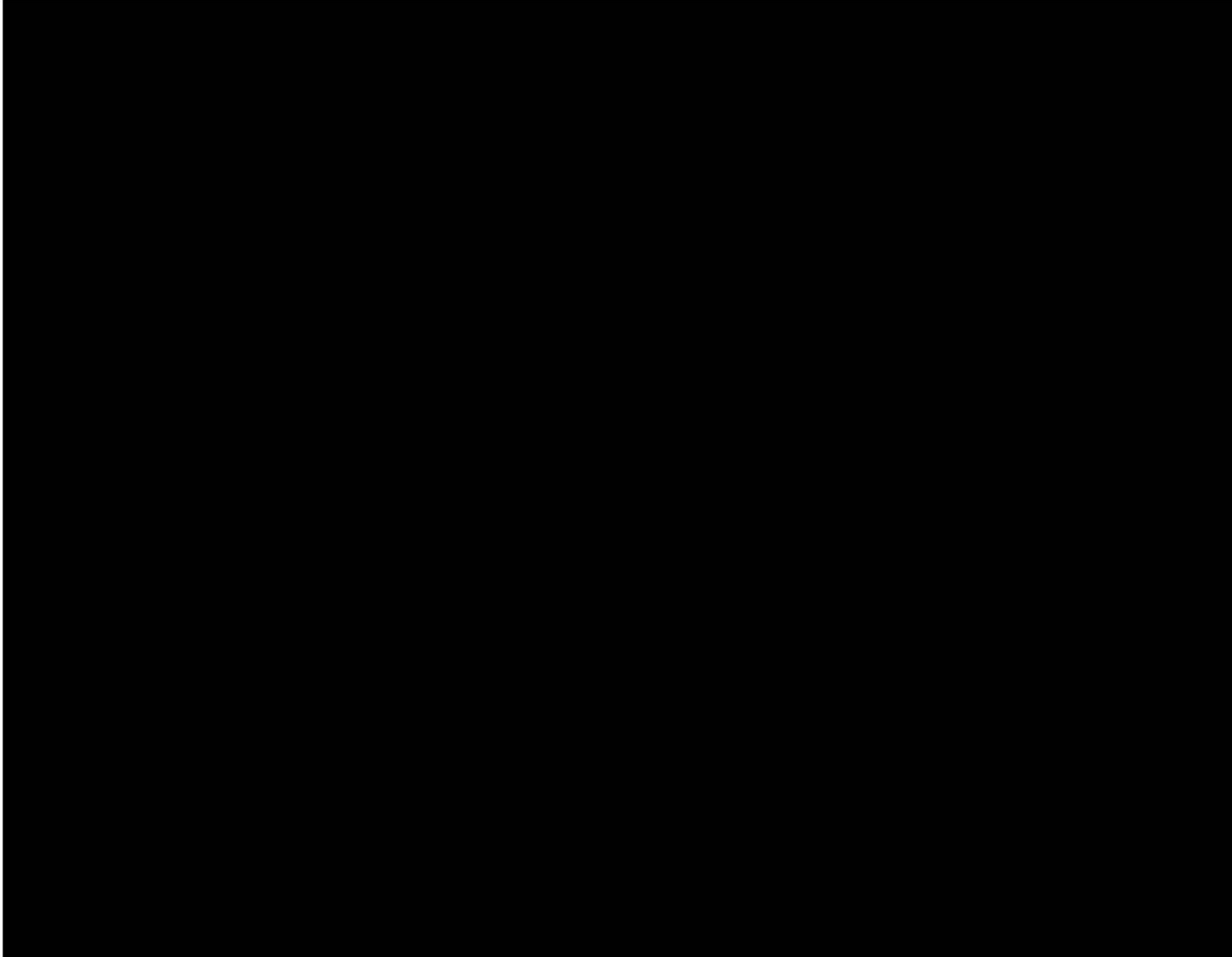
Explanation of Average Speed Calculations:

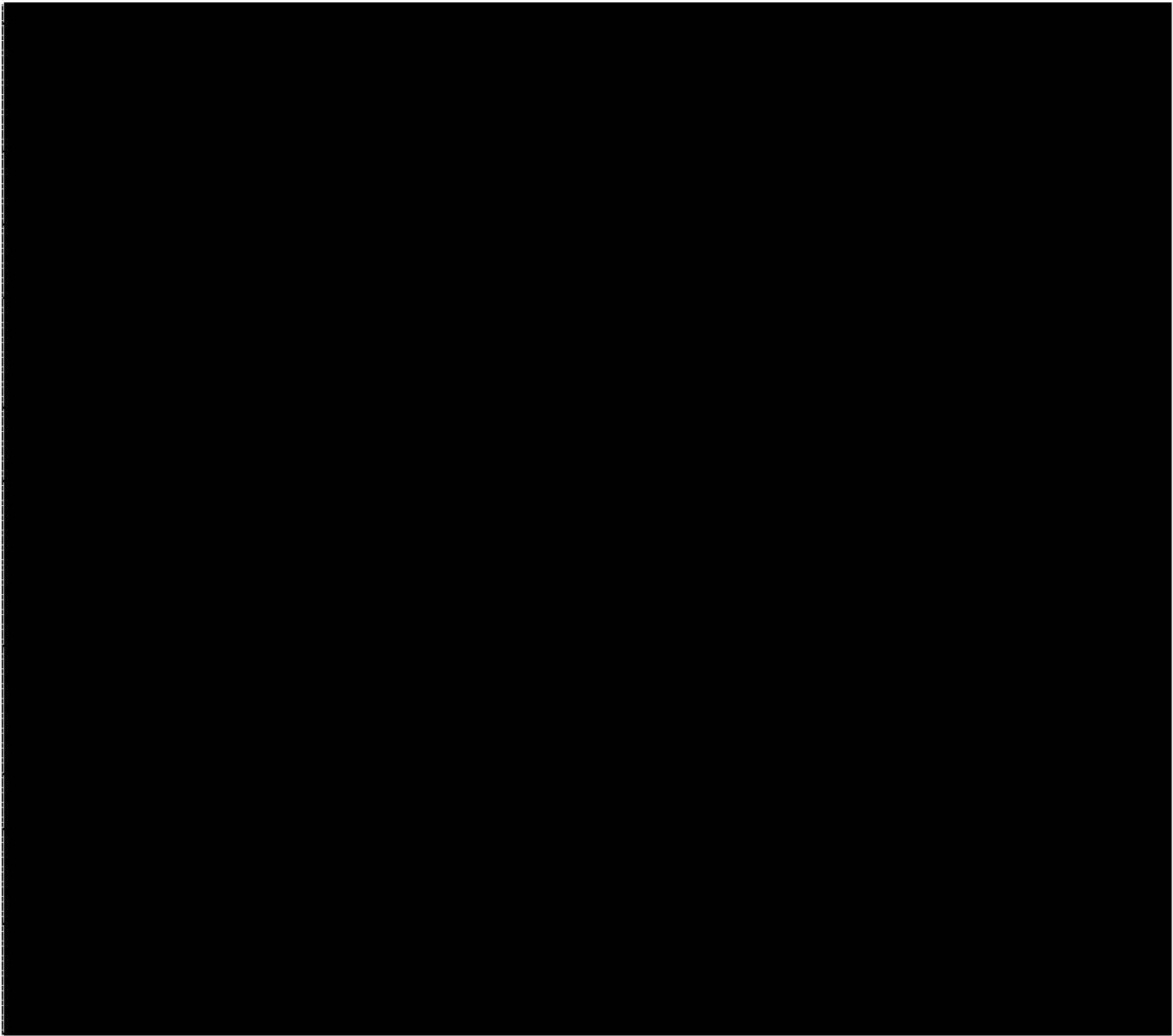
2 Pages

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(5 U.S.C. § 552 (b)(4))

Competitor Data

Competitor Data - Last Mile Service Providers





Competitor Data - Middle Mile Service Providers

Service Provider	Service Areas Where Service Available	Technology Platform	Service Tiers	Distance Band or Point-to-Point	Minimum Peak Load Network Bandwidth Capacity	Pricing	Other Comments/Description/Features or Limitations
[Redacted Content]							

BTOP Comprehensive Community Infrastructure Community Anchor Institution and Network Points of Interest Detail Template

Please complete the Anchor Institution Details worksheet by providing information on Community Anchor Institutions that will be directly connected by the proposed network as necessary. All Community Anchor Institutions should be given a type from the specification. A Community Anchor Institution is considered a minority-serving institution if it is a post-secondary educational institution with enrollment of minority students exceeding 50% of its total enrollment. The "Project Role" column only requires a word or two, or a short phrase, not a detailed explanation of the role of project partners and community anchor institution provided in the essay portions of the application.

Please complete the Points of Interest worksheet by providing information on all points of interest (passive, non-environmentally controlled points of interconnection, cell tower points, may be excluded), collocation facilities, central offices, head ends, and other central facilities, network access points to last mile service providers, Internet peering points, etc. For each point of interest you may provide either a street address or geocoordinates (lat/long). You must provide detail on what the point of interest is, whether it is already existing or will be created by the proposed project. Where more than one facility type applies, select the most appropriate facility type. For example, if a central office houses a point of interconnection, select central office as the facility type, or if a cell site is located on a tower, select tower as the facility type. Interconnection Available at the Facility field should be Yes if interconnection to the proposed network is available at that location, otherwise No. The brief description field is optional and can be used to convey a better understanding of what the facility is. You may use the space at the bottom of the table to provide additional notes, if desired.

The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this upload as an Excel file, and not to convert it to a PDF or other format for upload. Additionally, applicants should not modify the format of this file.

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or both. You
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central office
e. The
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ce provided at

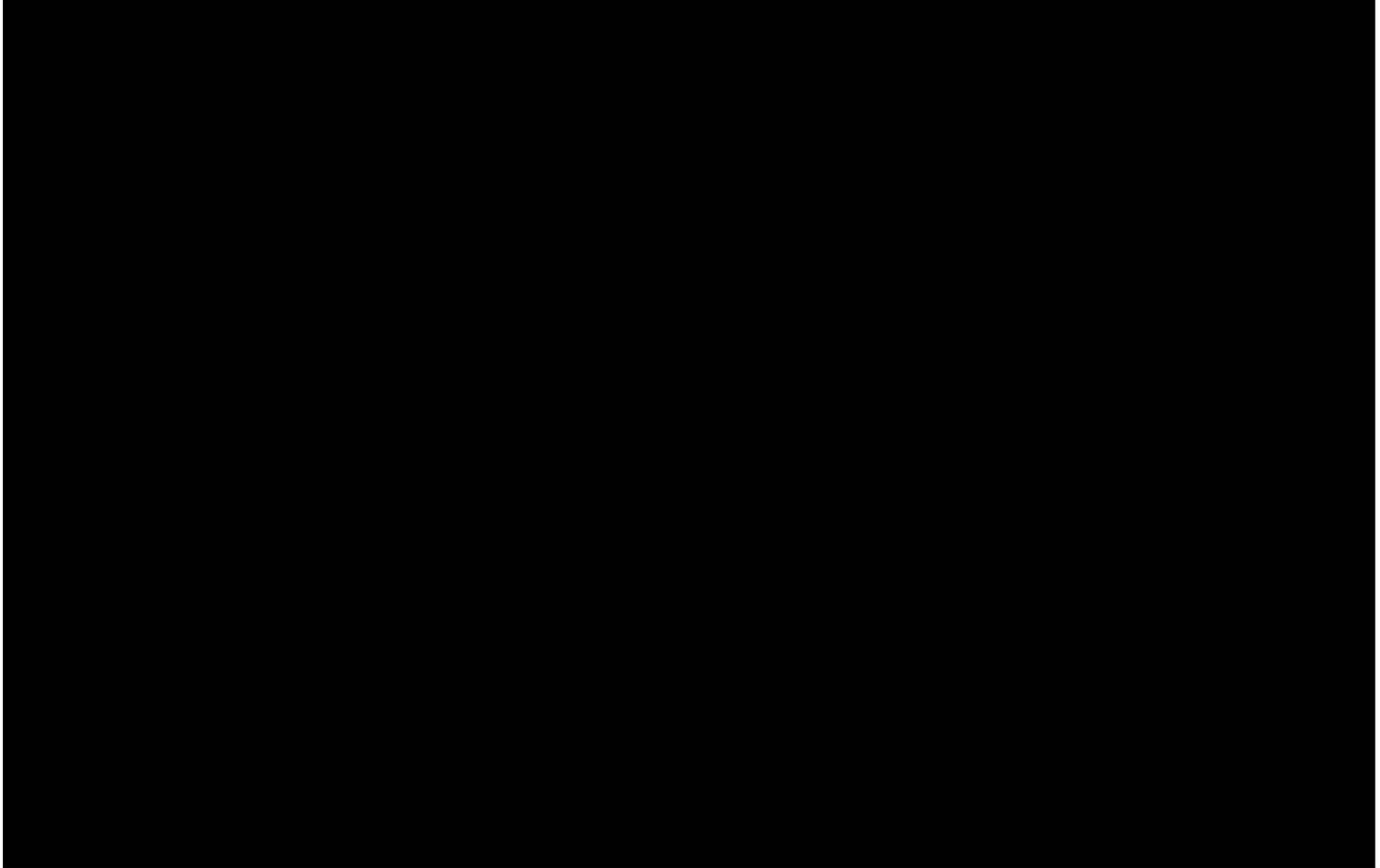
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PDF prior to

BTOP CCI Community Anchor Institutions Detail Template

Title:

Easy Grants ID:

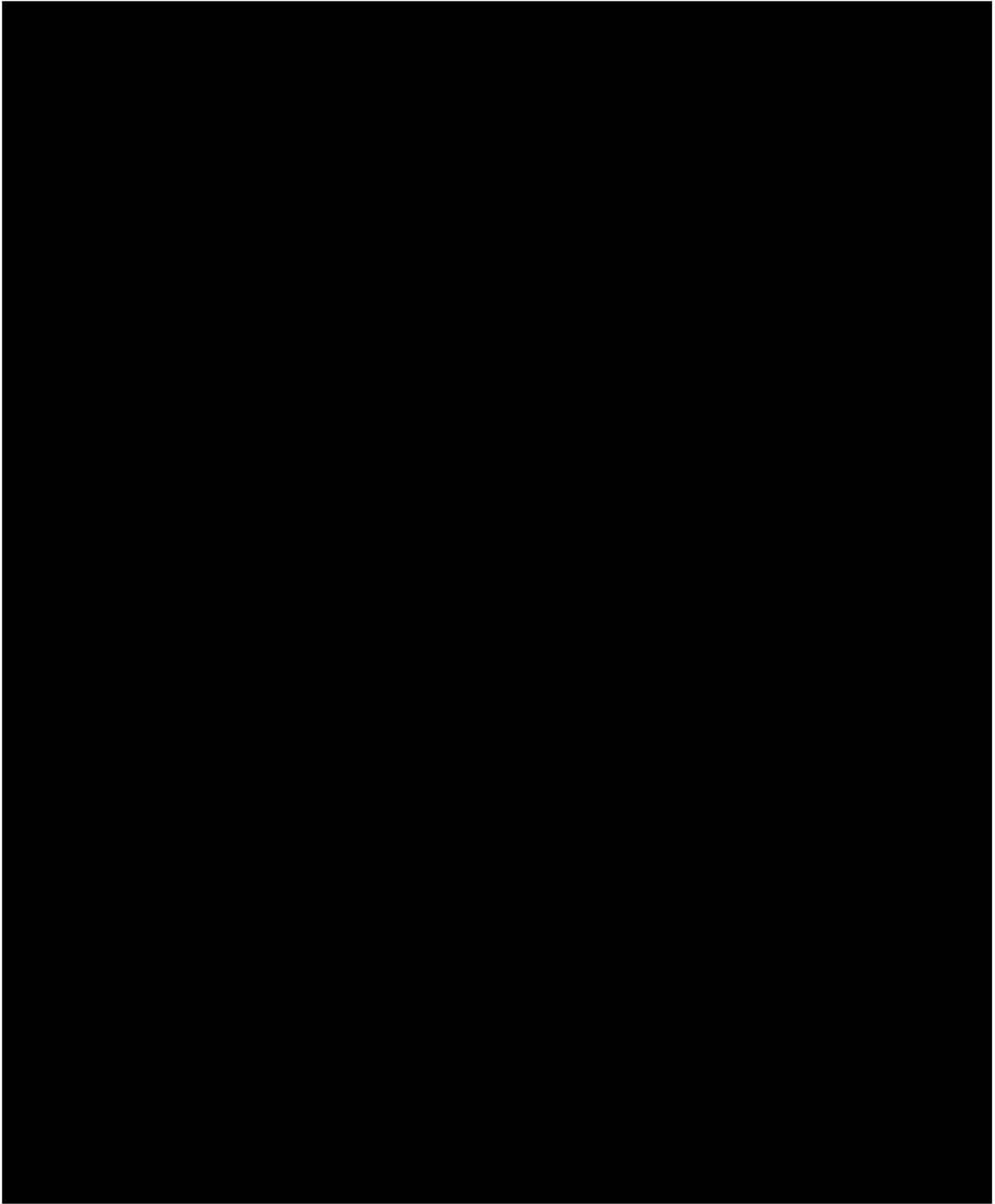
Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
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6 Pages

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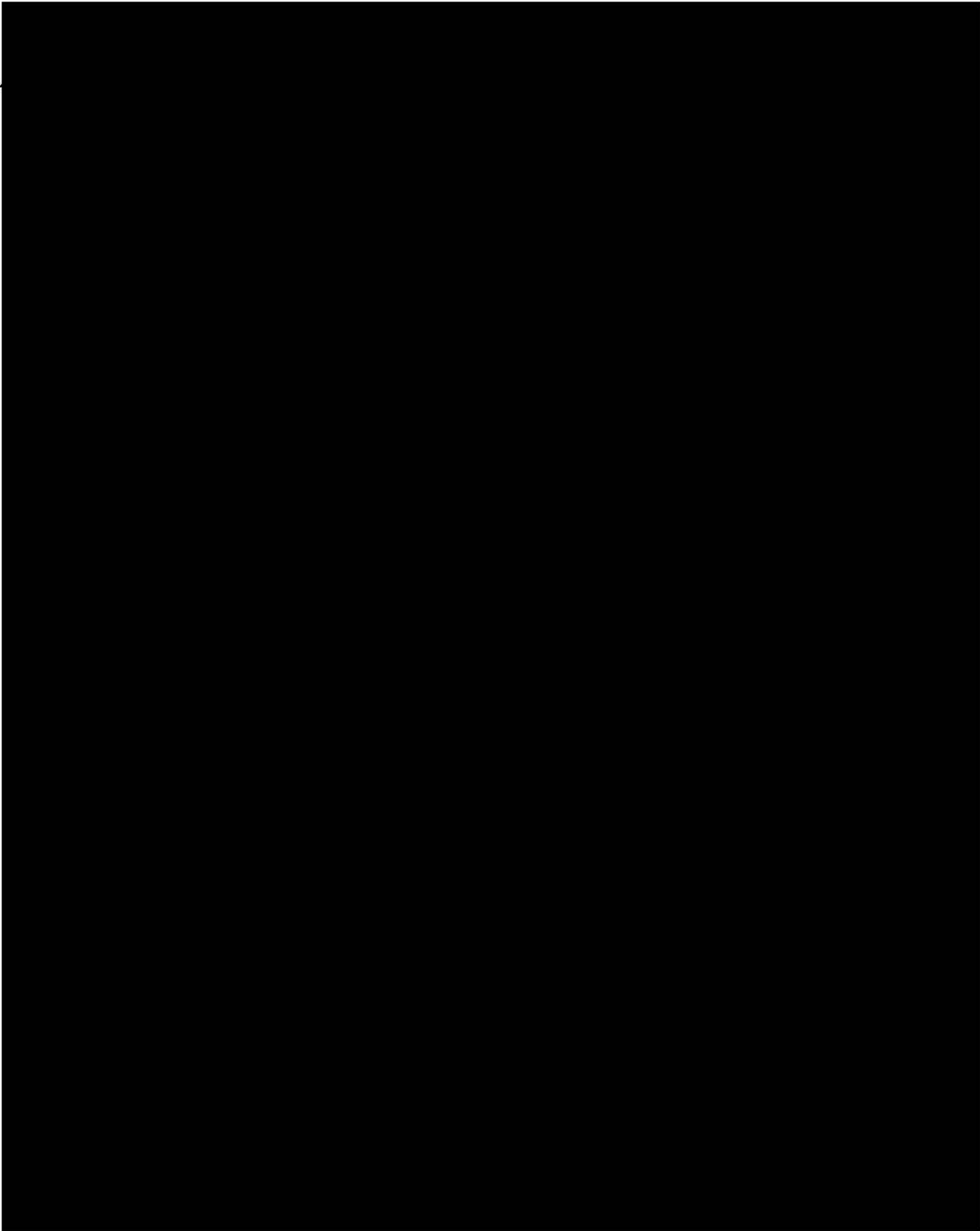
CLEARWAVE COMMUNICATIONS
BALANCE SHEET
As of December 31, 2007



5 Pages

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(5 U.S.C. § 552 (b)(4))

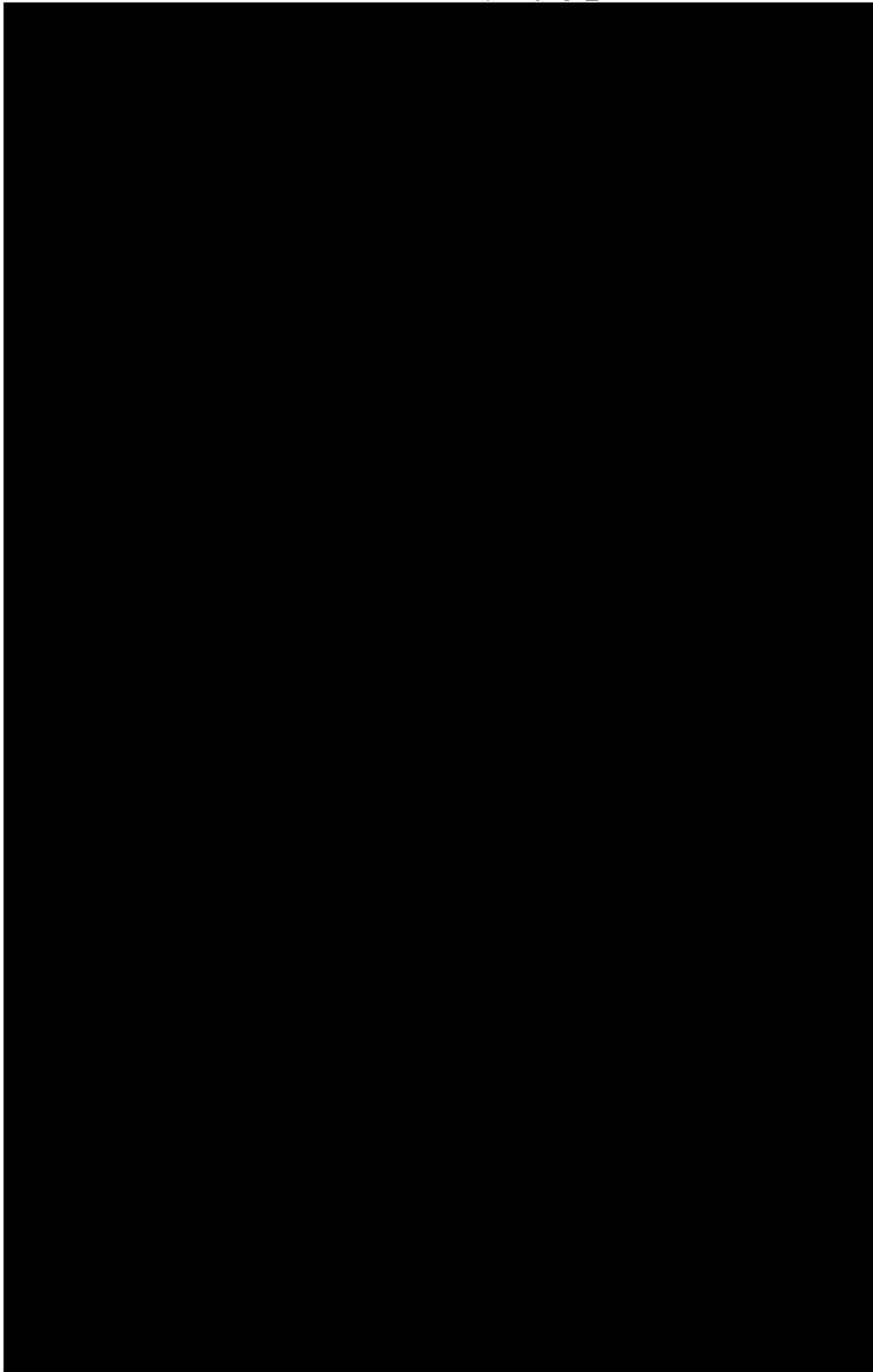
CLEARWAVE COMMUNICATIONS
BALANCE SHEET
As of December 31, 2008



5 Pages

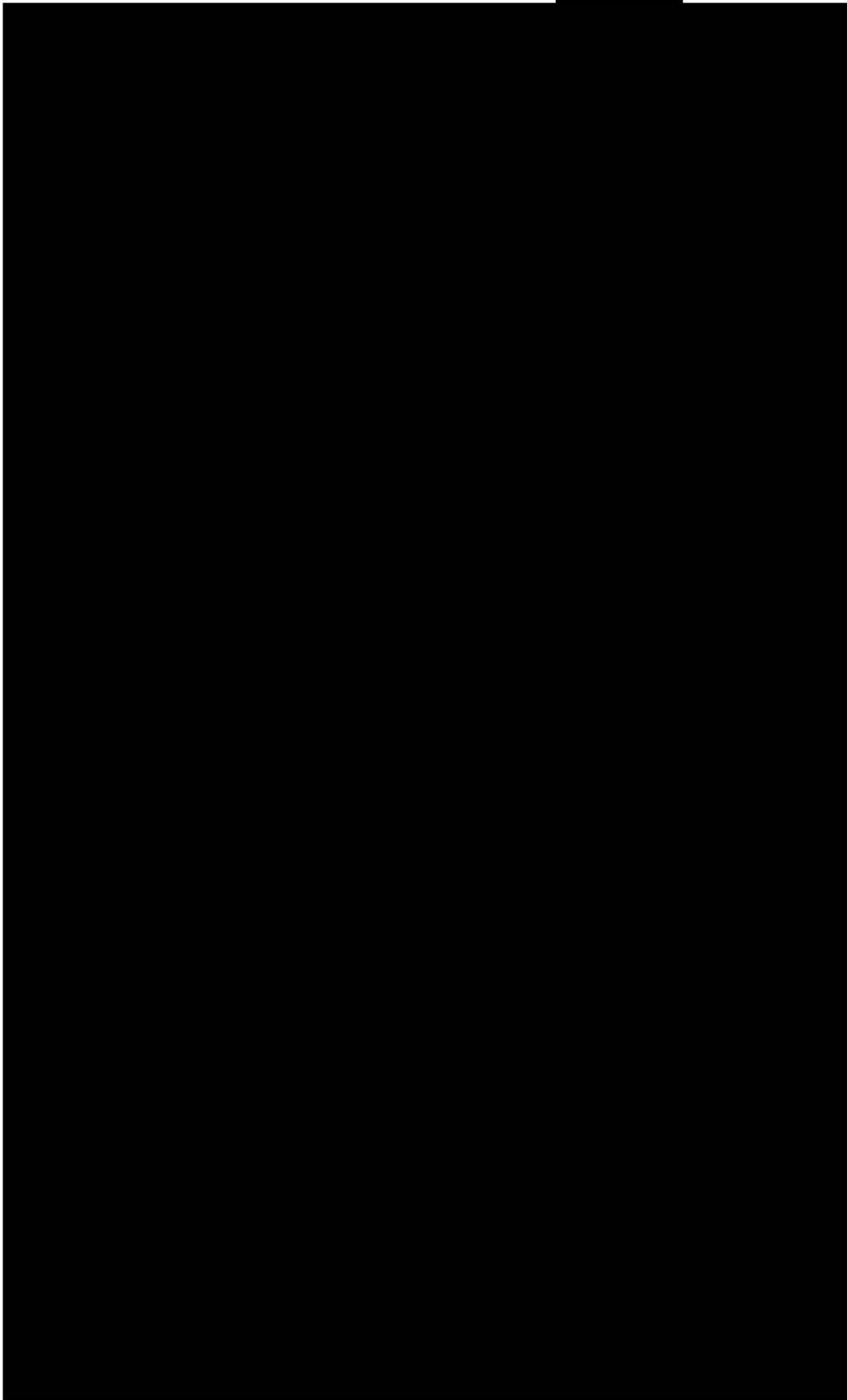
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(5 U.S.C. § 552 (b)(4))

ClearWave Communications
Profit & Loss
January through December 2009
Jan - Dec 09



ClearWave Communications
Balance Sheet

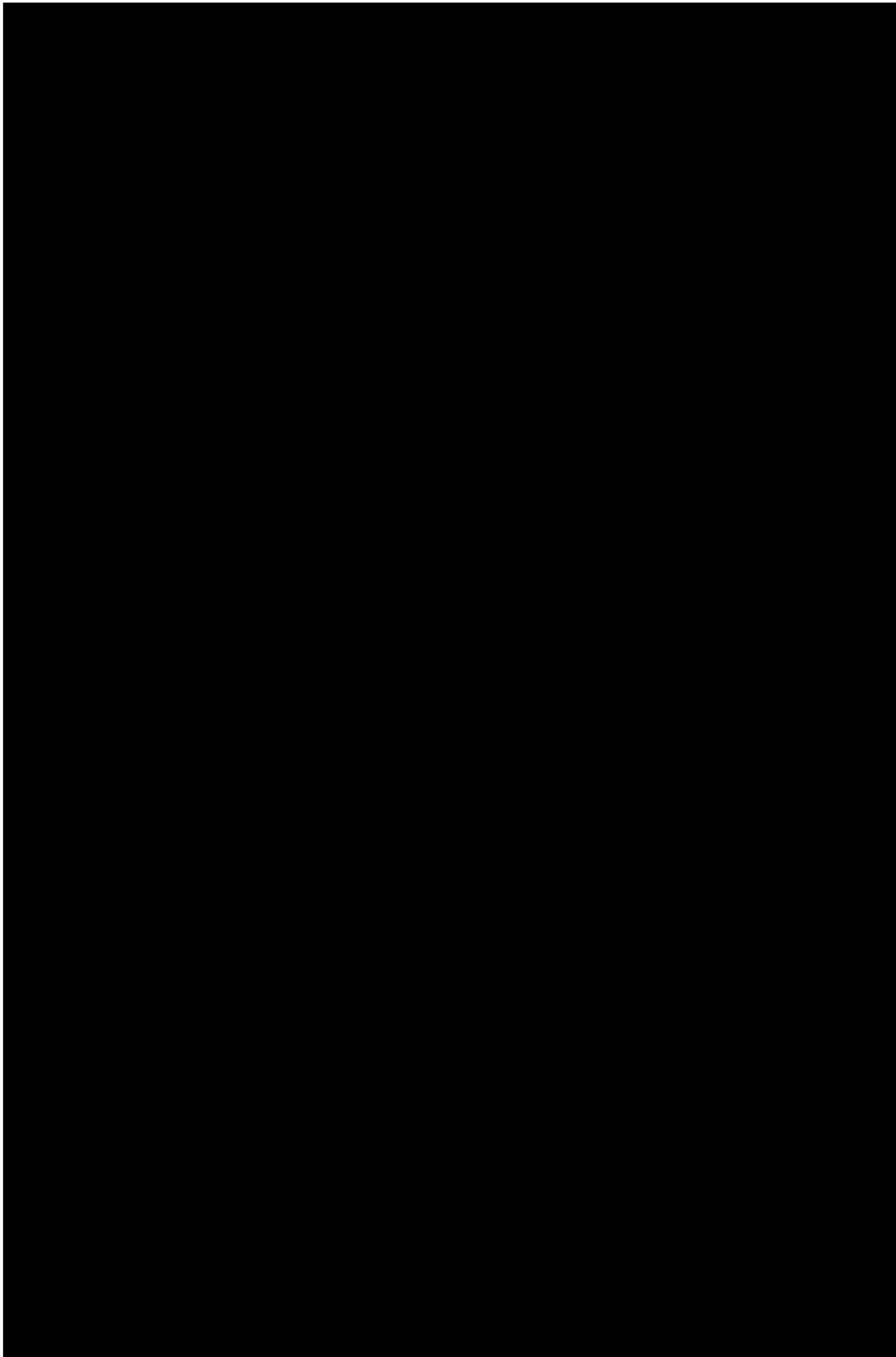
As of December 31, 2009
Dec 31, 09



1 Page

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ClearWave Communications
Statement of Cash Flows
January through December 2009



3 Pages

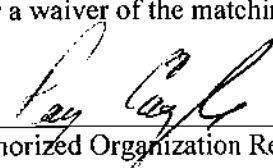
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(5 U.S.C. § 552 (b)(4))

**U.S. Department of Commerce
Broadband Technology Opportunities Program
Authentication and Certifications**

1. I certify that I am the duly Authorized Organization Representative (AOR) of the applicant organization, and that I have been authorized to submit the attached application on its behalf.
2. I certify that I have examined this application, that all of the information and responses in this application, including certifications, and forms submitted, all of which are part of this grant application, are material representations of fact and true and correct to the best of my knowledge, that the entity(ies) that is requesting grant funding pursuant to this application and any subgrantees and subcontractors will comply with the terms, conditions, purposes, and federal requirements of the grant program; that no kickbacks were paid to anyone; and that a false, fictitious, or fraudulent statements or claims on this application are grounds for denial or termination of a grant award, and/or possible punishment by a fine or imprisonment as provided in 18 U.S.C. §1001 and civil violations of the False Claims Act.
3. I certify that the entity(ies) I represent have and will comply with all applicable federal, state, and local laws, rules, regulations, ordinances, codes, orders and programmatic rules and requirements relating to the project. I acknowledge that failure to do so may result in rejection or deobligation of the grant or loan award. I acknowledge that failure to comply with all federal and program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.
4. I certify that the entity(ies) I represent has and will comply with all applicable administrative and federal statutory, regulatory, and policy requirements set forth in the Department of Commerce Pre-Award Notification Requirements for Grants and Cooperative Agreements ("DOC Pre-Award Notification"), published in the Federal Register on February 11, 2008 (73 FR 7696), as amended; DOC Financial Assistance Standard Terms and Conditions (Mar. 8, 2009); the Department of Commerce American Recovery and Reinvestment Act Award Terms (Apr. 9, 2009); and any Special Award Terms and Conditions that are included by the Grants Officer in the award.
5. I certify that any funds awarded to the entity(ies) I represent as a result of this application will not result in any unjust enrichment of such entity(ies) or duplicate any funds such entity(ies) receive under federal universal service support programs administered by the Universal Service Administrative Corporation (USAC).
6. I certify that the entity(ies) I represent has secured access to pay the 20% of total project cost or has petitioned the Assistant Secretary of NTIA for a waiver of the matching requirement.

March 24, 2010

Date



Authorized Organization Representative Signature

Raymond L. Cagle

Print Name

Chief Operating Officer

Title

Comprehensive Community Infrastructure Key Metrics Dashboard

Please refer to the CCI Grant Guidelines for instructions on completing this form.

Applicant Profile	
Applicant Name	Delta Communications, LLC dba Clearwave Communications
Title	Illinois Broadband Opportunities Partnership Southern Region
Easygrants ID	4250
Headquarters	Harrisburg, IL
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> • Current Year Revenues: [REDACTED] • Employees: 31
Technology Type	Fiber
Key Partners	East Central IBOP, CSI NG 911

Project Economics			
Budget Information		Project Financials	
Project Budget	45,395,020	Project Revenues (Yr 8)	[REDACTED]
Federal Contribution (%)	69.4	Net Income and Margin (Yr 8)	[REDACTED]
Cash Match Amount (%)	30.6	EBITDA and Margin (Yr 8)	[REDACTED]
In Kind Match Amount (%)		Rate of Return (w/o BTOP Funds)	[REDACTED]
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	[REDACTED]
Middle Mile Percentage (%)	100	Cost Efficiency	
Last Mile Percentage (%)		Cost per Mile (MM)	36,165
Rural Last Mile Percentage		Cost per Household (LM)	

Market Territory	
Geographic Area(s)	
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> • Total Miles: 740.4 • Backbone Miles: 664.8 • Lateral Miles: 75.6
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> • Total Miles: 740.4 • Backbone Miles: 664.8 • Lateral Miles: 75.6
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> • Total Miles: • Backbone Miles: • Lateral Miles:
Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> • Total Miles: • Backbone Miles: • Lateral Miles:
Underserved/Unserved	<ul style="list-style-type: none"> • Percentage of Backbone Miles in Underserved/Unserved Areas: 100 • Percentage of Lateral Miles in Underserved/Unserved Areas: 100
Existing Customer Base	
Existing Residential/Individual Customers within PFSA	[REDACTED]

Comprehensive Community Infrastructure Key Metrics Dashboard

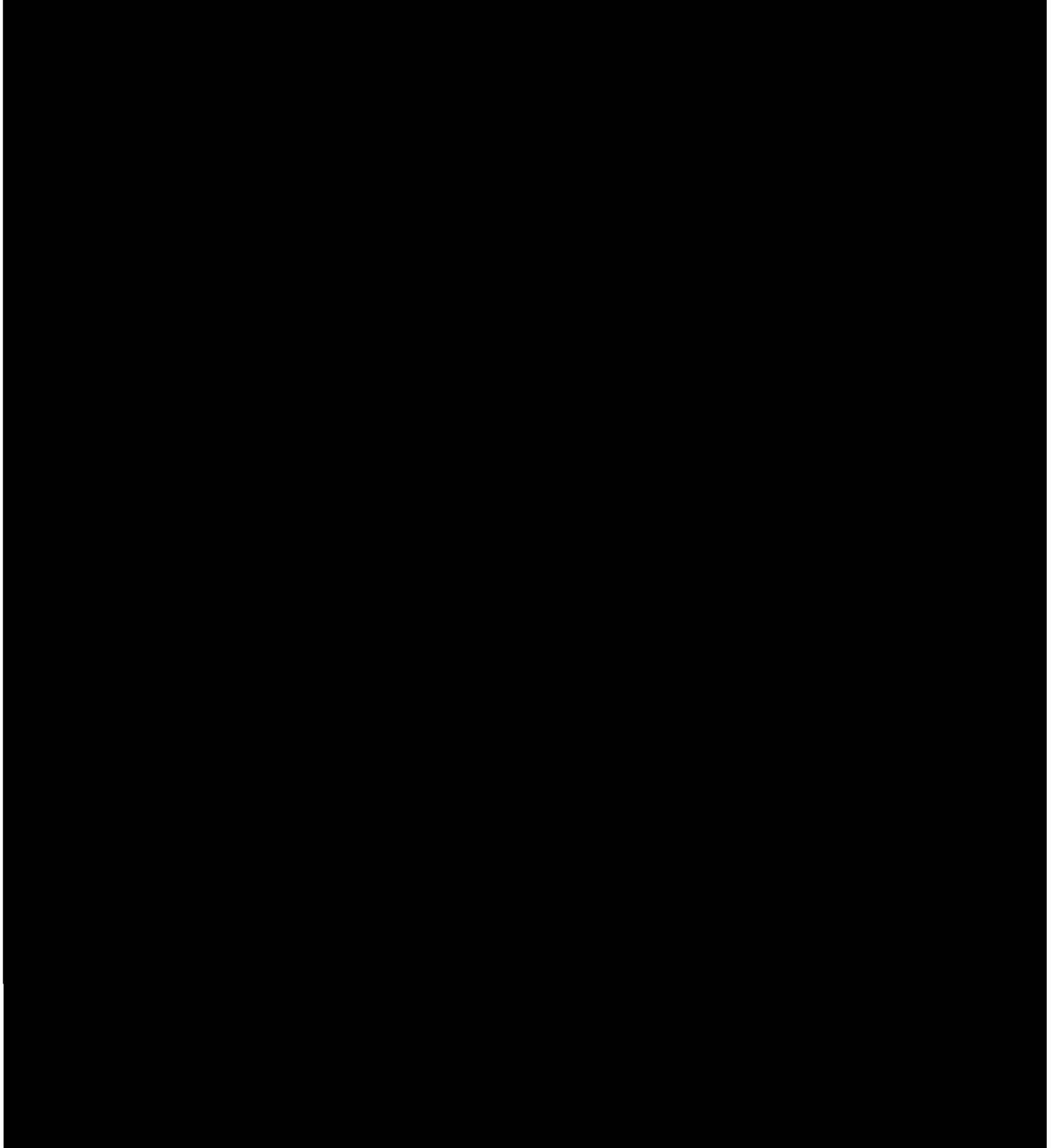
Existing Business Customers within PFSA	██████████
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> • Total CAI's: • Community Colleges: • Public Safety Entities:
Existing Third Party Service Provider Customers within PFSA	3
Potential Customer Base	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> • Total HH's: • Located in Underserved/Unserved Areas:
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> • Total Businesses: 55,479 • Located in Underserved/Unserved Areas: 55,479
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> • Total CAI's: 731 • Located in Underserved/Unserved Areas: 731 • Community Colleges: 9 • Public Safety Entities: 28
Market Potential Third Party Service Providers (within PFSA)	<ul style="list-style-type: none"> • Total Third Party Service Providers in PFSA: 14 • Expressing Commitment or Letter of Interest: 3
Funded Network Coverage	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Households Connected: • Located in Underserved/Unserved Areas:
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Businesses Connected: ██████████ • Located in Underserved/Unserved Areas: ██████████
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Directly Connected CAI's: 262 • Located in Underserved/Unserved Areas: 262 • Community Colleges: 9 • Public Safety Entities: 28
Projected Subscribers by Year Five	<p><u>Directly Served by Applicant</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: ██████████ • Households: • Businesses: ██████████ • Third Party Service Providers: ██████████ <p><u>Served by Proposed Network Via Third Party Service Provider</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: ██████████ • Households: ██████████ • Businesses: ██████████

Comprehensive Community Infrastructure Key Metrics Dashboard

Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> • Backbone: 740.4 • Laterals: 75.6
Proposed LM Network Speed	<ul style="list-style-type: none"> • Highest offered speed tier: • Estimated Average speed for highest speed tier:
Total Points of Interconnection	<ul style="list-style-type: none"> • Total Pol's: 33 • Pol's in Underserved/Unserved Areas: 33 • Environmentally-controlled, non-passive Pols:33
Jobs Created	<ul style="list-style-type: none"> • Direct Job-years: 158 • Indirect Job-years:157 • Induced Job-years: 177
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	10

Broadband Subscriber Estimates

Name of Service offering	Customer Type	Year 0	Cumulative/Net Add	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				Year 7				Year 8			
				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	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	Qtr 4



PROJECT PLAN

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

Time Period	Quarter	Milestones	Support for Reasonableness/Data Points

4 Pages

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(5 U.S.C. § 552 (b)(4))

BUILD-OUT TIMELINE

Complete the following schedule for *each* Last Mile or Middle Mile Service Area to note the degree of build-out, based on: a) infrastructure funds awarded; b) entities passed (households, businesses, and community anchor institutions.). In addition, please complete a schedule that aggregates the build-out timeline across all of the Proposed Funded Service Area.

Service Area	Illinois Broadband Opportunities Partnership - Southern Region												
	YEAR 0	YEAR 1				YEAR 2				YEAR 3			
		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Infrastructure Funds													
Infrastructure Funds Advanced (estimate)													
Percentage of Total Funds													
Entities Passed & %													
Households													
Percentage of Total Households													
Businesses													
Percentage of Total Businesses													
Community Anchor Institutions													
Percentage of Total Institutions													

BTOP Comprehensive Community Infrastructure Service Area Template

Please complete the complete the CCI Service Area worksheet. In each line you will provide the name of a service area and one of the contiguous Census tracts or block groups that make up that service area. Please provide full 11-digit Census tract numbers, includes the 2-digit State FIPS code, the 3-digit county code, followed by a unique 6-digit tract number. For Census block groups, please provide the full tract number, plus the 1-digit block group number (12 digits total). If there is more than one Census tract or block group in a service area, there will be multiple lines in the table for that service area. It is critical that the service area names provided in this table match with the service area names provided in the Service Area Details page of the application. Please review this document and Service Area Details page for consistency before submitting your application.

Important Note: Excel truncates leading zeros from numbers. Consequently, the tract/block group column on the worksheet has been formatted as text. This formatting should not be altered, or the validity of your data may be compromised.

The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this upload as an Excel file, and not to convert it to a PDF prior to upload. Additionally, applicants should not modify the format of this file (*e.g.* by adding or removing worksheets). Do not leave blank lines in the table between service areas.

EXAMPLE

Service Area Name	Tract or Block Group #
Big BB Project South	01001020100
Big BB Project South	01001020100
Big BB Project South	010010202001
Big BB Project West	01001020400
Big BB Project North	01001020800
Big BB Project North	010010209002

BTOP CCI Service Area Template

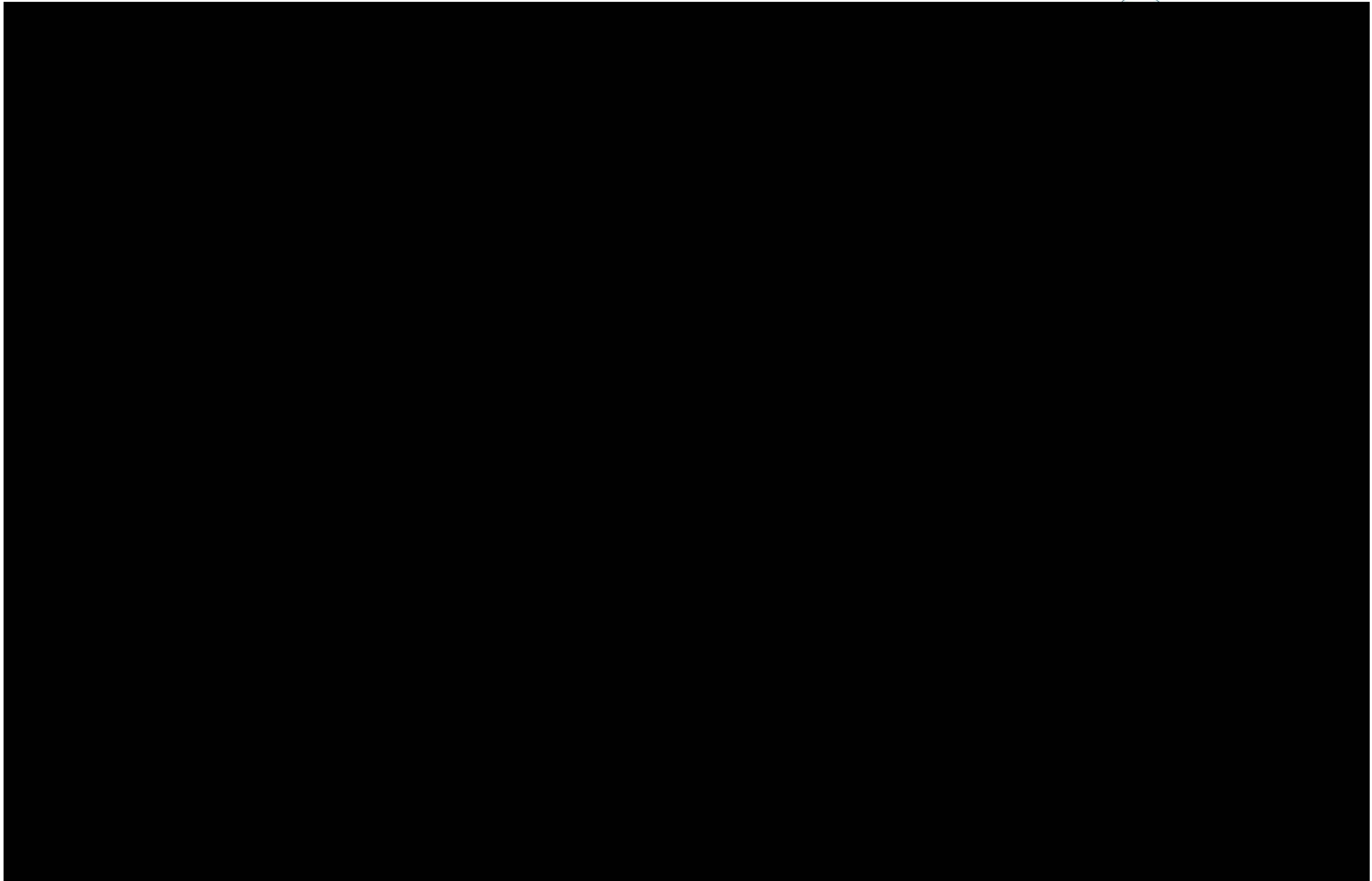
Title: **Illinois Broadband Opportunities Partnership - Southern Region**
 Easy Grants ID: **4250**

Service Area Name	Tract or Block Group #
Alexander	17003957600
Alexander	17003957700
Alexander	17003957800
Alexander	17003957900
Clay	17025971900
Clay	17025972000
Clay	17025972100
Clay	17025972200
Clinton	17027900600
Clinton	17027900500
Clinton	17027900400
Clinton	17027900300
Clinton	17027900200
Clinton	17027900100
Edwards	17047956900
Edwards	17047957000
Edwards	17047957100
Franklin	17055040100
Franklin	17055040200
Franklin	17055040300
Franklin	17055040400
Franklin	17055040500
Franklin	17055040600
Franklin	17055040700
Franklin	17055040800
Franklin	17055040900
Franklin	17055041000
Franklin	17055041100
Franklin	17055041200
Hamilton	17065973001
Hamilton	17065973002
Hamilton	17065973100
Hamilton	17065973200
Jackson	17077010100
Jackson	17077010200
Jackson	17077010300
Jackson	17077010400
Jackson	17077010600
Jackson	17077010700
Jackson	17077010800
Jackson	17077010900
Jackson	17077011000
Jackson	17077011100
Jackson	17077011200
Jackson	17077011300
Jackson	17077011400
Jackson	17077011500
Jackson	17077011600
Jefferson	17081050100
Jefferson	17081050200
Jefferson	17081050300
Jefferson	17081050400
Jefferson	17081050500
Jefferson	17081050600
Jefferson	17081050700
Jefferson	17081050800
Jefferson	17081050900
Jefferson	17081051000
Jefferson	17081051100
Johnson	17087977600
Johnson	17087977700
Johnson	17087977800
Marion	17121951600
Marion	17121951700
Marion	17121951800
Marion	17121951900
Marion	17121952000
Marion	17121952100
Marion	17121952200
Marion	17121952300
Marion	17121952400
Marion	17121952500
Marion	17121952600
Marion	17121952700
Massac	17127970100
Massac	17127970200
Massac	17127970300
Massac	17127970400

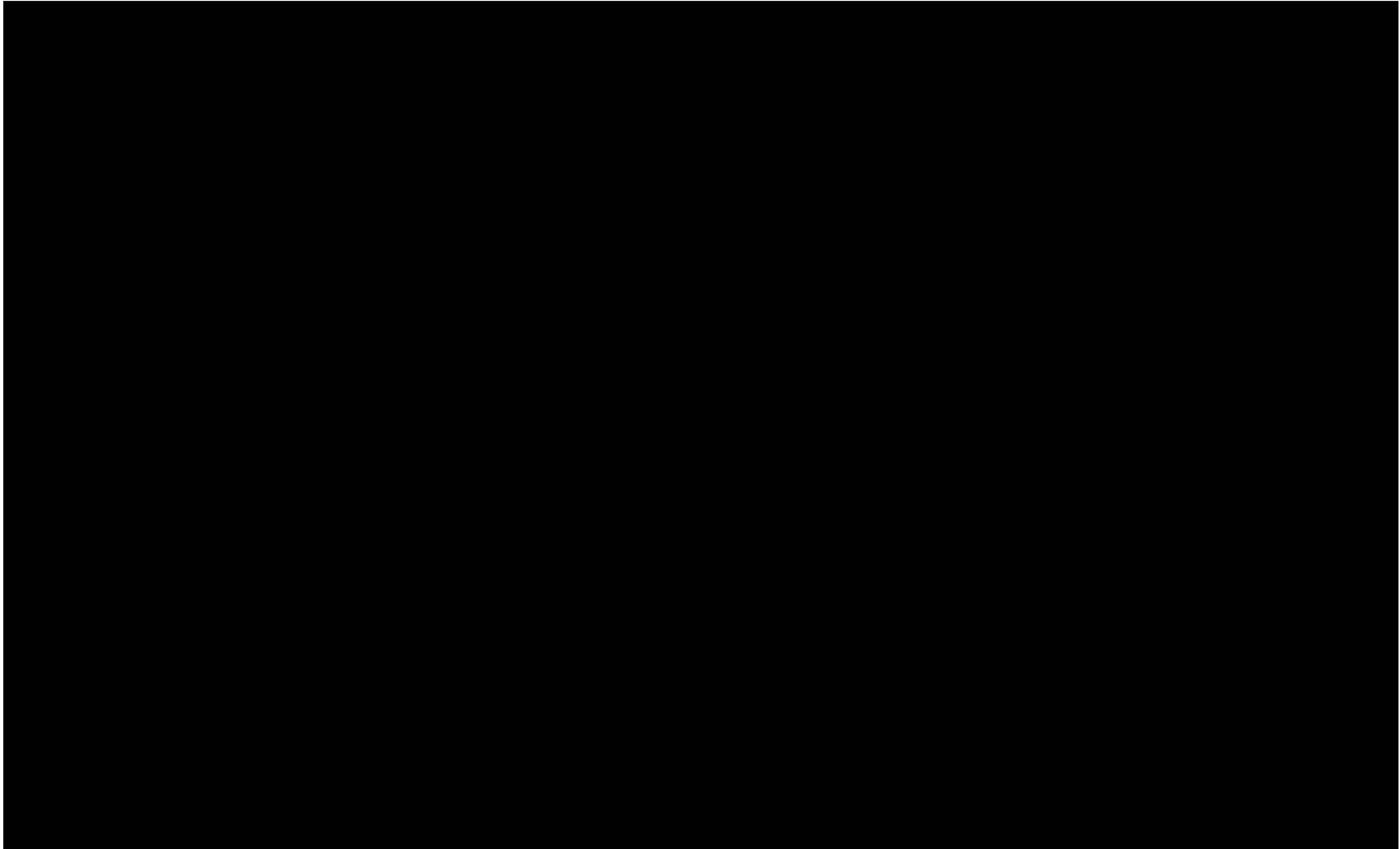
Service Area Name	Tract or Block Group #
Perry	17145030100
Perry	17145030200
Perry	17145030300
Perry	17145030400
Perry	17145030500
Perry	17145030600
Pulaski	17153971000
Pulaski	17153971100
Randolph	17157950500
Randolph	17157950600
Randolph	17157950700
Randolph	17157950800
Randolph	17157950900
Randolph	17157951000
Randolph	17157951100
Randolph	17157951200
Randolph	17157951300
Richland	17159977900
Richland	17159978000
Richland	17159978100
Richland	17159978200
Richland	17159978300
Saline	17165955100
Saline	17165955500
Saline	17165955600
Saline	17165955700
Saline	17165955800
Saline	17165955900
Saline	17165956000
Saline	17165956100
Saline	17165956200
St. Clair	17163500400
St. Clair	17163500500
St. Clair	17163500600
St. Clair	17163500900
St. Clair	17163501100
St. Clair	17163501200
St. Clair	17163501300
St. Clair	17163501400
St. Clair	17163501501
St. Clair	17163501502
St. Clair	17163501601
St. Clair	17163501602
St. Clair	17163501603
St. Clair	17163501700
St. Clair	17163501800
St. Clair	17163501900
St. Clair	17163502100
St. Clair	17163502200
St. Clair	17163502300
St. Clair	17163502401
St. Clair	17163502404
St. Clair	17163502500
St. Clair	17163502602
St. Clair	17163502603
St. Clair	17163502700
St. Clair	17163502800
St. Clair	17163502900
St. Clair	17163503100
St. Clair	17163503202
St. Clair	17163503203
St. Clair	17163503211
St. Clair	17163503301
St. Clair	17163503304
St. Clair	17163503321
St. Clair	17163503322
St. Clair	17163503331
St. Clair	17163503332
St. Clair	17163503402
St. Clair	17163503404
St. Clair	17163503405
St. Clair	17163503411
St. Clair	17163503412
St. Clair	17163503800
St. Clair	17163503901
St. Clair	17163503902
St. Clair	17163504001
St. Clair	17163504002
St. Clair	17163504201
St. Clair	17163504302
St. Clair	17163504303
St. Clair	17163504304
St. Clair	17163504351
St. Clair	17163504352
St. Clair	17163504353
St. Clair	17163504500

Service Area Name	Tract or Block Group #
Union	17181950100
Union	17181950200
Union	17181950300
Union	17181950400
Union	17181950500
Wabash	17185957200
Wabash	17185957300
Wabash	17185957400
Wabash	17185957500
Washington	17189950100
Washington	17189950200
Washington	17189950300
Washington	17189950400
Wayne	17191954900
Wayne	17191955000
Wayne	17191955100
Wayne	17191955200
Wayne	17191955300
White	17193958000
White	17193958100
White	17193958200
White	17193958300
White	17193958400
Williamson	17199020100
Williamson	17199020200
Williamson	17199020300
Williamson	17199020400
Williamson	17199020500
Williamson	17199020600
Williamson	17199020700
Williamson	17199020800
Williamson	17199020900
Williamson	17199021000
Williamson	17199021100
Williamson	17199021200
Williamson	17199021300
Williamson	17199021400

Proposed - Node Interconnection Map



Proposed Network Diagram – Traffic Flow



1 Page

Withheld in its entirety
pursuant to FOIA Exemption 4
(5 U.S.C. § 552 (b)(4))