

ConnectME Fund
Fourth Round Grant Application
February 2010

RECEIVED MAR 22 2010

Due March 22, 2010

- 1. Date: March 22,2010**
- 2. Project Title: Dresden expansion of Broadband access**
- 3. Submitting Entity: Town of Dresden**
- 4. Grant Amount Requested:**
- 5. Total Project Cost:**
- 6. Project Contact Information:** John W. Ottum 1st Selectman 207-737-4335
Fax 207-737-2191 E-Mail: taxingtrudy@roadrunner.com
- 7. Party Who Prepared Application:** John W. Ottum 1st Selectman 207-737-4335, Fax 207-737-2191 E-Mail: taxingtrudy@roadrunner.com
- 8. Executive Summary of the Project:**

Midcoast Internet Solutions, working in cooperation with the Town of Dresden, proposes to provide fixed wireless service to unserved parts of Town by installing 4 towers, with Alvarion 5ghz and 900 mhz technology linking customers, repeaters and the towers, and customer premise equipment. The total project cost is \$157,450, with \$71,300 in MIS expenditure in hardware and software, \$18,000 MIS in-kind personnel and transportation match, and a ConnectME grant of \$68,150.

- 9. This project will provide broadband wireless service to at least 150 households in Dresden. These unserved households are in several modest and large areas not currently served by any broadband services including: South Dresden on Rt 128 to the Woolwich Town Line; an area known as Calls Hill which encompasses Calls Hill and Orchid Hill roads, near the geographic center of Dresden (this area has seen a significant increase in new housing since 1995); the north east part of Dresden which includes a large part of Blinn Hill Road, Dodge Road and Bog Road; and an area in the northwest part of town known as Common Road (which has seen a big jump in new housing over the last 7 years). For reference see the attached map provided by the Town and determined by a drive through town with Midcoast Internet solutions to identify areas not served by Time Warner.**

Over the last two years in response to many repeated complaints, the Selectmen have had several conversations with Time Warner regarding expansion of cable services in Dresden but with no success. The Selectmen canvassed many residents in the areas described above to determine a real need for broadband services. During this process we discovered many additional residents who may

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have existing broadband cable access but because the residents were several hundred feet from the road the cost of obtaining Broadband service was prohibitive.

10. A description of the proposed project, including:
 - a. Dresden has initiated a partnership with MidCoast Internet Solutions, a company experienced with installation and service of wireless internet systems throughout the Midcoast region.
 - b. MIS is a Maine based ISP that was started in 1995 and incorporated in 1997. We are a communications service provider as qualified by §9202 of the ConnectME law, have prior ConnectME experience, and participate in the ConnectME fund regular filings.
 - c. MIS proposes to build upon off its Jefferson network into Dresden by adding 3 tower locations all 100' in height and one smaller location if necessary at rooftop or 20' height. Attached is intended coverage with each ring marking ½ mile. This should provide coverage in all the areas the town is interested in covering, as well as some extra areas.

MIS will use Alvarion 5ghz and 900mhz technology to provide links between the towers and customer or repeater sites. The Alvarion 5ghz equipment can provide up to 35mbit between locations, and the 900mhz can provide up to 8mbps; currently the best available. Any line-of-site installations would utilize the 5ghz links for better capacity, and non line-of-site customers would use 900mhz. This is the same 900mhz system that MIS deployed in three of the five Somerville tower locations and all locations in Jefferson. MIS has been ordering them on a regular basis since and have observed the manufacturer's improvements in product availability and distribution, software, and documentation. The company has learned the finer points of its operation along with Alvarion staff, and now feels comfortable recommending this 900mhz product for most any new project. The 5ghz gear is not a new product, but just an evolved version of a Wimax like product that MIS has been using for about seven years now.

- d. MIS is confident that the project will take 8 months from grant approval to finish.
- e. The number of households to be served is about 150, and the project will serve 100% of these. This was determined by a review of the property tax maps by the Selectmen and the Administrative Assistant as well as interviews with residents in the suspect areas. Attached are signatures of individuals who have stated that they would enter into negotiations with MIS to obtain the proposed wireless broadband service.
- f. Customers would have 2 megabit download and 1mbps upload to start, and could upgrade to higher speeds for additional expense. The basic service as described would be \$40/month and \$99 setup with a 1-year commitment and \$49 setup with a 2-year commitment. Once setup, a customer may also choose a

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VOIP service from Midcoast or another Internet based provider for phone savings and choice. This feature is not funded by ConnectME or the town, but is an item of interest to many people.

- g. See attached map provided by MIS.

11. Financial Commitment

MIS has been and will be contributing a mix of labor, technical skills including mapping, photogrammetry, tower climbing, construction, Internet experience, insurance, equipment, and coverage of unanticipated expenses. MIS has spent about \$2000 in labor researching options for Dresden using some of these skills. Insurance will be inexpensive, and unanticipated expenses could range from \$0 to \$10000 based on prior experience. The company expects to utilize about \$20000 in labor for the project. They will also be delivering Internet to Dresden for the project on our own network at our own infrastructure expense. After 80 installations, MIS will be purchasing solely at their expense any radio equipment needed to hook up customers; this is usually about \$450 average per customer. Amongst the first 50 installations, MIS will be supplying firewall routers for all customers at a cost of about \$30 each. Amongst the 900mhz customers in the first hundred installs, the company will provide antennas and cabling for the 900mhz customers at a cost of about \$100 each. (5Ghz customers have integrated antennas). For more information about MIS's contribution, please view attached spreadsheet.

- 12. The estimated number of customers/households who will directly benefit from the project who are currently unserved is estimated to be all 150 households will be provided this service see attached lists of 75+ residents and business extremely interested in obtaining this service. The project will serve 100% of these households.
- 13. The town's contribution to the goal has been helping to research sites, and provide demographic information regarding where coverage is needed. The town has also conferred with Jefferson and Lincoln County in preparation of this application. The town also owns a piece of land at the Common road which may be used for a tower site. See attached lists of 75+ residents and business extremely interested in obtaining this service.
- 14. Midcoast Internet Solutions, located in Rockland, Maine, was founded in April of 1995 as a local internet service provider and unix/tcp-ip networking resource. They provide internet access and internet services for local companies, individuals, and educational institutions. We provide quality internet access and support for a geographic area extending from Bath to Belfast and many islands in and throughout midcoast Maine.

In addition to providing internet access, Midcoast Internet Solutions also has many needs to satisfy residential, business and commercial clients including but not limited to the broadband connectivity, Digital Phone & web hosting.

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Midcoast Internet Solutions was the first internet provider in the Midcoast area. They were also the first company in the area to provide internet access via T1. MIS was also one of the first on the east coast to install and provide broadband connection via our fixed wireless technologies. They have been using the Alvarion VL product line since 2002 which is the equipment of choice for the Dresden project. This equipment has been out for several years but still ranks as some of the best equipment available. A few things have changed since their beginning, but MIS's outstanding track record for customer service has always been the same.

15. See attached pro-forma chart regarding the project financials.

Completed applications are due **March 22, 2010**. The ConnectME Authority will make application awards after a reviewing and ranking the applications, based on the availability of funds. Submit applications electronically or by mail to:

ConnectME Authority

Phillip Lindley, Executive Director
Statehouse Station 78
Augusta, ME 04333-0078

Phone: (207) 624-9970
Mobile: (207) 441-0498
Email: phil.lindley@maine.gov
Website: www.maine.gov/connectme/

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Financial Analysis and Budget

The budget will be reviewed on reasonableness and accuracy. Provide the following financial information with as much detail as possible:

	ConnectME Grant Funding	Cash Match MIS	In-Kind Match MIS	Other Funding Sources	Total
Personnel			15,000		
Contractual Services					
Start up Expenses and Capital Expenditures (Hardware, software, etc.)	68,150	71,300			
Supplies and Materials					
Telecommunications					
Training					
Travel			3000		
Other costs					
Total	68,150	71,300	18,000		157,450

The ConnectME Authority reserves the right to request additional information deemed necessary to properly evaluate the application.

Please be aware that some of the information in the application may be made available to existing broadband service providers, as required by the ConnectME law and rule.

Confidential information may be submitted, but only those specific portions considered proprietary should be so marked (see also § 4 of the ConnectME rule).

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Appendix – Important Information

Information from Chapter 101

Applicants must be familiar with the ConnectME Authority rule, Chapter 101, and the authorizing statute, both of which may be found at <http://www.maine.gov/connectme/>.

Eligible Applicants. Any grants, direct investments, or loans under this Chapter will be made on behalf of, in partnership with, or in support of, one or more communications service providers that are remitting assessments to the Authority under 35-A M.R.S. A. §9211. Projects contained in approved proposals must be completed within one year of funding unless a waiver is granted by the Authority due to unique or unforeseen circumstances. The Authority must also determine that, without the Authority's action, the installation of adequate advanced communications technology infrastructure in an unserved or underserved area would not otherwise occur. Applicants eligible to receive Authority support for advanced communication infrastructure projects may include:

1. General-purpose local governments (municipalities and counties);
2. Local government authorities, and joint or multi-county development authorities;
3. Private for-profit companies that provide broadband; and
4. Any other responsible entity or group determined by the Authority to be capable of installing, using, and managing advanced communications technology infrastructure in the area.

Eligible Activities. Eligible uses of funds provided under the ConnectME Fund include activities, facilities, and services described in 35-A M.R.S.A. §§ 9204-9205. Eligible activities include: the provision of public infrastructure, services, facilities, and improvements needed to implement new broadband services, enhance existing broadband services, implement new mobile communications service, or enhance existing mobile communications service. Funds may also be used for matching requirements, “gap” financing, and grants, that may assist projects in qualifying for other sources of funding, as well as any other necessary activities that are integral and necessary for the development, installation, and use of a broadband or mobile communications system.

Evaluation of Applications

The application evaluation process will allow the Authority to concurrently evaluate all applications submitted during a particular application period that has been set by the Authority. The scoring of applications is based on a 100-point scale. A project with a total score of less than 50 points may not be funded. [Note: The priority of this grant program is **unserved** areas. A project that serves an underserved area may only be funded if funds are available after all eligible applications for projects to serve unserved areas have been funded.]

Be aware of the provisions in subsection 6(G) of the rule, Private Investment Criteria, which states that, after notice, a broadband service provider or mobile communications service

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provider may submit a certification to the Authority that it will commence within 45 days, and will completely install within one year of the date of the Authority's notification, sufficient advanced communications technology infrastructure to provide broadband or wireless service in a manner that would render the Authority's support of other projects in an area unnecessary or redundant (unless a waiver is granted by the Authority due to unique or unforeseen circumstances).

The application will be judged using the following four scoring categories:

Cost-Benefit. This category is worth **35** points.

The cost-benefit scoring is based on relevant factors, including, but not limited to, the amount of funding requested from the Authority per customer eligible to be served by the project, with lower funding per customer receiving a higher cost-benefit score. Applicants should demonstrate financial viability by providing pro-forma financial statements and detailed business plans. Confidential information may be submitted, but only those specific portions considered proprietary should be so marked.

Community Support. This category is worth **10** points.

The community support score is based on relevant factors, including, but not limited to, evidence of community support for the project and the percentage of the geographic area to be covered by the proposal that will be served by the proposed project.

Project Scope. This category is worth **35** points.

The project scope score is based on relevant factors, including, but not limited to,

- the number of customers to be served by the project,
- the type and, when relevant, the speed of service to be offered by the project, and
- the applicant's financial commitment to the project.

Note: Recent legislative changes to the ConnectME Authority statute (to 35-A M.R.S.A. §9204) ¹ state that, "(I)n awarding grants, the authority shall give priority to those proposals that, relative to other proposals, extend access to broadband service to a higher percentage of an unserved area within a municipality or other appropriate geographic area."

Project Value. This category is worth **20** points.

The project value score is based on relevant factors, including, but not limited to, the estimated retail price per customer to receive service from the proposed project and any other details of the project that may benefit customers in the area proposed to be served by the proposed project.

¹ See Public Law, Chapter 63, (LD 850, HP 0585), 124th Maine State Legislature, "An Act To Ensure Local Broadband Coverage."

Sheet1

Dresden ConnectME project

Blinn Hill Tower

qty	description	cost	extended
1	Rohn 55 100' tower kit	\$8,500.00	\$8,500.00
1	large cabinet	\$1,000.00	\$1,000.00
1	earthwork	\$3,000.00	\$3,000.00
1	electrical work	\$1,500.00	\$1,500.00
1	backhaul link	\$2,200.00	\$2,200.00
2	Alvarion 900 AU and sector antennas	\$3,500.00	\$7,000.00
1	Mikrotik router/AP and antenna	\$500.00	\$500.00
3	Lightning arrestors	\$200.00	\$600.00
1	HP procurve switch	\$150.00	\$150.00
1	20 hour UPS	\$700.00	\$700.00
1	Alvarion 5.8 AU and sector antenna	\$3,000.00	\$3,000.00
	Total Estimate		\$28,150.00

Richmond

1	24 hour UPS	\$700.00	\$700.00
1	Alvarion 900 AU and sector antenna	\$3,000.00	\$3,000.00
1	Alvarion 5.8 SU	\$500.00	\$500.00
1	electrical work	\$500.00	\$500.00
1	mikrotik router	\$300.00	\$300.00
3	Lightning arrestors	\$200.00	\$600.00
1	cabinet	\$500.00	\$500.00
1	20' Rohn 25 tower	\$1,500.00	\$1,500.00
			\$7,600.00

Calls Hill Tower

1	24 hour UPS	\$700.00	\$700.00
2	Alvarion 900 AU and sector antenna	\$3,000.00	\$6,000.00
1	Alvarion 5.8 SU	\$500.00	\$500.00
1	Rohn 55 100' tower kit	\$8,500.00	\$8,500.00
1	mikrotik router	\$300.00	\$300.00
1	cabinet	\$500.00	\$500.00
1	earthwork	\$3,000.00	\$3,000.00
1	electrical work	\$1,500.00	\$1,500.00
3	Lightning arrestors	\$200.00	\$600.00
1	backhaul link	\$2,200.00	\$2,200.00
1	HP procurve switch	\$150.00	\$150.00
			\$23,950.00

Common Road Tower

qty	description	cost	extended
1	Rohn 55 100' tower kit	\$8,500.00	\$8,500.00
1	large cabinet	\$1,000.00	\$1,000.00
1	earthwork	\$3,000.00	\$3,000.00
1	electrical work	\$1,500.00	\$1,500.00
1	backhaul link	\$2,200.00	\$2,200.00
2	Alvarion 900 AU and sector antennas	\$3,500.00	\$7,000.00
1	Mikrotik router/AP and antenna	\$500.00	\$500.00

Sheet1

1 HP procurve switch	\$150.00	\$150.00
3 Lightning arrestors	\$200.00	\$600.00
1 20 hour UPS	\$700.00	\$700.00
1 Alvarion 5.8 AU and sector antenna	\$3,000.00	\$3,000.00
Total Estimate		\$28,150.00

Sub Total \$87,850.00

CPE

80 Alvarion SU radios	350	\$28,000.00
80 Cabling and connectors for 900mhz	30	\$2,400.00
80 Firewall routers	25	\$2,000.00
70 900mhz customer antennas	60	\$4,200.00

CPE costs \$36,600.00
all infrastructure purchase \$124,450.00

MIS Project Contribution

Common Road Tower	\$28,150.00
Blinn Hill Tower	\$28,150.00
labor for tower site installation work, planning, etc	\$15,000.00

\$71,300.00

ConnectME Project Contribution

Richmond	\$7,600.00
Calls Hill Tower	\$23,950.00
CPE costs	\$36,600.00

\$68,150.00

REQUEST FOR BROADBAND SERVICE IN THE TOWN OF DRESDEN

We the undersigned Residents of Dresden express a desire and need to obtain high speed Internet access. We are currently living in an area that is not served by either Fiber Optic or any other method of Broadband Service. If the Town and its partner were able to provide high speed internet to my area the below signed individuals would seriously consider signing on to obtain that service.

Name	Address	BUS
1. <u>Alex H. Bever</u>	<u>743 River Rd. Dresden, Me</u>	
2. <u>Alto [Signature]</u>	<u>743 RIVER RD. DRESDEN, ME</u>	
3. <u>Donald Minessy</u>	<u>785 River Rd Dresden Me</u>	
4. <u>[Signature]</u>	<u>77 ORCHARD HILL RD. DRESDEN</u>	
5. <u>Kenneth Worth</u>	<u>211 Orchard Hill Rd. Dresden</u>	
6. <u>[Signature]</u>	<u>207 Orchard Hill Rd Dresden</u>	
7. <u>Brenda Swan</u>	<u>211 Orchard Hill Rd. Dresden.</u>	
8. <u>Kathryn Marsegh</u>	<u>505 Clausthill Rd Dresden</u>	
9. <u>Dan Header</u>	<u>545 calls Hill Rd Dresden</u>	
10. <u>Allen W. Jones</u>	<u>466 Calls Hill Rd Dresden</u>	
11. <u>Matt Pelano</u>	<u>20 Tarryn Drive</u>	
12. <u>Richard Cramer</u>	<u>21 Tarryn Drive</u>	
13. <u>Maribel [Signature]</u>	<u>35 Tarryn Drive</u>	
14. <u>Richard Brown</u>	<u>253 Alexander Rd</u>	
15. <u>WOODEN EYE Enterprises, LTD</u>	<u>253 Alexander Rd</u>	
16. <u>Kristen Cowing</u>	<u>27 Bog Road</u>	
17. <u>[Signature]</u>	<u>40 Dodge Rd.</u>	
18. <u>[Signature]</u>	<u>193 CALLS HILL RD</u>	

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Name	Address
1. <u>Walter J. [Signature]</u>	<u>106 Orchard Hill Rd.</u>
2. <u>[Signature]</u>	<u>192 Calls Hill Rd</u>
3. <u>Dorothy Small</u>	<u>190 Calls Hill Rd</u>
4. <u>[Signature]</u>	<u>160 Calls Hill Rd</u>
5. <u>[Signature]</u>	<u>201 Calls Hill Rd</u>
6. <u>[Signature]</u>	<u>670 Calls Hill Rd</u>
7. <u>[Signature]</u>	<u>730 Call Hill Rd</u>
8. _____	_____
9. _____	_____
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12. _____	_____
13. _____	_____
14. _____	_____
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17. _____	_____
18. _____	_____

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	Name	Address
	1. <u>Trudy J. Lu</u>	<u>6 TURNER Rd</u>
	2. <u>DRAPPEAU</u>	<u>64 BEECH RIDGE Rd.</u>
Business	3. <u>CODEWEAVING (INC)</u>	<u>64 BEECH RIDGE Rd.</u>
	4. <u>C Hopkins</u>	<u>7 Beech Ridge Rd</u>
Business	5. <u>Circles of Stone</u>	<u>14 Beech Ridge Rd.</u>
	6. <u>Ruth Dalto</u>	<u>36 Beech Ridge Rd.</u>
	7. <u>Ed Cousins</u>	<u>56 Beech Ridge Rd.</u>
	8. <u>George Dearing</u>	<u>57 Beech Ridge Rd</u>
	9. <u>Ann Jund</u>	<u>69 Beech Ridge Rd.</u>
	10. _____	_____
	11. _____	_____
	12. _____	_____
	13. _____	_____
	14. _____	_____
	15. _____	_____
	16. _____	_____
	17. _____	_____
	18. _____	_____

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Name	Address
1. <u>Roger DAVID</u>	<u>679 MIDDLE ROAD</u>
2. <u>CRAIG KING</u>	<u>28A TARYN DR.</u>
3. <u>Jon Sawyer</u>	<u>834 MIDDLE RD</u>
4. <u>Karl Beane</u>	<u>727 calls Hill Rd.</u>
5. <u>Karen Moody</u>	<u>723 Middle Rd</u>
6. <u>Richard Grafton</u>	<u>192 INDIAN RD.</u>
7. <u>Jim Peterson</u>	<u>970 River Rd Dresden</u>
8. <u>David Popp</u>	<u>151 Popp Rd - Dresden</u>
9. <u>Eliot Field</u>	<u>565 Blinn Hill Rd.</u>
10. _____	_____
11. _____	_____
12. _____	_____
13. _____	_____
14. _____	_____
15. _____	_____
16. _____	_____
17. _____	_____
18. _____	_____

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Name	Address
1. <u>Patricia Stewart</u>	<u>398 middle Rd. Dresden</u>
2. <u>DAVID EVERSON</u>	<u>71 EVERSON RD DRESDEN</u>
3. <u>Ernie French</u>	<u>27 Dresden</u>
4. <u>Earl Babcock II</u>	<u>854 Gardiner rd. Dresden</u>
5. <u>Stan Barnes</u>	<u>21 BARNES RD Dresden</u>
6. <u>Kenneth P. Stewart</u>	<u>131 hunter RD DRESDEN</u>
7. <u>Janet Stewart</u>	<u>131 hunter RD DRESDEN</u>
8. <u>Kenneth Stewart</u>	<u>150 DAVES WAY</u>
9. <u>Kate Stewart</u>	<u>150 DAVES WAY</u>
10. Ann Marie <u>Ann Marie Stewart</u>	<u>941 Gardiner rd</u>
11. <u>Anthony Gelormine</u>	<u>941 Gardiner RD</u>
12. Janet Stewart	<u>131 Hunter RD.</u>
13. <u>Esther Cresmer</u>	<u>35 Taryn Dr. Dresden</u>
14. <u>John P. Mearns</u>	<u>14 Beech Ridge Rd. Dresden</u>
15. <u>Wanda Cook</u>	<u>368 Alexander Rd Dresden</u>
16. <u>Berry Cook</u>	<u>" " "</u>
17. <u>Kelly Reeves</u>	<u>" " "</u>
18. <u>Annie Biden Lynch</u>	<u>154 Daves Way</u>

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Name	Address
1. <u>Linda Biden</u>	<u>29 Hunter Rd</u>
2. <u>Jeff Biden</u>	<u>" "</u>
3. <u>David Lynch</u>	<u>154 Daves Way</u>
4. <u>ALEX MUSIKA</u>	<u>761 RIVER RD.</u>
5. <u>LESLIE PLAYER</u>	<u>136 E. PITTSTON RD</u>
6. <u>Susan Horan Boyd</u>	<u>Po Box 306 Dresden, ME 04342</u>
7. <u>Carl B. Bellock SR</u>	<u>854 Gardiner Rd Dresden, ME 04342</u>
8. <u>DANIEL STEWART</u>	<u>543 middle DRESDEN</u>
9. <u>Sandra McWulley</u>	<u>160 Calks Hill Rd Dresden</u>
10. <u>Ariane Gagne</u>	<u>36 Bailey Rd Dresden ME</u>
11. <u>Scott Wobert</u>	<u>36 Bailey Rd Dresden ME</u>
12. _____	_____
13. _____	_____
14. _____	_____
15. _____	_____
16. _____	_____
17. _____	_____
18. _____	_____

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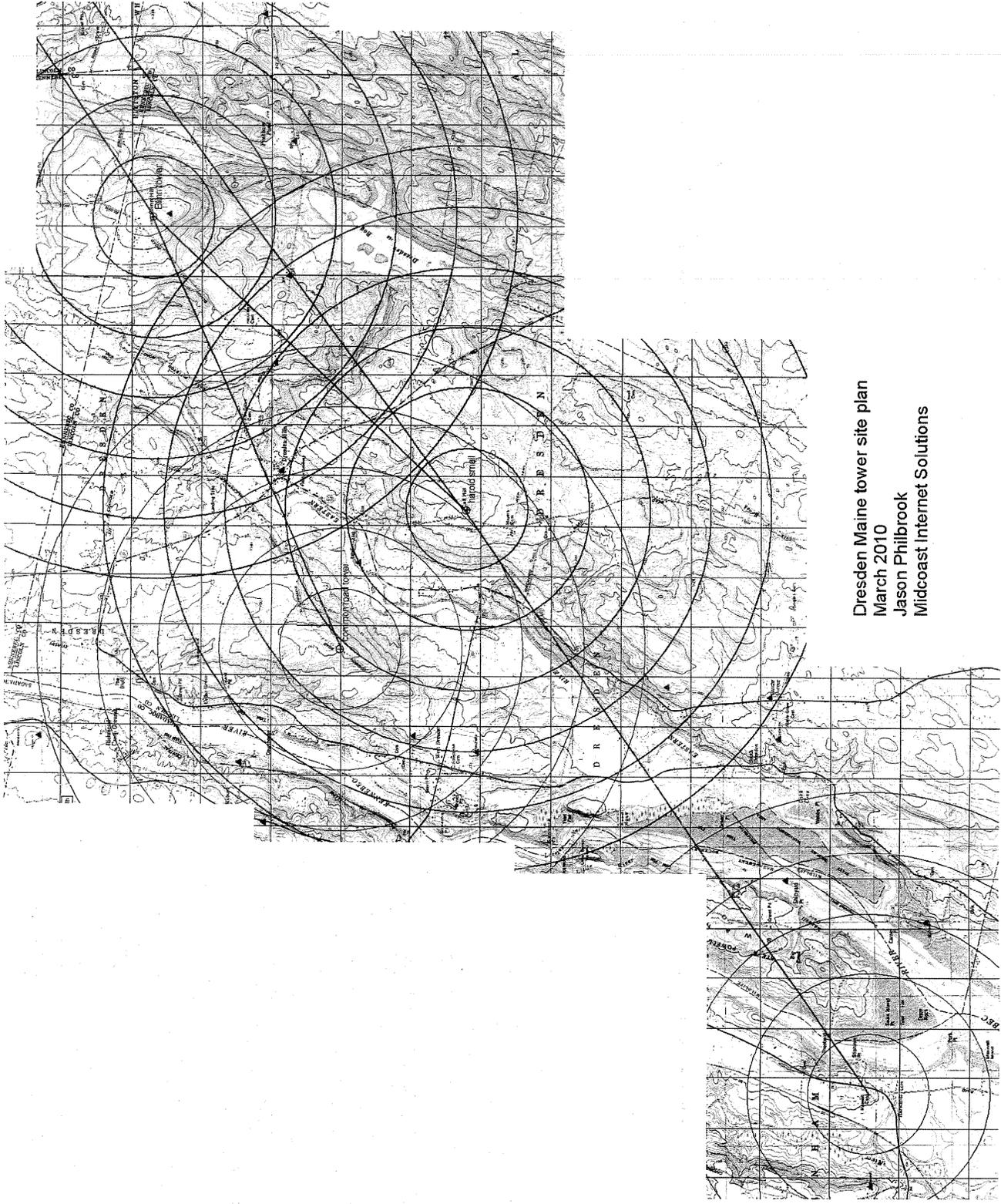
Name	Address
1. <u>Judy Lewis</u>	<u>51 Bog Rd/POB 82 - Dresden</u>
2. <u>MARINA CHERKIS</u>	<u>582 CALLS HILL RD. DRESDEN</u>
3. <u>Allen M CHERKIS</u>	<u>582 Calls Hill Rd. Dresden</u>
4. <u>Anne Smith</u>	<u>106 Glasheen Rd, Dresden</u>
5. <u>Seraed A. Smith</u>	<u>106 Glasheen Rd, Dresden</u>
6. _____	_____
7. _____	_____
8. _____	_____
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10. _____	_____
11. _____	_____
12. _____	_____
13. _____	_____
14. _____	_____
15. _____	_____
16. _____	_____
17. _____	_____
18. _____	_____

TOWN OF DRESDEN

ROADS



 AREAS WITH NO CABLE OR DSL SERVICE
AREAS ALREADY SERVED BY TIME WARNER & FAIRPOINT



Dresden Maine tower site plan
March 2010
Jason Philbrook
Midcoast Internet Solutions