



## OXFORD NETWORKS

[www.oxfordnetworks.com](http://www.oxfordnetworks.com)

September 14, 2010

ConnectME Authority  
Philip Lindley, Executive Director  
Statehouse Station 138  
Augusta, ME 04333-0138

Dear Mr. Lindley,

Oxford West has several small service areas remaining without broadband service that we have had hopes to expand to at some point in the future. These areas exist beyond the 21 kft mark that we work with as an engineering limit on how far from a Central Office we will offer broadband. We consistently receive requests from these areas but it has been cost prohibitive to expand to them. Since we are in the incumbent for these areas, there are no other service providers that we are aware of at this time.

Our plans to offer service into these areas will utilize new Adtran hardened DSLAMs that will be fed by copper and fiber umbilical's back to the Central Office. We expect to be able to offer up to 5 Meg downstream and 1 Meg up in most cases from these deployments with expectations of exceeding that rate in the future. If we were awarded the grant monies, we estimate that it would take 6 to 12 months to deploy.

The following service areas would receive 100% coverage capability based on the project plan. The subscription rate may be higher than average based on the history of not having access to broadband services in these rural areas. Our experience has been a take rate of 30%-40% in most areas.

## Project Summary

	<u>Service Area</u>	<u>Percentage Served</u>	<u>Est. Number Served</u>	<u>Total Cost</u>
1.	Bethel North Norway	100%	198	\$214,250
2.	West Bethel	100%	67	\$135,000

The total cost of the combined projects would be \$349,250 of which Oxford West is prepared to provide 50% of the funding required. Therefore the amount of funding being requested for the fifth grant round from the ConnectME Authority is \$174,625

Oxford West has a great deal of experience with offering broadband successfully to our customers. We started offering broadband to our customer base in 1998 and now successfully reach 90%+ of our dial tone subscribers with broadband services with an average take rate of 35%.

Sincerely,

Carl H. Richardson  
Central Office Manager

cc: Dawna Hannan, Oxford Networks  
Brian Paul, Oxford Networks