

## 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
100 Mbps Transport	Community Anchor Inst.	0	Cumulative	0	0	0	60	77	94	111	131	146	161	176	191	191	191
			Net Add	0	0	0	60	17	17	17	20	15	15	15	15	0	0
	Third Party Service Provider	0	Cumulative	0	0	0	3	3	4	4	5	5	6	7	8	8	8
			Net Add	0	0	0	3	0	1	0	1	0	1	1	1	0	0
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	26826	26826	35768	35768	44710	44710	53652	62594	71536	71983	72430
			Net Add	0	0	0	26826	0	8942	0	8942	0	8942	8942	8942	447	447
			Cumulative														
			Net Add														
			Cumulative														
			Net Add														
<b>Cumulative Totals (excluding Indirect)</b>	Residential/Individual		Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Business		Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Community Anchor Inst.		Total	0	0	0	60	77	94	111	131	146	161	176	191	191	191
	Third Party Service Provider		Total	0	0	0	3	3	4	4	5	5	6	7	8	8	8
<b>Cumulative Totals (including Indirect)</b>	Residential/Individual		Total	0	0	0	26826	26826	35768	35768	44710	44710	53652	62594	71536	71983	72430
	Business		Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Community Anchor Inst.		Total	0	0	0	60	77	94	111	131	146	161	176	191	191	191
			Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0

**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:**

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
100 Mbps Transport	Community Anchor Inst.	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Third Party Service Provider	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
Served by Third Party Service Providers	Indirect - Res./Ind.	72877	73324	73782	74240	74698	75157	75626	76095	76565	77035	77516	77997	78478	78960	79453	79946	80440
		447	447	458	458	458	459	469	469	470	470	481	481	481	482	493	493	494
Cumulative Totals (excluding Indirect)	Residential/Individual	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Business	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Community Anchor Inst.	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191
	Third Party Service Provider	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
Cumulative Totals (including Indirect)	Residential/Individual	72877	73324	73782	74240	74698	75157	75626	76095	76565	77035	77516	77997	78478	78960	79453	79946	80440
	Business	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Community Anchor Inst.	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191	191

**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
100 Mbps Transport	Community Anchor Inst.	191
		0
	Third Party Service Provider	8
		0
Served by Third Party Service Providers	Indirect - Res./Ind.	80934
		494
<b>Cumulative Totals (excluding Indirect)</b>	Residential/Individual	0
	Business	0
	Community Anchor Inst.	191
	Third Party Service Provider	8
<b>Cumulative Totals (including Indirect)</b>	Residential/Individual	80934
	Business	0
	Community Anchor Inst.	191

**Table of Customer Types**

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



[www.quitmanisd.net](http://www.quitmanisd.net)

1101 East Goode Street  
Quitman, TX 75783  
Superintendent: Dr. Leland Moore

Phone: (903)763-5000  
Fax: (903)763-2710

To Whom It May Concern:

I am writing to apprise you of the support I and my organization intend to offer to Peoples Telephone Cooperative, Inc. in their efforts to provide broadband infrastructure support to rural schools within the State of Texas.

As the Director of Technology of Quitman Independent School District, I understand the need for rural school districts to connect to the internet at higher bandwidth speeds than are currently possible with rural networks. Peoples Telephone is proposing to offer higher bandwidth speeds to rural East Texas towns as well as add impetus to our plans to network rural schools and universities. I understand the need for viable, robust infrastructure developments as they pertain to our network and as they pertain to the long-term economic stability and growth of rural East Texas as a whole. Without the increased bandwidth supplied by Peoples Telephone, we will not be able to sustain our growing technological needs and our children will not enjoy the opportunities afforded to their suburban counterparts.

Our schools and universities are located in a variety of rural towns and communities in East Texas. Because Peoples has provided bandwidth to their area schools, they are able to access the internet at speeds nearly consistent with our suburban neighbors at an affordable price. However, rural bandwidth is expensive and we are rapidly falling behind affordable bandwidth rates. Peoples Telephone Cooperative, Inc. intends to offer greater bandwidth to other rural schools outside of their current serving area; their effort would greatly alleviate our inability to perform as well as our counterparts in suburban areas and would connect otherwise alienated rural schools. Should NTIA decide to support Peoples Telephone with stimulus funding, there is no doubt that they will grow to reach underserved rural schools and provide opportunities for growth to same.

Endorsing Peoples Telephone Cooperative, Inc. and the plans they have to deploy greater broadband access and bandwidth in our area means endorsing my school's ability to better serve our purpose and the communities we serve, and I do this most sincerely.

Sincerely,

Becky Carpenter  
Director of Technology/Asst. HS Principal  
Quitman ISD



## Gladewater Independent School District

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**Gay Lewis**  
Technology Director

500 W. Quitman  
Gladewater, TX 75647  
(903) 845-6991  
Fax: (903) 845-6994

March 15, 2010

To Whom It May Concern:

I am writing on behalf of the Gladewater Independent School District to express to you our continued support and endorsement of Peoples Telephone Cooperative, Inc., and their efforts to provide and expand their broadband infrastructure support to our rural schools and universities within the State of Texas. As the Technology Director of the Gladewater Independent School District, I have enjoyed a close working relationship with Peoples Telephone for the past 14 years. Since the inception of ET-Linc in 1996, Peoples Telephone has provided the network infrastructure necessary to connect our consortium's schools and area colleges.

In the last decade, as technological requirements have escalated, Peoples Telephone Cooperative has continued to increase their network infrastructure to meet the demands of their customers. As their customers, our school districts and universities are located in a variety of rural towns and communities covering a large geographical area in East Texas. At this time, we are able to access the internet at speeds nearly consistent with our suburban neighbors at an affordable price. However, rural bandwidth is expensive and we are rapidly falling behind affordable bandwidth rates. Without the continued ability of Peoples Telephone to expand their network infrastructure, our consortium will experience insurmountable difficulties encumbered by inadequate access to college courses from a variety of area colleges. This situation could result in limited connectivity for our college dual-credit classes which would be detrimental to our student's futures and leave them unable to compete with their suburban counterparts.

The long-term economic stability and growth of rural East Texas is dependent upon our school districts graduating students who are properly educated and are able to continue to live in this area. If NTIA decides to support Peoples Telephone Cooperative with stimulus funding, thereby providing the funds to expand their network infrastructure, there is no doubt that not only will our consortium continue to grow and better serve our students, but other rural school districts that are currently unable to connect to colleges and universities will be able to provide their students with similar opportunities. With this letter, Gladewater independent School District is endorsing Peoples Telephone Cooperative, Inc. and their plans to deploy greater broadband access and bandwidth to our schools and communities in East Texas.

Sincerely,

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Mrs. Gay Lewis  
Technology Director

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Dr. J. P. Richardson  
Superintendent of Gladewater ISD

March 22, 2010

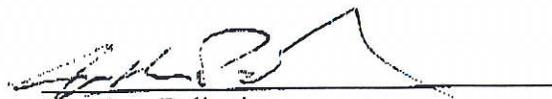
To Whom It May Concern:

I am writing on behalf of the Yantis ISD, to express to you our continued support and endorsement of Peoples Telephone Cooperative, Inc., and their efforts to provide and expand their broadband infrastructure support to our rural schools and universities within the State of Texas. As the Technology Director of the Yantis ISD, I have enjoyed a close working relationship with Peoples Telephone for the past two years. Since the inception of ET-Line in 1996, Peoples Telephone has provided the network infrastructure necessary to connect our consortium's schools and area colleges.

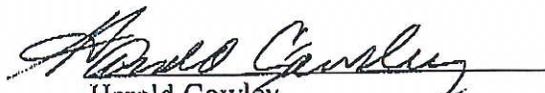
In the last decade, as technological requirements have escalated, Peoples Telephone Cooperative has continued to increase their network infrastructure to meet the demands of their customers. As their customers, our school districts and universities are located in a variety of rural towns and communities covering a large geographical area in East Texas. At this time, we are able to access the internet at speeds nearly consistent with our suburban neighbors at an affordable price. However, rural bandwidth is expensive and we are rapidly falling behind affordable bandwidth rates. Without the continued ability of Peoples Telephone to expand their network infrastructure, our consortium will experience insurmountable difficulties encumbered by inadequate access to Tyler Junior College, our service provider for college courses. This situation could result in limited connectivity for our college dual-credit classes which would be detrimental to our student's futures and leave them unable to compete with their suburban counterparts. At this time, 25% of students of our graduating seniors from Yantis ISD graduate with multiple dual-credit college hours that give them a definite advantage entering college. In comparison, prior to ET-Line's conception in 1996, there were only a small number of students that graduated with any dual-credit college hours at all.

The long-term economic stability and growth of rural East Texas is dependent upon our school districts graduating students who are properly educated and are able to continue to live in this area. If NTIA decides to support Peoples Telephone Cooperative with stimulus funding, thereby providing the funds to expand their network infrastructure, there is no doubt that not only will our consortium continue to grow and better serve our students, but other rural school districts that are currently unable to connect to colleges and universities will be able to provide their students with similar opportunities. With this letter, Yantis ISD is endorsing Peoples Telephone Cooperative, Inc. and their plans to deploy greater broadband access and bandwidth to our schools and communities in East Texas.

Sincerely,



Jonathan Pollard  
Technology Director of Yantis ISD



Harold Cowley  
Superintendent of Yantis ISD



March 24, 2010

Award Evaluation Committee  
c/o Mr. Robbie Allen  
Peoples Telephone Cooperative, Inc.  
General Manager  
102 N. Stephens Street  
Quitman, TX 75783

Dear Award Evaluation Committee:

Calix has been selected as a key access equipment vendor in the proposal submitted by Peoples Telephone Cooperative, Inc., for delivery of broadband services. Peoples Telephone Cooperative, Inc., has Calix' full support in this endeavor; and, based on the history of our relationship with the management team proposing this award, they are an excellent stimulus award candidate for deploying broadband services in the communities they serve, with deep community ties and a history of successful broadband deployment. In Calix, Peoples Telephone Cooperative, Inc., has a true business partner with extensive resources available to assist Peoples Telephone Cooperative, Inc., in both delivering on its proposed broadband network and achieving long term sustainable success.

Headquartered in Petaluma, CA, Calix is the largest provider of broadband access equipment to U.S. rural service providers. We are deployed in over 500 service provider networks across North America, and over 40 percent of U.S. independent local exchange carriers are Calix customers. We have built a strong and sustainable business primarily serving U.S. rural service providers, and are closely aligned with their service requirements and business needs. Calix is the market share leader in both gigabit passive optical (GPON) FTTH networks and digital subscriber line (DSL) technology. In addition, Calix Compatible, the industry's foremost interoperability program, allows us to closely align with over 70 affiliated partners to ensure that service providers can deploy field-ready advanced broadband services across multi-vendor ecosystems in a timely manner.

The Calix organization, composed of over 400 full-time employees in the United States, is structured to provide Peoples Telephone Cooperative, Inc., with the dedicated resources to ensure timely delivery, installation, turn-up and ongoing support of Calix hardware and software. A three-person Calix sales team is dedicated to providing front-line business, technical, and logistical support for the three-state region in which Peoples Telephone Cooperative, Inc., resides. Behind this team stands a world-class support infrastructure, with over 50 individuals spread across the country providing 24x7 phone and online support and, when necessary, in-person assistance. Calix support is renowned in the industry, and consistently is evaluated as "Outstanding" by customers, who most recently gave the Company an average of 9.4 out of 10 across both Customer Support and Product Satisfaction categories in our November 2009 customer survey. Calix also has the ability to augment its staff to provide additional deployment services such as installation, turn-up and test through partnerships with certified contractors throughout the United States. Calix has long standing relationships with contractors capable of supporting all aspects of the installation process from the central office to remote cabinets and beyond to equipment located at the customer premises. Calix certified contractors have installed over 500,000 lines of access equipment throughout North America.

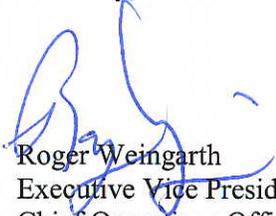
1035 North McDowell Boulevard  
Petaluma, CA 94954  
T 707.766.3000  
F 707.283.3100  
calix.com

Award Evaluation Committee  
c/o Mr. Robbie Allen  
Peoples Telephone Cooperative, Inc.  
March 24, 2010  
PAGE 2

From a product delivery and reliability perspective, Calix manufacturing processes take advantage of some of the world's foremost supply chain resources. Calix uses Flextronics, the world's second largest contract manufacturer, as a close and integrated strategic partner for manufacturing and assembly of its broadband solutions. Historical record is an indicator of future performance in complex manufacturing processes. Over the course of the last 2 years, Calix' average lead time from receipt of order to product delivery is less than three weeks. In preparation for ARRA projects, Calix has actively engaged with its entire supply chain to anticipate and plan for spikes in demand throughout the award and three year post-award compliance window. Calix will be working closely with all of its customers awarded ARRA funds, including Peoples Telephone Cooperative, Inc., to coordinate across the supply chain to ensure timely equipment delivery commensurate with key project milestones. Once delivered, the comprehensive resources available from Calix will provide Peoples Telephone Cooperative, Inc., with a strong foundation for ongoing project success. All released Calix products currently meet the U.S. Department of Agriculture Rural Development Utilities Programs' domestic origin manufacture provisions and are RUS listed.

The team associated with Peoples Telephone Cooperative, Inc., has had a long history of success in deploying advanced broadband services. We have found the entire team associated with Peoples Telephone Cooperative, Inc., to be professional, technically savvy, and execution oriented. We look forward to the potential of working with them on this proposed project, and are confident in their ability to execute.

Sincerely,



Roger Weingarth  
Executive Vice President &  
Chief Operations Officer  
Calix, Inc.



March 25, 2010

Re: Federal Stimulus Grant Project for Peoples Telephone Cooperative

To Whom It May Concern:

Texas Lone Star Network (TLSN) is proud to support Peoples Telephone Stimulus Grant Project.

Peoples Telephone has been a part of the TLSN Member Owned Statewide Fiber Optic Network for 11 years now, providing a portion of the Dallas – Longview route. TLSN has been providing Private Line Transport Service on the Peoples route since 1999.

TLSN is a consortium of the non-regulated subsidiary companies of 39 Rural Independent Local Exchange Carriers (ILECs) in Texas. The Rural Independent Telephone Companies who are the parent companies of our Member Owners have been providing quality services to rural Texas customers for 50 to 100 years. TLSN was established in 1998 and is based in Marble Falls. TLSN provides services to our Members and other Service Providers on a contractual basis. TLSN is the single-point of contact for customers for all sales, marketing, engineering, provisioning, NOC services, network testing, billing and collecting.

Over 3,000 fiber miles of the TLSN Network is lit with Dense Wave Division Multiplexing (DWDM) equipment. TLSN is providing 10Gig and GigE Carrier Ethernet Transport throughout the DWDM network. We are providing new Carrier Ethernet services in many parts of Texas where no other carriers have deployed yet. TLSN provides Point-to-Point Private Line Transport at the following levels of service: 10G and 2.5G wavelengths, GigE, OC48, OC12, OC3, DS3 and DS1. TLSN also provides Internet bandwidth to our Members and other Service Providers on a contractual basis.

We look forward to assisting and will make every effort towards the success of the project.

Sincerely,

Brad Seymour

General Manager

Texas Lone Star Network



# ARK-TEX COUNCIL OF GOVERNMENTS

March 25, 2010

Mr. Robbie Allen  
General Manager  
Peoples Telephone Cooperative, Inc.  
P. O. Box 228  
Quitman, TX 75783

Dear Mr. Allen:

The Ark-Tex Council of Governments (ATCOG), in partnership with the Academy for Advanced Telecommunications at Texas A&M University, is submitting an application for broadband initiatives established pursuant to the American Recovery and Reinvestment Act of 2009. Through funding provided by the federal grant, ATCOG seeks to provide the "middle mile" for high speed connectivity to remote, un-served and underserved areas of our ten-county region.

It is our understanding that Peoples Telephone is also applying for funds for a broadband initiative project. Like you, ATCOG is committed to help bring modern services to schools, hospitals and governmental entities throughout our service area. ATCOG would be able to work in collaboration with Peoples Telephone in several ways, to include being able to provide transport and bulk commodity internet. We can also provide "protect" circuits which traverse our backbone and then reconnect at a different point in your network. We represent "1<sup>st</sup> Mile" growth areas for Peoples Telephone.

ATCOG will explore pricing structures and bandwidth swaps with Peoples Telephone to further enhance both of our companies' offerings. We are prepared to work with you to help implement your application in whatever way we can be of assistance.

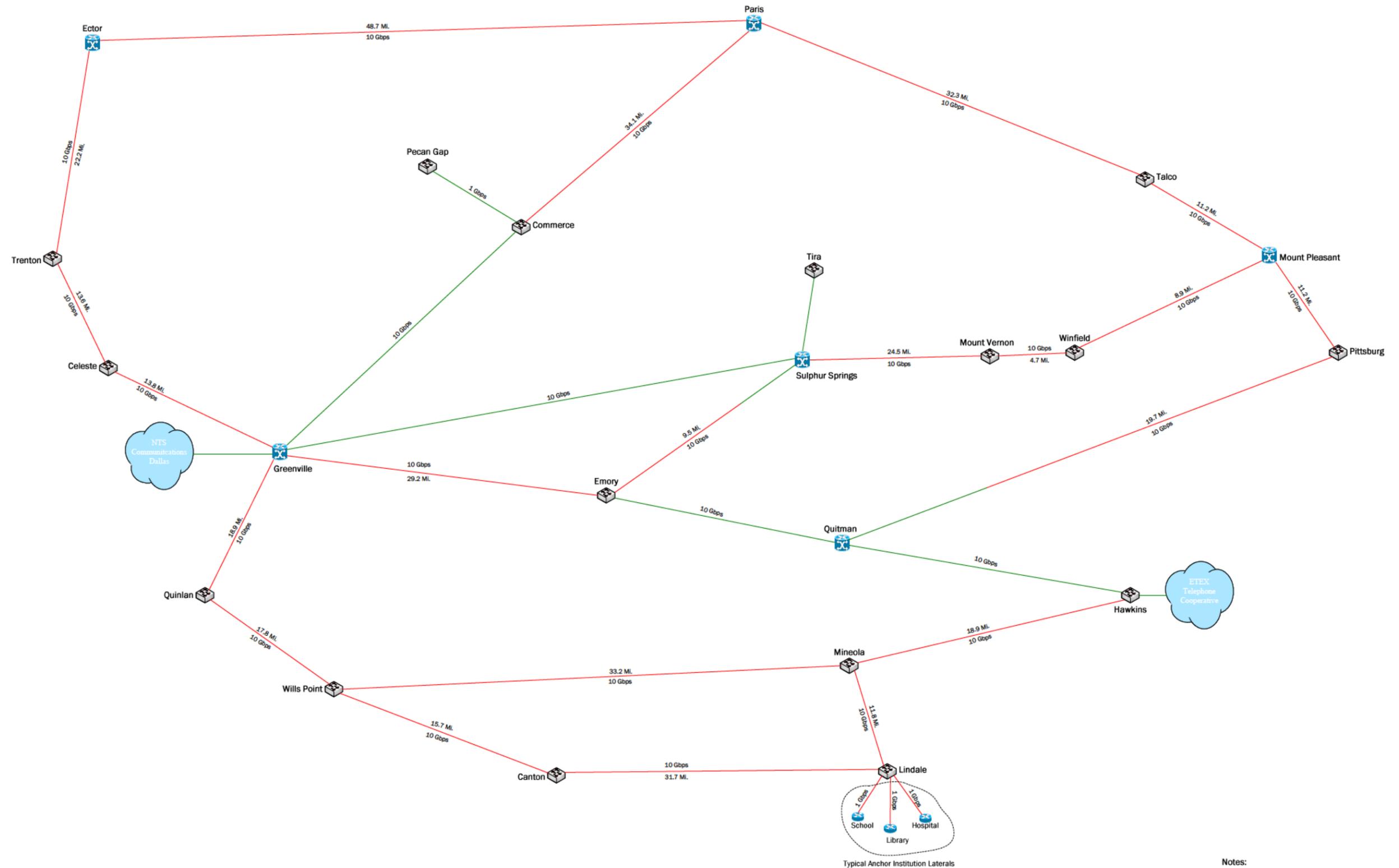
We appreciate the opportunity to work with Peoples Telephone.

Sincerely,

A handwritten signature in blue ink, appearing to read "L. D. Williamson".

L. D. Williamson  
Executive Director

LDW/sgp



- Notes:**
- Existing fiber plant
  - Proposed buried fiber plant
  - Optical transport - POI
  - Aggregation/Router
  - Optical Connection at Anchor Institutions



Network Layout

Peoples Telephone Cooperative, Inc.

DRAWN	RMP 03/24/10	
MODIFIED		A
		REV
SCALE	SHEET	
NTS	1 OF 1	
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## **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 would receive 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 is proposing. 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 specific 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 Easy Print and the print settings will be used to format the PDF file.

Middle Mile  
provide services of

offerings should  
providers should be  
particular  
(riders).

estimated average  
fast speeds that an  
providers, applicants  
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## **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 institutions 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 towers, etc. 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. The "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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## BTOP Comprehensive Community Infrastructure Service Area Template

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

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

The data provided via this attachment will be subject to automated processing. Applicants a therefore required to provide this attachment as an Excel file, and not to convert it to a PDF submitting a copy of your application on an appropriate electronic medium, such as a DVD, ( ROM, or flash drive. Additionally, Applicants should not modify the format of this file (*e.g.*, l adding or removing worksheets). Do not leave blank lines in the table between service area

### 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

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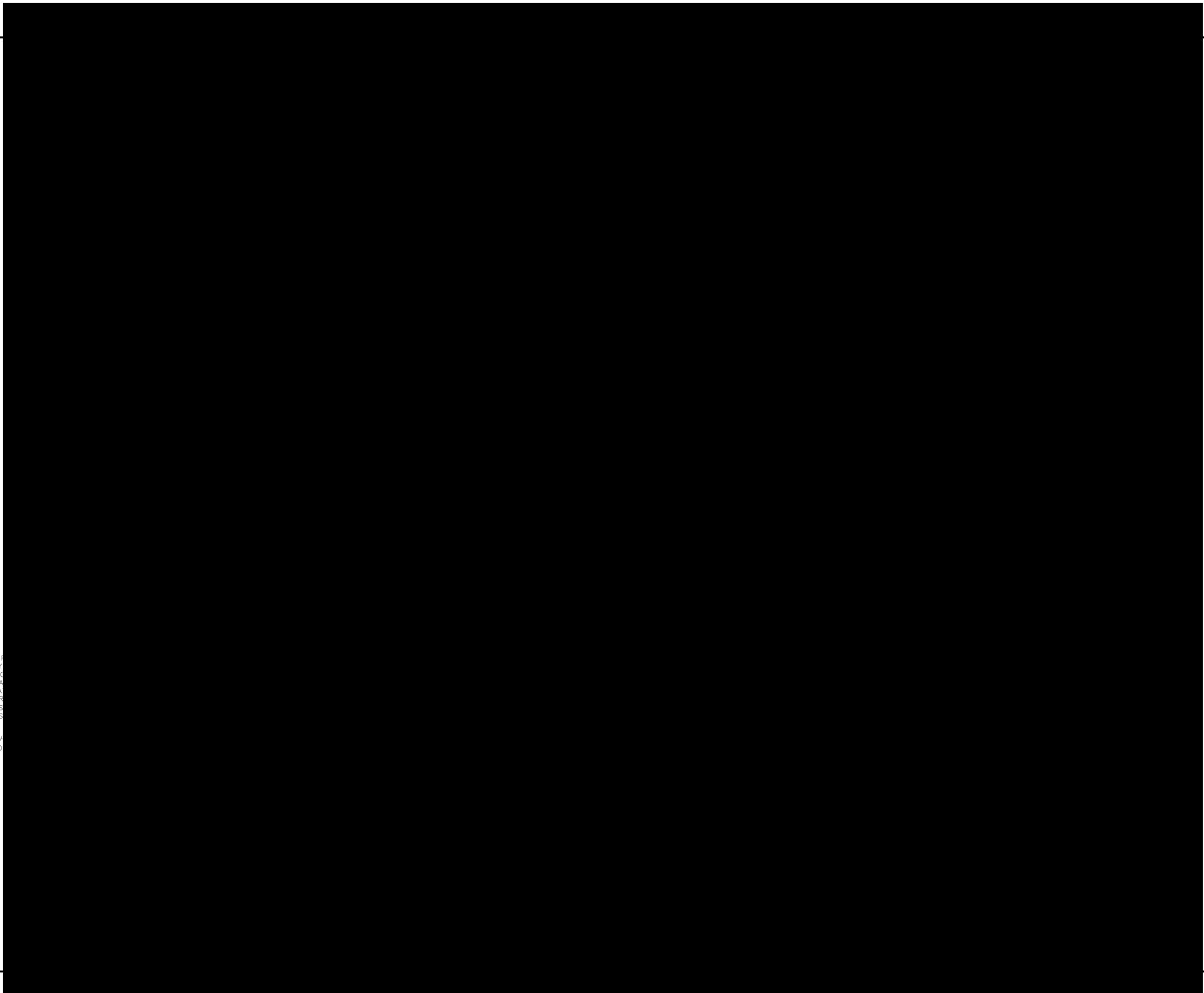
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**BTOP CCI Service Area Template**

Title: **East Texas Medical and Educational Fiber Optic Network**  
Easy Grants ID: **6261**

Service Area Name	Tract or Block Group #
Peoples Serving Area	480639501001
Peoples Serving Area	480639501002
Peoples Serving Area	480639501003
Peoples Serving Area	480639501004
Peoples Serving Area	480639502001
Peoples Serving Area	480639502002
Peoples Serving Area	480639502003
Peoples Serving Area	480639502004



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DATE CREATED: 3/25/2010

DATE REVISED: 3/25/2010

DRAWN BY: Keeton Walden



SCALE:

COMPANY:  
Peoples Telephone

SYSTEM:

PROJECT NUMBER:

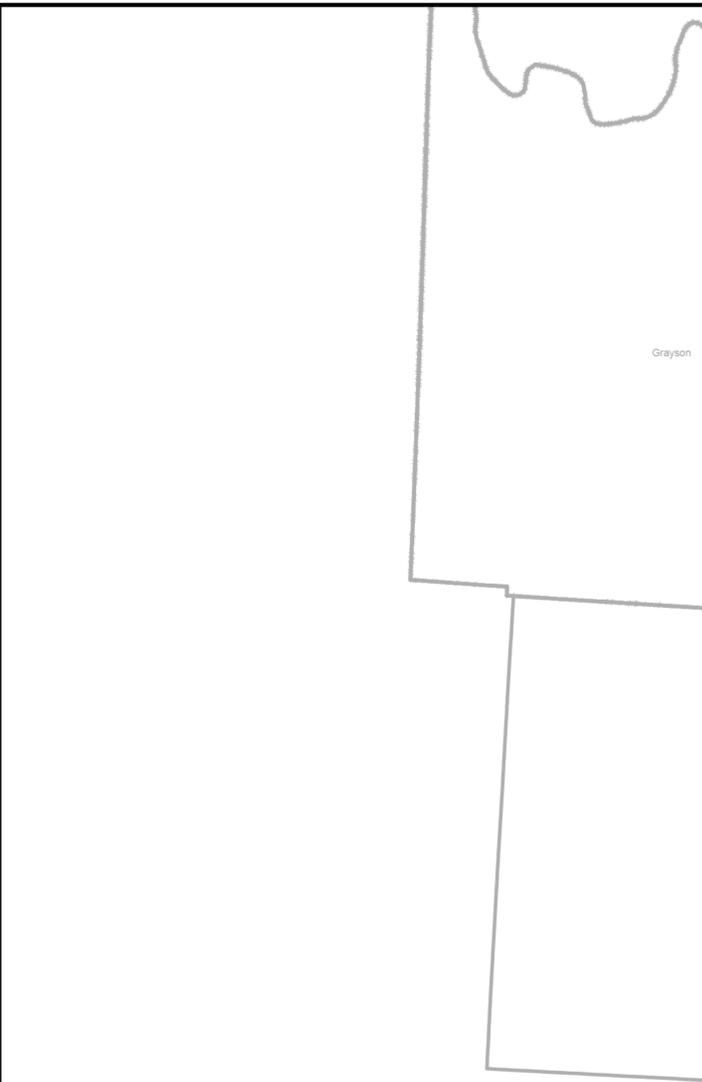
DESCRIPTION:  
Anchor Institutions Network View

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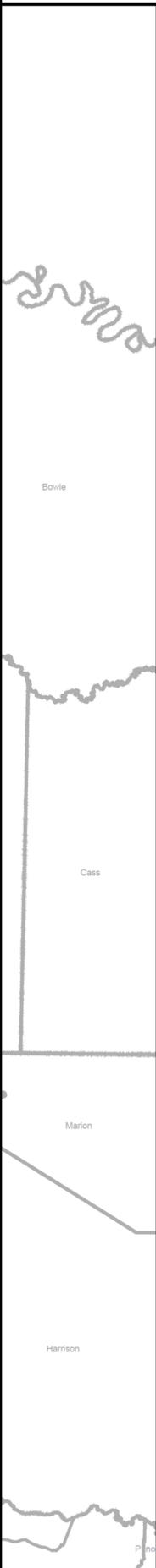
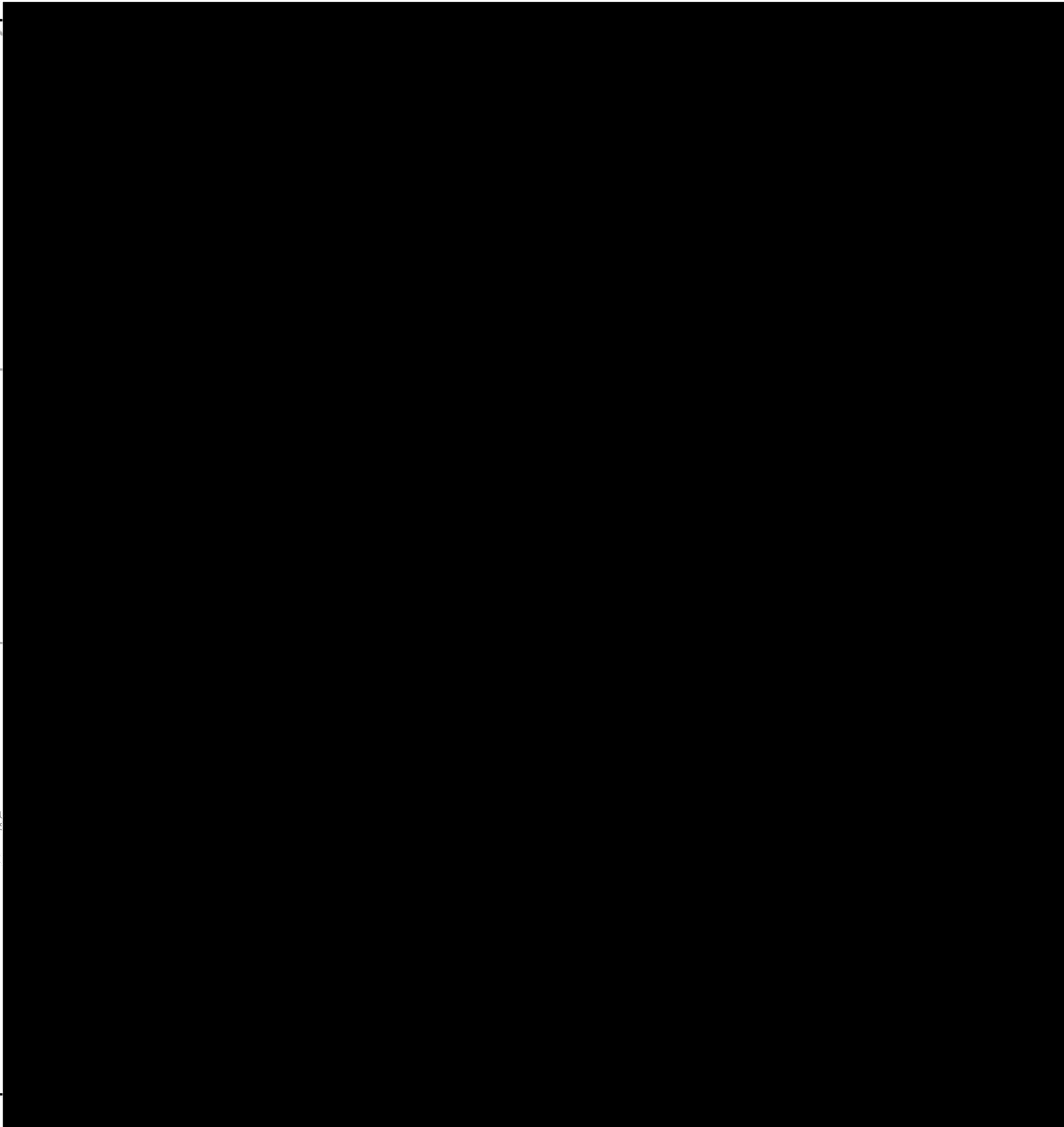
1 OF 1





- MAP LEGEND**
- PAVED ROADS
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- Notes**
- 1) ALL ROUTES ARE 10 GIGABIT ETHERNET FIBER
  - 2) ALL FIBER CONSTRUCTION IS BURIED



DATE CREATED: 3/25/2010  
 DATE REVISED: 3/25/2010  
 DRAWN BY: Keeton Walden



SCALE:

COMPANY:  
Peoples Telephone

SYSTEM:

PROJECT NUMBER:

DESCRIPTION:  
Anchor Institutions Network View

MAP:  
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1 OF 1



**TRIPLE L CONTRACTORS, LLC**  
**PO BOX 986**  
**EMORY, TX 75440**

March 25, 2010

To Whom It May Concern:

I am writing to affix the support and endorsement of myself and my organization in the effort Peoples Telephone Cooperative, Inc. is making to provide broadband infrastructure support to rural areas within the State of Texas.

As a longtime vendor serving Peoples Telephone, we are well-acquainted with their company and staff. We understand that, as a Cooperative, they truly are in business to serve their customers. We fully support their application for NTIA funding and we pledge to go the extra mile in providing them the goods and services they will require.

Endorsing Peoples Telephone Cooperative, Inc. and the plans they have to deploy greater broadband access and bandwidth in the rural East Texas area means endorsing my organization's ability to better serve Peoples Telephone and its' customers. I have no doubt this will stimulate job creation in the rural areas of East Texas, as well as create jobs with the vendors that Peoples will hire to assist them in their initiative. It's entirely possible that new positions will be created here dependent upon your decision to fund this project.

Please consider Peoples Telephone Cooperative a deserving candidate for NTIA funds. Should you make a decision in favor of their initiative, they will not disappoint you. They will build out their network and they will succeed with flying colors.

Sincerely,

A handwritten signature in cursive script that reads "Gerald Lynn Ely". The signature is written in black ink and is positioned above the printed name.

Gerald Lynn Ely  
Proprietor  
Triple L Contractors



3800 STONE ROAD  
KILGORE, TEXAS 75662 • 903/984-8641 • FAX 903/983-1440

SERVING A FOURTEEN COUNTY REGION

March 25, 2010

Mr. Robbie Allen  
General Manager  
Peoples Telephone Cooperative, Inc.  
PO Box 228  
Quitman, TX 75783

Dear Mr. Allen,

The East Texas Council of Governments (ETCOG) has engaged in ongoing dialogue with Peoples Telephone Cooperative, Inc. about their BTOP project and its relationship with our project. ETCOG is aware of the fact that Peoples Telephone Cooperative, Inc. grant application would be a footprint within ETCOG's application.

The geographical positioning will permit ETCOG to play a role in delivering middle mile services to schools, hospitals, and government entities throughout the designated areas to be served for both applications. Moreover, ETCOG has been dedicated to the promotion of modern services to these institutions to improve the quality of life and overall strength of the communities involved since inception. We will continue that commitment by providing a seamless interconnection planned by Peoples Telephone Cooperative, Inc. We will use industry standard protocols and equipment to implement this IP network thereby enabling cross network features and applications that utilize IP. We will develop reciprocal price discounts and explore bandwidth swaps to further enhance both entities service offerings.

ETCOG appreciates these cooperative efforts and looks forward to working with Peoples Telephone to benefit the residents of East Texas as we are prepared to work collaboratively with Peoples to implement our and their application and assist as possible.

Sincerely,

David A. Cleveland  
Executive Director

## Comprehensive Community Infrastructure Key Metrics Dashboard

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

Applicant Profile	
Applicant Name	Peoples Telephone Cooperative, Inc.
Title	East Texas Medical and Educational Fiber Optic Network
Easygrants ID	6261
Headquarters	Quitman, TX
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> <li>• Current Year Revenues: [REDACTED]</li> <li>• Employees: [REDACTED]</li> </ul>
Technology Type	Wireline - Fiber
Key Partners	None

Project Economics			
Budget Information		Project Financials	
Project Budget	\$36,031,695	Project Revenues (Yr 8)	[REDACTED]
Federal Contribution (%)	80	Net Income and Margin (Yr 8)	[REDACTED]
Cash Match Amount (%)	20	EBITDA and Margin (Yr 8)	[REDACTED]
In Kind Match Amount (%)	N/A	Rate of Return (w/o BTOP Funds)	-14.16%
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	22.05%
Middle Mile Percentage (%)	100	Cost Efficiency	
Last Mile Percentage (%)	0	Cost per Mile (MM)	[REDACTED]
Rural Last Mile Percentage	0	Cost per Household (LM)	N/A

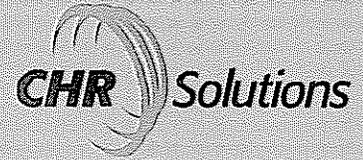
Market Territory	
Geographic Area(s)	Northeast Texas
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 659</li> <li>• Backbone Miles: 431</li> <li>• Lateral Miles: 228</li> </ul>
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 659</li> <li>• Backbone Miles: 431</li> <li>• Lateral Miles: 228</li> </ul>
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 221</li> <li>• Backbone Miles: 221</li> <li>• Lateral Miles: 0</li> </ul>
Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 0</li> <li>• Backbone Miles: 0</li> <li>• Lateral Miles: 0</li> </ul>
Underserved/Unserved	<ul style="list-style-type: none"> <li>• Percentage of Backbone Miles in Underserved/Unserved Areas: 81.7%</li> <li>• Percentage of Lateral Miles in Underserved/Unserved Areas: 85.1%</li> </ul>
Existing Customer Base	

## Comprehensive Community Infrastructure Key Metrics Dashboard

Existing Residential/Individual Customers within PFSA	██████
Existing Business Customers within PFSA	██████
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> <li>• Total CAI's: 0</li> <li>• Community Colleges: 0</li> <li>• Public Safety Entities: 0</li> </ul>
Existing Third Party Service Provider Customers within PFSA	<b>0</b>
<b>Potential Customer Base</b>	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> <li>• Total HH's: 100,815</li> <li>• Located in Underserved/Unserved Areas: 100,815</li> </ul>
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> <li>• Total Businesses: 10,326</li> <li>• Located in Underserved/Unserved Areas: 10,326</li> </ul>
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> <li>• Total CAI's: 191</li> <li>• Located in Underserved/Unserved Areas: 134</li> <li>• Community Colleges: 7</li> <li>• Public Safety Entities: 0</li> </ul>
Market Potential Third Party Service Providers (within PFSA)	<ul style="list-style-type: none"> <li>• Total Third Party Service Providers in PFSA: 8</li> <li>• Expressing Commitment or Letter of Interest: 1</li> </ul>
<b>Funded Network Coverage</b>	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>• Total Households Connected: <b>0</b></li> <li>• Located in Underserved/Unserved Areas: 0</li> </ul>
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>• Total Businesses Connected: 0</li> <li>• Located in Underserved/Unserved Areas: <b>0</b></li> </ul>
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>• Total Directly Connected CAI's: 191</li> <li>• Located in Underserved/Unserved Areas: <b>138</b></li> <li>• Community Colleges: 7</li> <li>• Public Safety Entities: 0</li> </ul>
Projected Subscribers by Year Five	<p><b><u>Directly Served by Applicant</u></b></p> <ul style="list-style-type: none"> <li>• Community Anchor Institutions: 191</li> <li>• Households: 0</li> <li>• Businesses: 0</li> <li>• Third Party Service Providers: <b>8</b></li> </ul> <p><b><u>Served by Proposed Network Via Third Party Service Provider</u></b></p> <ul style="list-style-type: none"> <li>• Community Anchor Institutions: 0</li> <li>• Households: 75,157</li> <li>• Businesses: 0</li> </ul>

## Comprehensive Community Infrastructure Key Metrics Dashboard

Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> <li>• Backbone: 10 Gbps</li> <li>• Laterals: 1 Gbps</li> </ul>
Proposed LM Network Speed	<ul style="list-style-type: none"> <li>• Highest offered speed tier: N/A</li> <li>• Estimated Average speed for highest speed tier: N/A</li> </ul>
Total Points of Interconnection	<ul style="list-style-type: none"> <li>• Total Pol's: 80</li> <li>• Pol's in Underserved/Unserved Areas: 68</li> <li>• Environmentally-controlled, non-passive Pols: 80</li> </ul>
Jobs Created	<ul style="list-style-type: none"> <li>• <b>Direct Job-years: 100</b></li> <li>• <b>Indirect Job-years: 100</b></li> <li>• <b>Induced Job-years: 113</b></li> </ul>
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	<b>12 quarters</b>



March 26, 2010

Mr. Robbie Allen, General Manager  
Peoples Telephone Cooperative, Inc.  
102 North Stephens  
Quitman, TX 75783

Re: Letter of Intent to Serve as a Contractor for the East Texas Medical and Educational Fiber Optic Network Build

Dear Mr. Allen:

CHR's Engineering Solutions Group specializes in the design, engineering and construction management of telecommunications systems. Some of the services offered by the Engineering Group are Network Planning, Network Engineering, Outside Plant services and Wireless Engineering.

CHR Solutions has a rich history of guiding clients toward well-developed, thoughtful solutions with those clients' unique needs in mind. As a management-owned company and with a staff of over 400 professionals with varied industry backgrounds, experienced business services personnel, and committed support personnel, CHR Solutions is ready to assist Peoples Telephone in meeting challenges and working toward your goals at a level that exceeds expectations.

The East Texas Medical and Educational Fiber Optic Network is a sustainable, effective plan to bring much-needed middle mile services throughout the East Texas area. If this project is funded, CHR Solutions will be available to provide cost effective services in support of the project to assist Peoples Telephone with providing the east Texas area with much needed broadband services. If I can be of further help in providing information for your proposal, please contact me at 972-892-7557 or at [steven.steele@chrsolutions.com](mailto:steven.steele@chrsolutions.com).

Sincerely,

Steven Steele  
Vice President

Austin • Camden • Columbia • Dallas • Houston • Lubbock • Minneapolis • Missoula  
Mitchell • Molalla • Nashville • Springfield • Rapid City • Sioux Falls • Wichita

4747 South Loop West • Lubbock, TX 79424-2224

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## NORTHEAST TEXAS COMMUNITY COLLEGE

P.O. Box 1307 • Mount Pleasant, Texas 75456-1307 • 903-434-8100 • Fax 903-572-6712

*Office of the President*

March 26, 2010

To Whom It May Concern:

I am writing to recommend Peoples Telephone Cooperative, Inc. receive NTIA support in their efforts to provide broadband infrastructure to rural areas within the State of Texas.

We are located in Mt. Pleasant, TX. Because we are located in a larger community our current bandwidth is at a speed similar to those in larger suburban areas. Peoples Telephone intends to offer greater bandwidth to rural areas around our city and would greatly alleviate these rural areas' inability to receive acceptable bandwidth speeds and perform as well as our counterparts in suburban areas.

As the President of Northeast Texas Community College, I understand the need for viable, robust infrastructure developments as they pertain to the long-term economic stability and growth of rural East Texas. Without the increased bandwidth supplied by Peoples Telephone, rural East Texas will continue to be technologically left behind and underserved.

I heartily endorse Peoples Telephone Cooperative, Inc. and the plans they have to deploy greater broadband access and bandwidth in our area. I feel their network will greatly enhance the communities we serve, including the rural areas surrounding us.

Sincerely,

Brad Johnson, Ed.D.  
President