

CONNECTMAINE Authority

Potential Applicants for Broadband Infrastructure Grants, 19 January 2022
ConnectMaine Staff, Tilson Technology & VETRO

The new application process is different than we've done before, which is why we're doing this extensive walkthrough.

Agenda

- I. Identify key documents and where to find them
- II. Explain eligibility and performance requirements for projects
- III. Explain the standards used to evaluate and prioritize proposals
- IV. Explain how apply for funds, including how to use key tools and forms
- V. Briefly review post-award compliance requirements

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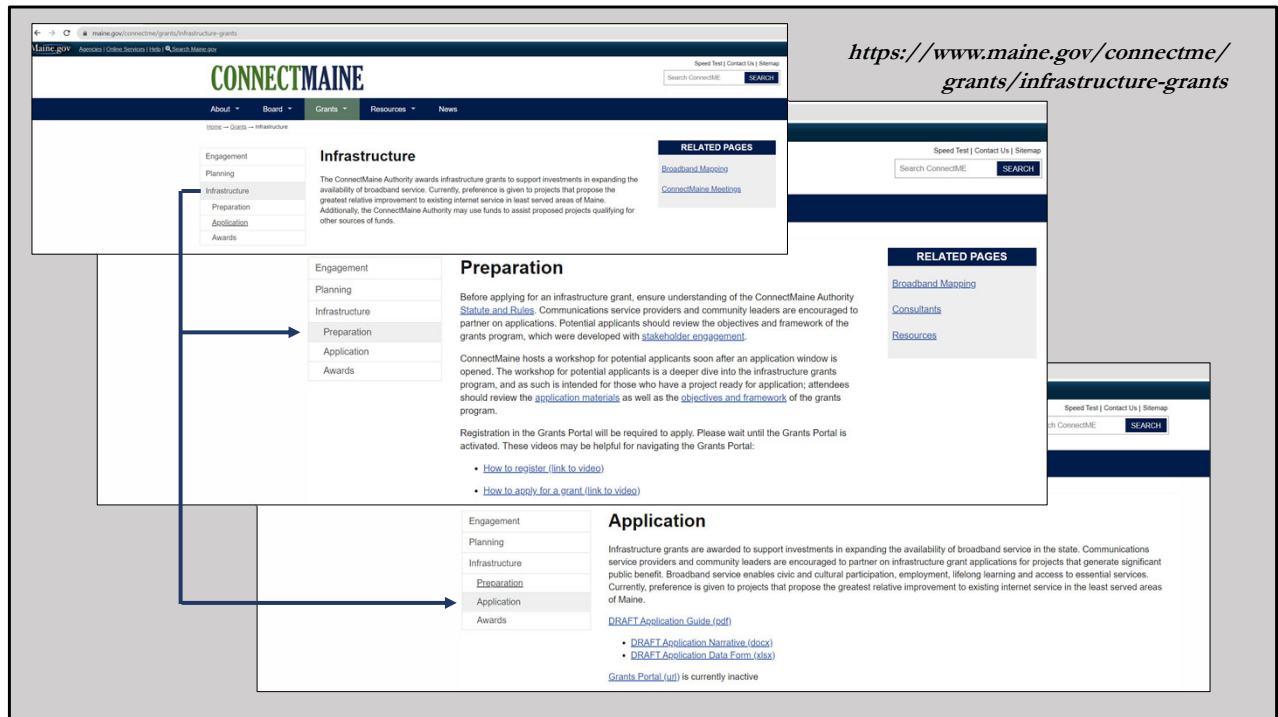
There will be Q&A at the end. We're also posting answers on our website.

Key Documents to Review and Understand

1. ConnectMaine Statute and Rule
 - <https://www.maine.gov/connectme/about/statutes-rulemaking>
2. ConnectMaine FAQ on infrastructure grant program
 - <https://www.maine.gov/connectme/grants/engagement>
3. Maine DECD Grants Portal and Instructional Videos
 - <https://www.maine.gov/connectme/grants/infrastructure-grants/process>
4. ConnectMaine Infrastructure Grants Application Guidance, Narrative, and Application Data Form
 - <https://www.maine.gov/connectme/grants/infrastructure-grants/application>
5. Interactive FiberMap
 - Instructions to request access in this webinar

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These are application materials to understand, which are posted on our website. You'll get instructions on how to request access to FiberMap in this workshop.



This is what the website looks like, navigate it.

Key Changes From Prior Grant Rounds

2021 Process

- Two-track application
- Applicant-designed project areas
- Scoring that favored cost-benefit without consideration of density
- Confusing application materials
- Document sharing and storage
- Grants Verification & Validation was new

2022 Process

- One-track with preference groups
- Eligible project areas proposed
- Weights instead of points with cost-benefit as the base
- Application Guidance document
- Online Grants Portal
- Integration of BIP

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The refinements allowed ConnectMaine to achieve goals of encouraging universal service and supporting smaller projects with a new evaluation process instead of two tracks.

To prevent any unserved staying unserved, project areas are proposed in which all unserved must be served.

Instead of straight up scoring, which overwhelmingly favored cost-benefit above all else, the evaluation process will include weighting the initial cost-benefit with other criteria.

Instead of the evaluation criteria being sprinkled through the application, the application guidance combines the evaluation process in one section.

Instead of obtaining and submitting the application by email, a grants portal will lead potential applicants through the process where they'll upload files in one place.

Despite best efforts, the verification & validation process, including audit requirements, surprised a few applicants or partners; now all this information will be integrated into the Broadband Intelligence Platform and accessible upfront.

Eligibility and Performance Requirements

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Before we get into how applications will be evaluated, let's cover the eligibility and performance requirements, in the order of the Application Guide.

What and Who this Grant Round Is For

Key Dates

- 3.20 deadline to submit completed applications
- April ConnectMaine monthly meeting to award grants

Objectives

Leverage Investments	Maximize investment in broadband infrastructure; aim to correct market failures due to low premise density
Seek Regional Equity	Balance investment incentives and regional equity
Recognize Community Visions	Align with community visions and goals
Favor Future-Proof Networks	Fund forward-looking, scalable infrastructure that provides ubiquitous, universally available broadband
Advance Digital Equity and Inclusion	Consider price; no grant for data caps; all projects funded must include one for income-eligible individuals

Eligible Applicants

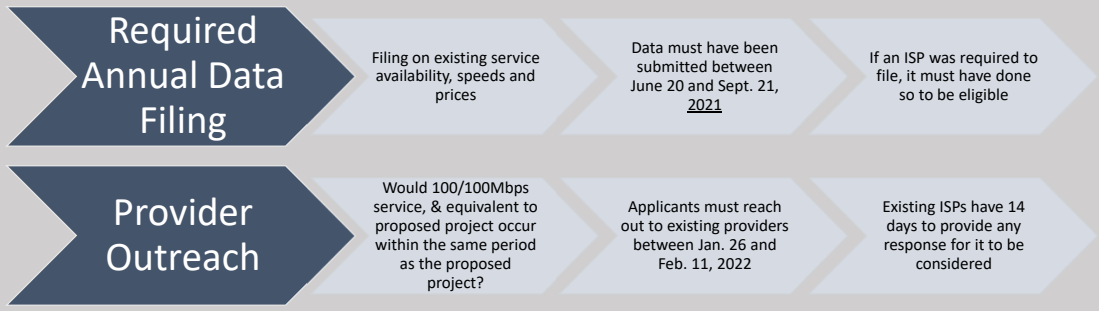
Public Sector	<ul style="list-style-type: none">• Any unit of local government, including town, city, county or regional council of governments; or• Any broadband utility district or corporation, wholly or partially owned by a unit of local government
Private Communications Service Providers	<ul style="list-style-type: none">• ISPs that meet eligibility criteria

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The eligibility and performance requirements help to achieve the program objectives, and some come from statute or rule, including what entities are eligible to apply. ConnectMaine encourages communities and ISPs to partner on proposed projects. Both the public-sector and private-sector partner need to meet eligibility criteria. Before detailing those, keep in mind the application deadline is 3.20, which is a Sunday, in case the applicant enjoys working over the weekend.

Pre-Application Requirements

- Key Dates**
- 1.12 ConnectMaine monthly meeting to open application window
 - 2.11 deadline for required provider outreach, ISP responses in 14 days



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Pointing out ISP eligibility is about the required data filing; at anytime, an ISP can contact ConnectMaine staff to ask if they're in good standing or not.

The applicant is responsible for the required provider outreach, which must be initiated within 30 days of the application window being opened. Provider outreach occurs via email cc'd to Connect.ME@maine.gov, to ISPs existing in the proposed project area.

The recent rulemaking changed the content of this provider outreach: The email sent to ISPs will ask whether or not installation of broadband infrastructure and service of at least 100mpbs download and 100mpbs upload, equivalent to the proposed project, would occur within the same period as the proposed project.

The applicant needs to explain their proposed project scope, at or about service availability of 100/100? What is the timeline of the proposed project? Where is the proposed project area?

The ISP has 14 days to respond, also via email cc'd to Connect.ME@maine.gov, if there are plans or existing broadband service. In that case, the response should be specific to what project will occur where and by when, to help ConnectMaine evaluate the application for grant necessity.

Key Definitions

Least Served

- No service at least 25/3 Mbps

Unserved

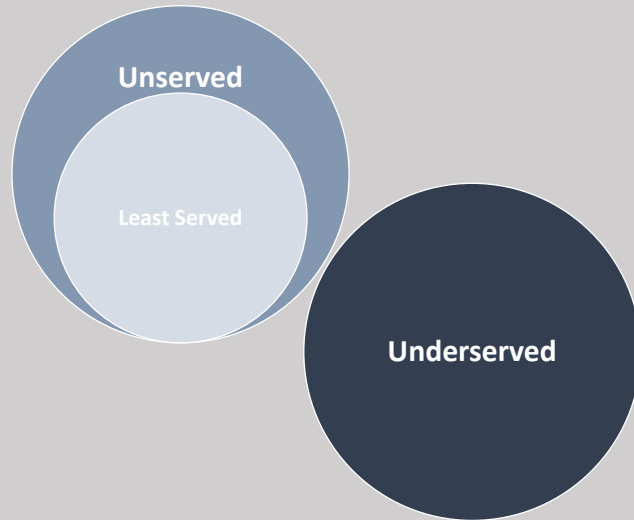
- No service at least 50/10 Mbps

Underserved

- >50/10 Mbps service available, but
- No service at least 100/100 Mbps

Subscriber Location

- Any location at which there could be one or more subscribers of communications service

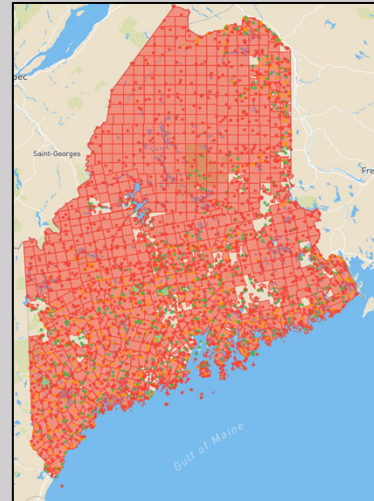


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The designations of unserved and underserved areas occurred in April last year, and we've been talking about these definitions through rulemaking and engagement in the grants program since then. These details are contained in the Application Guide if you need to refer back to them.

Eligible Project Areas

- Projects must propose to serve one or more predefined eligible project areas.
- Within an eligible project area, the proposed project must serve all unserved locations.
- Within an eligible project area, the proposed project may serve underserved or served locations.



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As mentioned, a big change with this application process is that ConnectMaine is proposing eligible project areas, of which applicants will select one or more. We'll cover the process of using FiberMap in a little bit.

For project eligibility, please note that all locations classified as being in unserved areas are estimates, but this helps ConnectMaine evaluate applications, comparing apples to apples.

The performance requirement is that all actual locations in unserved areas will be served by the proposed project. Applicants may also select to serve other classified locations, and again we'll cover this in the FiberMap demo later on here.

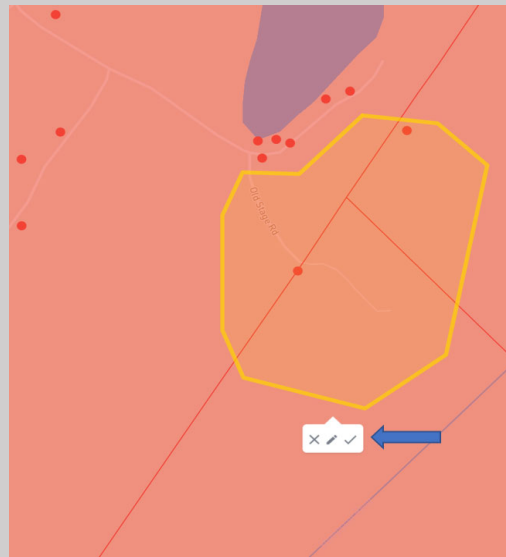
Modification of Eligible Project Areas

Applicants may exclude locations within a selected Eligible Project Area only when:

- The locations are disconnected from any utility lines serving other subscriber locations in the project area and
- Would require a route outside the project area

Applicants may select additional locations when adjacent to selected eligible service areas.

Modifications must be identifying using locations shown in FiberMap.



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The Application Guide covers when locations can be excluded or included in proposed projects to demonstrate project eligibility—again we'll come back to the process of applying and how to use FiberMap in a bit. I'll hand this back to Chris to cover other eligibility criteria.

Eligible Costs

- One-time capital improvement costs
- Directly related to improving internet services
- No expenses incurred prior announcement of grant award
- No administrative and fundraising activities, computers and other office equipment
- No vehicles
- No equipment owned or leased by the subscriber, including routers, modems and any other costs beyond the network interface points
- No operating expenses

Carefully review full description in Grants Application Guidance!

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Only some project costs are eligible. There's a more descriptive list of eligible costs in the Application Guide.

Ineligible costs will be captured in the Application Data Form but are considered different than eligible costs...

Minimum Financial Commitment

- The financial commitment must be at least \$700 per subscriber location in the proposed project
- The financial commitment must be toward eligible costs

$$\frac{\textit{Project Eligible Costs} - \textit{Grant Requested}}{\textit{Subscriber Locations}} \geq \$700$$

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...for example, the financial commitments toward only eligible costs are considered for calculating the minimum financial commitment required.

This includes what the applicant and partner(s) are contributing toward the eligible costs of the project, which is divided by the potential subscriber locations in the selected project area(s)

The Data Form will calculate this and if it's under \$700, then the applicant will need to figure out how to increase financial commitments in order to meet this eligibility requirement.

Counting Subscriber Locations

Unserved Subscriber Locations

- Use count of unserved locations for the selected Eligible Project Areas from FiberMap
- If proposing modifications, add or subtract modification locations that FiberMap identifies as unserved

Served and Underserved Subscriber Locations

- Count only locations the project proposes to serve

**Unserved
Subscriber Locations**



**Underserved
Subscriber Locations**



**Served
Subscriber Locations**

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The number of potential subscriber locations is determined in FiberMap, and includes:

- Subscriber locations within unserved areas,
- Subscriber locations within underserved areas that will be served by the project, and
- Subscriber locations within served areas that will be served by the project.

There will be some differences between the estimated potential subscriber locations and locations in the real world; as stated earlier, these have been standardized in order to be able to make apples to apples comparisons between different proposed projects.

Demonstrating Financial Capacity

For All Projects

- Total financial commitment plus the requested grant must be adequate to complete the proposed project

For Large Projects

- Applicants must demonstrate financial sustainability of the proposed project through project pro forma
- “Large” is relative to the size of the project’s ISP—more than 10% of existing subscribed locations

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The application must demonstrate that you have enough money from all sources in order to do what you’re proposing to do.

In addition, for large projects, where the proposed project includes more potential subscriber locations than 10% of all existing subscribed locations of the ISP involved in the proposed project, financial sustainability must be demonstrated through a pro forma.

We’ll go over the Application Data Form in more detail later on.

Other Performance Criteria

Reasonable Project Cost

- Costs are reasonable relative to the difficulty of the proposed project

Speeds Offered

- Projects must offer service of at least 100/100 Mbps
- Lower speed tiers may be offered in addition, not instead of

Service Prices

- Retail prices by project's ISP must not be greater than the ISP's prices elsewhere in Maine

Grant Necessity

- ConnectMaine will consider whether project would occur without the grant, in the same time period, or with the equivalent services

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There are other performance criteria in the application guide.

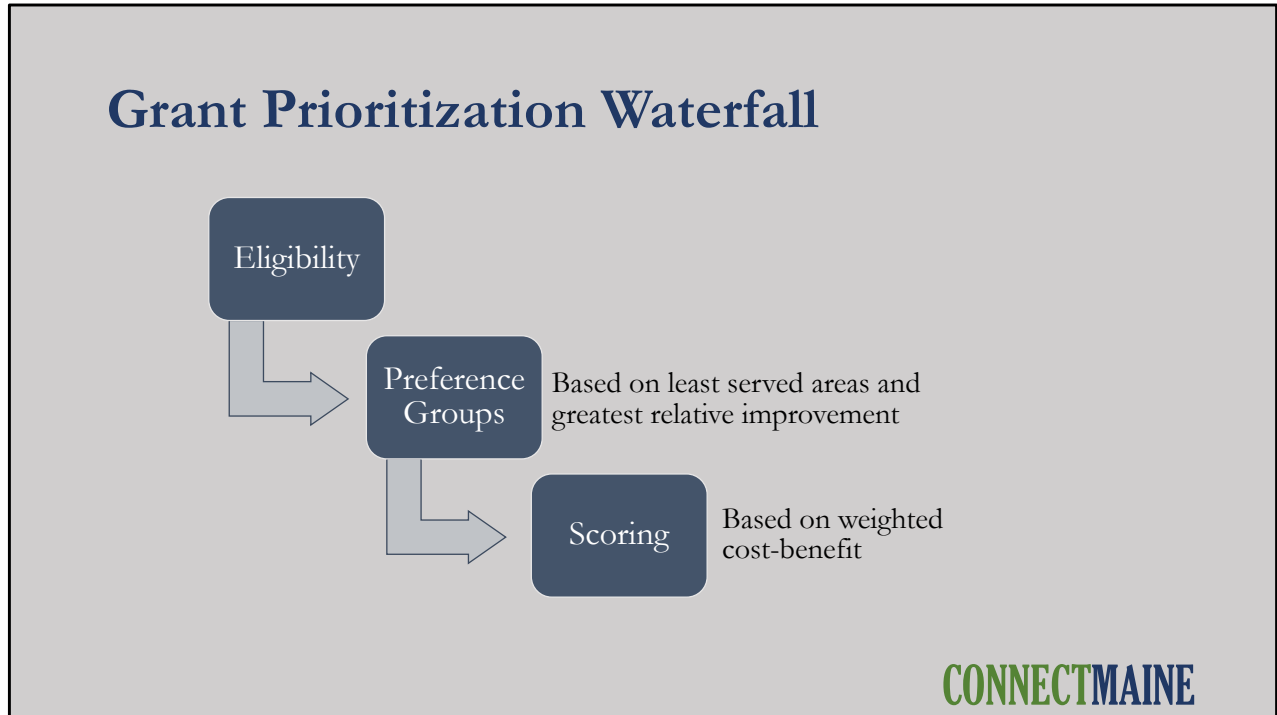
Reasonable cost is reviewed, so if there are factors that increase cost, then detail that in the application narrative.

Service levels offered must include 100/100mbps but other service levels can be offered too.

Application Evaluation

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Moving on to how applications will be evaluated



The first step is whether or not projects are eligible. Eligibility is pass or fail. Then assigning applications to one of the preference groups. The higher preference group is prioritized for grants ahead of all applications in lower preference groups. Projects within a preference group are prioritized based on their weighted cost-benefit.

Preference Groups

Preference Group 1: Least served areas - Projects where a majority of subscriber locations lack access to 25/3 Mbps

Preference Group 2: Greatest improvement - Projects where more than 90% of all locations would receive 1/1Gbps service

Preference Group 3: Default - All other applications

- **Example:**

- **Total Subscriber Locations in the project area: 800**
- **Total Subscriber Locations Lacking Access to 25/3 Mbps: 408**
- **% Lacking Access to 25/3 Mbps: 51%**
- **Project is Preference Group 1**

Next: Projects within the same group are scored against each other.

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The highest or best preference group is the proposed projects that cover the least served areas.

The second group are those that aren't members of the first group but will offer at least 90% of locations with gigabit service offering.

Then all other applications.

Unweighted Cost-benefit

Scoring starts with the requested grant amount divided by the number of subscriber locations in unserved and underserved areas that will be served by the project

- **Example:**

- **Requested Grant Amount: \$750,000**
- **Unserved and Underserved Subscriber Locations: 500**
- **Unweighted Cost-Benefit: \$1,500**

Next: Weight this Cost-Benefit by other priorities

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With in each preference group, evaluation begins with the unweighted cost-benefit.

Weighted Cost-benefit

Unweighted Cost-Benefit x (100%-weight) x (100%-weight), etc.=
Weighted Cost-Benefit

- **Example:**

- **Density weight: 8%**
- **ISP financial commitment weight: 2%**
- **Community commitment weight: 10%**
- **Price weight: 10%**
- **Affordability offering weight: 20%**

$$\$1500 \times 92\% \times 98\% \times 90\% \times 90\% \times 80\% = \$876.36$$

Which grants are awarded is based on the weighted cost-benefit, but the amount of awards is based on the actual requested grant amount!



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There are five factors that are then used to weight the cost-benefit.

The higher the weight, the greater the positive impact on cost-benefit, the more competitive the application becomes.

The weight is a percentage that is subtracted from 100%, then the unweighted cost-benefit is multiplied by that resulting percentage; weighted cost-benefit is lower than unweighted.

Note that the grants awarded will be based on the grant amount requested, not the weighted cost-benefit. The application is evaluated as if the cost-benefit is that low, but the grant awarded wouldn't be that low.

Weighting Factors

Density of Project Area

- A weight of 2% will be applied for every 1 location per mile less than 18 locations per mile, up to a maximum of 30%.
- **Example:**
 - **Density:** 14 subscriber locations per mile
 - **Weight:** 8%

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Characteristics of the proposed project get a certain amount of weight, which is expressed as a percentage.

The lower the density, the greater the weight on cost-benefit.

Weights are based on thresholds; either the density is a whole location lower or not, so the weight is a whole 2% or not; there are no fractional weights.

Weighting Factors

ISP Financial Commitment

- A weight of 1% will be applied for each \$75 per subscriber location committed by the provider to the project costs, up to a maximum of 20%
 - Only non-contingent financial commitments may qualify
 - Other grant funds do not qualify
 - Debts incurred to fund project costs may qualify
 - ISP need not be the applicant to contribute
- **Example:**
 - **Non-contingent ISP financial commitment:**
\$150 per subscriber location
 - **Weight: 2%**

Community Financial Commitment

- A weight will be applied based on the share of proposed project cost that a municipality or county commits to provide, up to a maximum weight of 40%
 - Weight varies based on the property tax valuation of the county or municipality, from 1% for each 2% of proposed project cost committed (top half of municipalities or counties) to 2% for each 1% of proposed project cost contributed (bottom quartile of municipalities or counties)
 - If more than one municipality or county provides a financial commitment, the application will be weighted according to the most favorable jurisdiction providing at least \$50,000 in financial commitment.
 - ARPA funds contributed count; other grant funds do not
 - Community need not be the applicant to contribute
- **Example:**
 - **Community's property tax valuation:**
Bottom quartile
 - **Community commits: 5% of project cost**
 - **Weight: 10%**

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The ISP financial commitment is the amount of funds committed by the ISP, who may be the applicant or partner involved in the project.

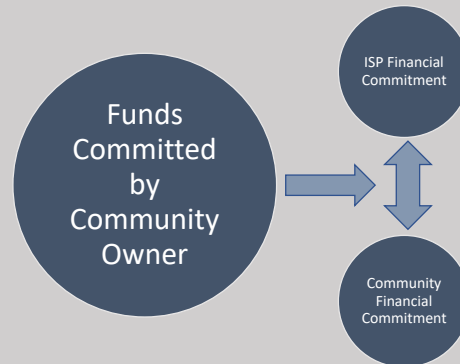
Only non-contingent funds qualify toward this weight.

Similarly, the community financial commitment can come from the affected communities, whether they are the applicant or not. The weight is based on the property tax valuation of the municipality or county as applicable.

ISP & Community Financial Commitment

Rule for Local Government Applicants

- Community financial commitment will be allocated between community or ISP financial commitments as is most favorable if the applicant is:
 - a unit of local government, or
 - any broadband utility district or corporation wholly or partially owned by a unit of local government, and
 - will retain ownership of a majority of the proposed project assets,
- Application Data Form will automatically allocate community contributions

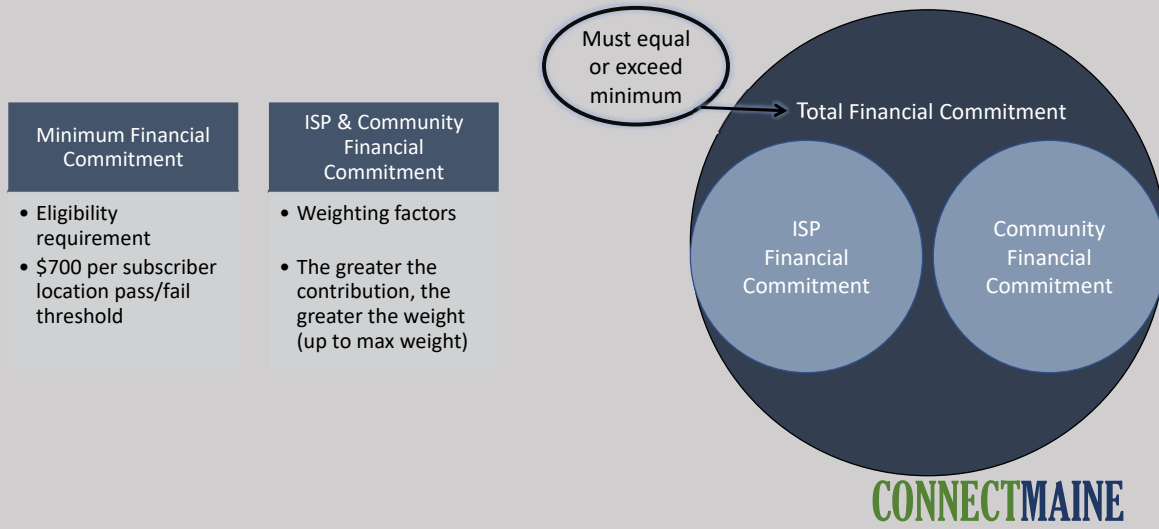


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What happens if the community is the applicant and retains a majority ownership of the assets?

Given the greater commitment of the community in ownership, there's a special calculation for determining weights of community financial commitment and ISP financial commitment. The community financial commitment will automatically be considered as community financial commitment or added toward ISP financial commitment however is most favorable to the application.

Minimum Financial Commitment vs. ISP & Community Financial Commitment



To recap the relationship among these financial commitments: Total financial commitment includes both the community financial commitment and ISP financial commitment, each of which may exclude some financial commitments for the purposes of calculating those two weights.

The minimum financial commitment doesn't exclude contingent ISP financial commitment for example, but it does exclude any financial commitment applied to ineligible costs. This is the floor. Applicants without financial commitments from the ISP or from the community can still apply, as long as the minimum financial commitment requirement is met.

The ISP & community financial commitments are the two weights. The more contributions toward project costs, the more weight that can be given, the more competitive the application becomes.

Weighting Factors

Subscription Price

- A weight of 1% will be applied for each dollar below \$60 per month of the proposed subscription price, up to a maximum of 20%
 - Considering the lowest priced non-promotional residential offering of at least 100 Mbps upload
- **Example:**
 - **Lowest priced qualifying service:**
\$50/mo.
Weight: 10%

Affordability Offering

- A weight of 20% will be applied for proposed projects with an ISP that agrees to participate in the Emergency Broadband Benefit (EBB), Lifeline, or Affordability Connectivity Program
- **Example:**
 - **ISP participates in EBB**
 - **Weight: 20%**

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The last two factors that weight cost-benefit are the subscription price of service offerings. This is based on the lowest, non-promotional price for the service level that includes 100mbps upload.

The affordability offering is a binary weight; you get 20% or 0%, based on whether or not the ISP agrees to participate in the affordability program.

Multi-project Example

Example Project	#1	#2	#3	#4	#5
% Subscriber Locations Lacking 25/3 Mbps	29%	51%	13%	30%	30%
% Subscriber Locations Receiving 1000/1000 Mbps	100%	100%	0%	90%	100%
Preference Group	Group 2	Group 1	Group 3	Group 2	Group 2
Unweighted Cost-Benefit	\$ 1,525.42	\$ 1,500.00	\$ 1,355.93	\$ 6,428.57	\$ 5,641.03
Density Weight	10%	8%	16%	24%	0%
ISP Financial Commitment Weight	16%	2%	12%	30%	30%
Community Financial Commitment Weight	5%	10%	5%	5%	0%
Subscription Price Weight	10%	10%	10%	10%	10%
Affordability Offering Weight	20%	20%	20%	20%	20%
Weighted Cost-Benefit	\$ 788.80	\$ 876.36	\$ 685.58	\$ 2,339.28	\$ 2,843.08

The order of awards would be: #2, #1, #4, #5, #3

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Let's illustrate how the full evaluation process will happen.

Application #2 is the only one that's in the first preference group, so they are top priority for award.

While application #3 has a lower weighted cost-benefit than application #2, these aren't in the same preference group; because application #3 is in preference group #3, it is considered lowest priority for award.

Applications in the second preference group are compared to one another, so application #1 is priority for award after application #2.

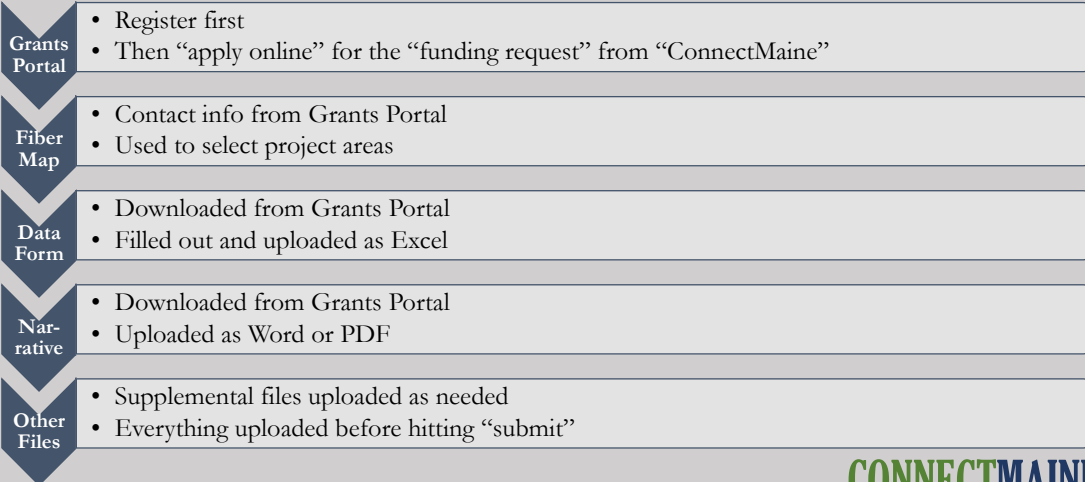
How to Apply for Funding

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Now that we've covered the eligibility and performance requirements, and how applications will be evaluated, let's go over the process of applying.

Application Process

Follow Links on ConnectMaine Website



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This is a new process, so we acknowledge there will be questions that come from the unfamiliarity of it all. What hasn't changed is that you start from the ConnectMaine website.

The links were provided at the beginning of the slide show, for the videos on how to register in the Grants Portal, and then how to apply.

ConnectMaine staff will answer your questions or obstacles that you run into one-on-one.

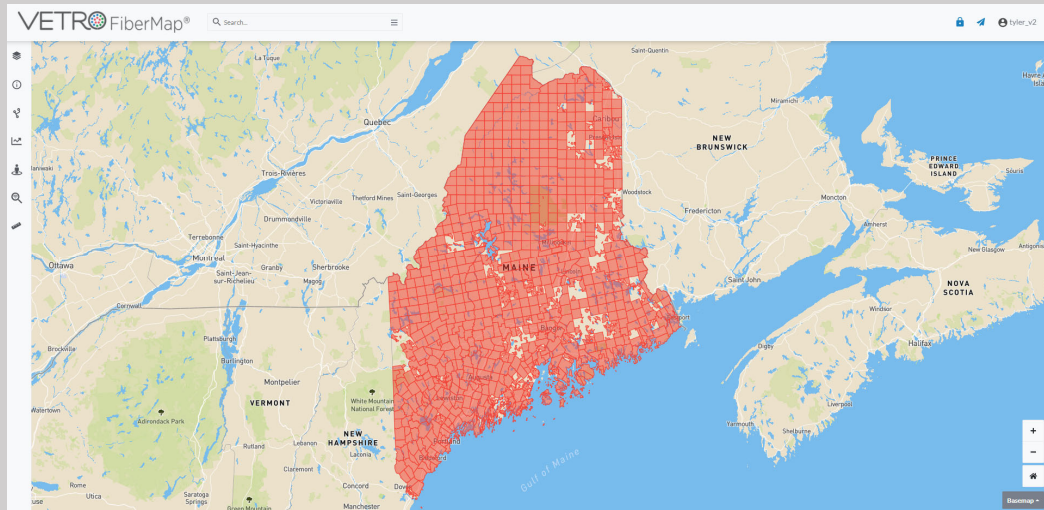
Once you get to the project information section of the application in the Grants Portal, you will see the contact information for getting access to FiberMap. You will either get the FiberMap Guide from VETRO or ConnectMaine at that point in time. The FiberMap Guide will give you a step-by-step process for selecting your project areas and locations, to get the information you need to enter into the Grants Portal and Data Form, and we'll cover FiberMap next, but first...

You can download the Application Narrative and Data Form from the Grants Portal or ConnectMaine website. These and other files will be uploaded to the Grants Portal as part of your application. Pay attention to the instructions in the Application Guide about acceptable file types to upload.

You'll be able to return to the application to continue entering information later; the Grants Portal will save progress by each section that is completed. Don't hit "Submit"

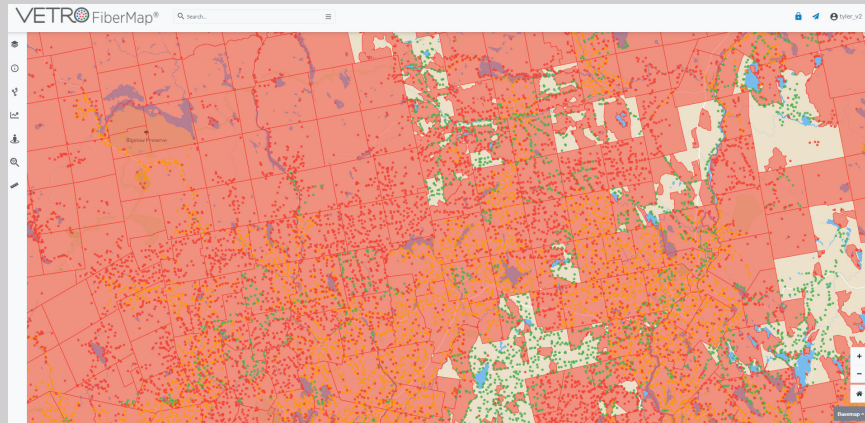
until the entire application is completed including all edits in FiberMap and all files are uploaded; otherwise, you will have to start a whole new “funding request” over again. --handoff

Introduction to VETRO FiberMap



After getting into the application in the Grants Portal, you'll get an email to contact VETRO for access to FiberMap, and receive the FiberMap Guide that will walk you through the process step-by-step. Gaining access will take a day or two, so please be patient.

Using the Interactive FiberMap



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Watch the recording (minute 37) to see a demonstration of FiberMap, walking through the steps that are outlined in the FiberMap Guide.

Completing the Application Data Form and Application Narrative

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Now we'll cover these application elements. The Data Form is an excel file and the Narrative is a Word file. Refer back to the ConnectMaine website for links.

Instructions

App_Inf_Data_ForWebmarx.xlsx Saved Search (AR-C)

Data Review View Developer Help Acrobat Power Pivot

D E F G

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Instructions for Application Data Form

Enter values in the identified spaces to complete this form. Please enter information in the order of the tabs below to correctly prompt calculated fields. Only input data in blue shaded fields such as shown at right.

Key Data: Input key data points of the project scope; data must be consistent with the Grants Portal and/or FiberMap. Refer to the Application Guide as needed.

- Applicant Name** - Must match Legal Applicant Entity Name entered into the Grants Portal.
- Applicant Type** - Use the dropdown to select the applicant type that best fits the applying entity.
- Entity Responsible for the Build of the Proposed Project** - Name the entity that is responsible for installing and building the project.
- Entity Responsible for the Operation of the Proposed Project** - Name the entity that is responsible for the ongoing operation and management of the network.
- Entity or Entities Financially Responsible for Ongoing Operation of the Network** - Name the entity that is responsible for the financial oversight of the operating network.
- Date of Required Data Filing** - Date that required data filing by the industry was most recently submitted; enter the date in standard format (MM/DD/YYYY).
- Date of Provider Outreach** - Date that the applicant conducted required provider outreach; enter the date in standard format (MM/DD/YYYY).
- Total New Miles of Plant in Project** - Total number of new fiber and/or cable route miles both aerial and underground; enter decimal or whole number only. This number must align with the route miles that were imported and calculated in FiberMap.
- Total New or Upgraded Wireless Access Points in Project** - Total number of new and/or upgraded wireless access points; enter whole number only. If proposed project does not involve wireless components, enter 0.
- Percentage of New Underground Plant** - Percent of new miles of plant that is considered underground. Enter a number only, e.g., if 5%, only enter '5'. This number must match information in FiberMap.
- Total Potential Subscriber Locations in Project Areas** - Total number of subscriber locations in selected project areas; enter whole number only. This number must match information in FiberMap.
- Total Underserved Potential Subscriber Locations in Proposed Project** - Total number of subscriber locations in the project areas: not unserved but currently lacking availability of internet service of at least 100mbps/100 mbps; enter whole number only. This number must match information in FiberMap.
- Total Least Served Potential Subscriber Locations in Proposed Project Areas** - Total number of subscriber locations in the project areas currently lacking availability of internet service of at least 25mbps/3mbps; enter whole number only. This number must match information in FiberMap.
- Total Other Underserved Potential Subscriber Locations in Proposed Project Areas** - Total number of subscriber locations in other unserved areas of the selected project areas, i.e., currently having access to internet service above 25 mbps/3mbps, but below at least 50mbps/10mbps; enter whole number only. This number must match information in FiberMap.
- Potential Subscriber Locations to Receive Access to 1 / 1 Gbps Service** - Total number of subscriber locations in the project areas that will be offered broadband service of at least 1gbps/1gbps.

Grant Tracking: Input details about all infrastructure grants awarded by ConnectMaine in the last five years to all entities of this application.

- Award Date** - Enter the date in standard format (MM/DD/YYYY).
- Award Rec Name** - Name of the entity that was awarded the infrastructure grant; name must match award notification.
- Award Accepted or Declined** - Use the dropdown to select award detail.
- Date of Most Recent Grant Tracking Report** - Enter the date in standard format (MM/DD/YYYY) of the most recent grant tracking report submitted to

Proposed Services: List details about all proposed service offerings that will result from the project.

- Use the TRUE/FALSE dropdown to indicate whether or not the ISP will participate in the Emergency Broadband Benefit and/or Lifeline Programs for at least 5 years.
- Technology** - Use the dropdown to select the technology type that best describes the majority of the network.
- Customer Class** - Use the dropdown to select the customer class that is being offered the service and price identified throughout the row.

Instructions Key Data Grant Tracking Proposed Services Capital Budget Detail Capital Cost Summary Capital Cost Timing Financial C ...

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Read instructions carefully, the first spreadsheet or tab at the bottom.
The only cells you'll be able to enter data into will be shaded a color of blue.

Key Data

Summary Information		Project Design Details	
Applicant Name: Town of Castle Rock	Applicant Type: Local Government or Broadband Utility District or Corp.	Total New Miles of Plant in Project: 95.00	Total New or Upgraded Wireless Access Points in Project: 0
Entity Responsible for the Build of the Proposed Project: 1820 Networks	Entity Responsible for the Operation of the Proposed Project: 1820 Networks	Percentage of New Underground Plant: 0.34%	Total New Miles of Underground Plant in Project (Calculated): 0.323
Entity or Entities Financially Responsible for Ongoing Operation of the Network: 1820 Networks	2,629 Maximum Potential Subscriber Locations from Project Cash Flow tab. Describe the reason for any difference from total potential subscriber locations in proposed project areas: 1820 Networks	Total Potential Subscriber Locations in Proposed Project: 2629	Total Underserved Potential Subscriber Locations in Proposed Project: 10
Are the Number of Potential Subscriber Locations Passed Greater than 10% of the Existing Subscribers for Any Entity or Entities Financially Responsible for Ongoing Operation of the Network? (TRUE or FALSE) TRUE	Will a Local Government or Any Broadband Utility District or Corporation Wholly or Partially Owned by a Unit of Local Government Retain Ownership of a Majority of the Assets Funded by the Grant? (TRUE or FALSE) FALSE	Total Least Served Potential Subscriber Locations in Proposed Project Areas: 100	Total Underserved Potential Subscriber Locations in Proposed Project Areas, Including Least Served: 2609
Date of Required Data Filing: 6/23/2021	Date of Provider Outreach: 2/11/2022	Total Unserved and Underserved Potential Subscriber Locations (Calculated): 2619	Potential Subscriber Locations To Receive Access to 1 / 1 Gbps Service: 2629

Data shown does not represent an actual project or recommended responses.

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The key data form collects some summary data about the applicant, partner and proposed project. It also has some key statistics about the project design used in eligibility and weighting calculations.

Make sure any data entered here is consistent with the information entered into the grants portal and from FiberMap.

The question about whether the number of subscriber locations in the project exceeds 10% of existing subscribers will determine if the applicant needs a pro forma cash flow, how much of the workbook must be completed. I'll call this the "10% threshold." If the answer to this question is false, portions of the workbook related to the pro forma will be greyed out and don't need to be completed. If a pro forma is required and there are multiple entities involved in the project, complete the pro forma from the perspective of the party financially responsible for the network on an ongoing basis.

Grant Tracking

The screenshot shows an Excel spreadsheet with the following data in the 'Grant Tracking' table:

Award Date	Awardee Name	Award Accepted or Declined	Date of Most Recent Grant Tracking Report
1/1/2021	1820 Networks	Accepted	12/30/2021

Data shown does not represent an actual project or recommended responses.



If the applicant or an ISP partner is a prior ConnectMaine infrastructure grant recipient, demonstrate that they are up to date on grant tracking requirements by completing this table. If no party was a previous awardee, this sheet may be left blank.

Proposed Services

The screenshot shows an Excel spreadsheet with the following content:

Will the Internet Service Provider on the proposed project participate in the Emergency Broadband Benefit and/or Lifeline Programs, and their successor programs for at least 5 years following project completion? TRUE

PROPOSED SERVICE TIERS									
Technology	Customer Class	Download Speeds (Mbps)	Upload Speeds (Mbps)	Latency (ms)	Monthly Recurring Price	Data Cap, if any (GB)	Charges for Data Use Over the Cap	Initial Non-Recurring Charge	Promotional Price?
Fiber	Residential	1000	1000	15	\$ 99.00			\$ 100.00	FALSE
Fiber	Residential	100	100	15	\$ 59.00			\$ 100.00	FALSE
Fiber	Business	1000	1000	15	\$ 199.00			\$ 100.00	FALSE
Fiber	Business	250	250	15	\$ 159.00			\$ 100.00	FALSE

The 'Customer Class' dropdown menu is open, showing 'Residential' and 'Business' options.

Data shown does not represent an actual project or recommended responses.



This is where applicants detail the services and prices that will be offered on the proposed network and affordability options, which are used in calculating weighted cost-benefit, and to confirm that the proposed project will offer the minimum required speeds. Please carefully review instructions about what is included in the “monthly recurring price,” as it may be different than the advertised price for some ISPs.

Capital Budget

BUDGET DETAIL -- ELIGIBLE COSTS ONLY

Cost Category	Cost Sub Category	Item	Unit Costs (\$)	Unit Type	Unit Quantities (ft)	TOTAL
Professional Services	Engineering	Design and Engineering	\$ 4,000.00	mile	95.00	\$ 380,000.00
Professional Services	Permitting, Easements and Utility License Application Fee	Utility License Application Fee	\$ 12.00	pole	2,074.50	\$ 24,894.00
Outside Plant	Pole Placement and Pole Make-ready	Make-ready	\$ 8,000.00	mile	95.00	\$ 760,000.00
Outside Plant	Fiber Optic and Coaxial Cable	CT FIBER	\$ 0.30	foot	63,204.50	\$ 18,961.35
Outside Plant	Other Materials--Aerial	CT FIBER	\$ 0.50	foot	66,010.50	\$ 33,005.25
Outside Plant	Other Materials--Underground	CT FIBER	\$ 0.40	foot	94,034.50	\$ 37,613.80
Outside Plant	Aerial Construction Labor	16" EHS Strand (5,000' rolls)	\$ 1,150.00	roll		
Outside Plant	Underground Construction Labor	" W x 36" L x 24" D Vault	\$ 390.00	vault		
Outside Plant	Customer Premise Installation Labor	Install MST	\$ 200.00	installing		
Outside Plant	Customer Premise Installation Materials	Underground Construction (Trench 30" with Conduit and Fiber)	\$ 15.00	foot		
Drop and Customer Premise Equipment	Customer Premise Installation	Contract Install - Residential	\$ 280.00	drop		
Drop and Customer Premise Equipment	Customer Premise Equipment	Drop cable	\$ 115.00	drop		
Drop and Customer Premise Equipment	Customer Premise Equipment	000-00951 - 803G, 1 GE, 1 POTS -AM Type A P	\$ 90.00	subscriber		
Network and Access Equipment	Equipment shelter, site prep	Site work, fence, power	\$ 30,000.00	site		
Network and Access Equipment	Headend/Central Office/Remote	GPON Ports	\$ 400.00	Port		
Professional Services	Project and Construction Management	Construction Project Management	\$ 1,900.00	mile		
Outside Plant	Aerial Construction Labor	Aerial Plant Installation	\$ 7,500.00	mile		

PROJECT BUDGET COST SUMMARY -- ELIGIBLE COSTS

Cost Category	Subcategory	TOTAL
Professional Services	Engineering	\$ 380,000
Professional Services	Permitting, Easements and Encroachment Acquisition	\$ 24,894
Professional Services	Project and Construction Management	\$ 180,504
Outside Plant	Pole Placement and Pole Make-Ready	\$ 760,000
Outside Plant	Fiber Optic and Coaxial Cable	\$ 70,437
Outside Plant	Other Materials--Aerial	\$ 133,476
Outside Plant	Other Materials--Underground	\$ 189,150
Outside Plant	Aerial Construction Labor	\$ 950,700
Outside Plant	Underground Construction Labor	\$ 26,895
Drop and Customer Premise Equipment	Customer Premise Installation Labor	\$ 703,281
Drop and Customer Premise Equipment	Customer Premise Installation Materials	\$ 308,774
Drop and Customer Premise Equipment	Customer Premise Equipment (CPE)	\$ 158,400
Network and Access Equipment	Headend/Central Office/Remote Cabinet Equipment and Installation	\$ 42,400
Network and Access Equipment	Subscriber Management Equipment	\$ -
Network and Access Equipment	Equipment shelter, site preparation, and site restoration costs	\$ 30,000
Network and Access Equipment	Land	\$ -
Wireless	Towers and Tower Improvement/Installation Costs	\$ -
Wireless	Backhaul Ration (Including middle-mile) and Powering Equipment	\$ -
Wireless	Access Ration and Powering Equipment	\$ -
Other Eligible Costs	Other Eligible Costs	\$ -
Salvage	Salvage	\$ 3,957,289
Long-Term Leases	Long-Term Leases	\$ -
TOTAL		\$ 3,957,289

Data shown does not represent an actual project or recommended responses.



The Capital Budget Detail tab is where you'll enter information about project costs, and the Capital Cost Summary will roll up the detailed information. Different applicants will break down project costs in different ways. The Item column can be used to give additional detail for flexibility in entering information.

Capital Cost Timing

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Estimated Quarter for Completion of Grant-Funded Project: 4

Estimated Timing of Capital Costs (Enter as Dollar Amount)

Cost Category	TOTAL	Year Quarter	Periods Prior to Project Operations	Year					
				1	1	1	1	2	2
				1	2	3	4	5	6
Professional Services	\$ 585,394		\$ 425,394	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000		
Outside Plant	\$ 2,129,039		\$ 1,141,753	\$ 325,000	\$ 325,000	\$ 179,161	\$ 158,125		
Drop and Customer Premise Equipment	\$ 1,170,456		\$ 170,456	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000		
Network and Access Equipment	\$ 72,400		\$ 72,400						
Wireless	\$ -		\$ -						
Other Eligible Costs	\$ -		\$ -						
Subtotal	\$ 3,957,289		\$ 1,810,003	\$ 615,000	\$ 615,000	\$ 469,161	\$ 448,125	\$ -	\$ -
Long-Term Leases	\$ -		\$ -						
TOTAL	\$ 3,957,289		\$ 1,810,003	\$ 615,000	\$ 615,000	\$ 469,161	\$ 448,125	\$ -	\$ -

Cost Category	TOTAL	Year Quarter	Periods Prior to Project Operations	Year					
				1	2	3	4	5	6
Professional Services	\$ -								
Outside Plant	\$ -								
Drop and Customer Premise Equipment	\$ 919,249							\$ 37,200	\$ 46,500
Network and Access Equipment	\$ -								
Wireless	\$ -								
Other Eligible Costs	\$ -								
Total	\$ 919,249		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37,200	\$ 46,500
Long-Term Leases	\$ 701,760		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL	\$ 1,621,009		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37,200	\$ 46,500

Data shown does not represent an actual project or recommended responses.



This is the first sheet in the workbook that is only required for projects exceeding the “10% threshold.” It will be greyed out if not required. This sheet allows applicants to detail the timing of the eligible costs in their capital budget for the pro forma cash flow, and detail other capital costs that are not part of the grant project but nevertheless part of the project’s expected cash flow over time.

The “periods prior to project operations” refers to the entire period before the project activates its first customers, which may or may not be before the project construction is complete.

Financial Commitment

FINANCIAL COMMITMENT (ELIGIBLE)

Total Project Funds: \$	3,957,289
Total Financial Commitment: \$	2,240,000
Total Requested Grant Funds: \$	1,717,289
Secured Sources: \$	2,240,000
Contingent Sources: \$	-
Provider Sources: \$	900,000
Secured Provider Sources: \$	900,000
Community Sources: \$	1,240,000

Amount of Funding (\$)	Source of Funding	Secured or Contingent	Source of Funding Applied to Eligible or Ineligible Costs	Source Details	Municipality or County (Community Sources Only)
\$ 1,717,289	Grant Funds Requested from the Program				
\$ 1,240,000	Cash from community	Secured	Eligible	CLFRF funds pledged by Town of Castle Rock	CASTLE ROCK
\$ 700,000	Cash from provider	Secured	Eligible		
\$ 200,000	Debt of provider	Secured	Eligible	20-year bond	
\$ 100,000	Previously awarded grant	Secured	Eligible	NBRC Grant	
\$ 60,000	Other (must describe)	Contingent	Ineligible	Community prescription campaign	

Municipality or County (Community Sources Only)	Available Prior to Project Operations	Timing of Funds Availability (Enter As % of Line Total Amount)							
		Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8
CASTLE ROCK	100%							50%	50%
	0%								
	100%								
	50%	50%							
	100%								

Data shown does not represent an actual project or recommended responses.



This sheet is where all applicants detail the expected sources of funds, including how much grant funding you are requesting from the program. Sources of funding for eligible costs should equal the total of your project capital budget. You only need to include funding sources for ineligible costs if your project is over the “10% threshold” and you have ineligible costs that must be covered. Similarly, part of the table that extends to the right, the Timing of Funds availability, only needs to be completed if over the 10% threshold and otherwise will be greyed out.

Operating Costs

The screenshot displays two tabs from a spreadsheet application. The left tab, titled 'CONNECTMAINE OPERATING COST DETAIL', lists various cost categories and their quarterly amounts (Q1-Q4). The right tab, titled 'CONNECTMAINE OPERATING COST SUMMARY', provides a consolidated view of these costs by quarter. Both tabs have their titles circled in red, and a blue arrow points from the 'Operating Cost Detail' tab to the 'Operating Cost Summary' tab.

Item	Cost Category	Q1	Q2	Q3	Q4	Q5	Q6
Aerial OSP Maintenance & Repair	Aerial Plant Maintenance and Repair Costs	\$ 5,069	\$ 5,069	\$ 5,069	\$ 5,069	\$ 5,069	\$ 5,069
Underground OSP Maintenance & Repair	Underground Plant Maintenance and Repair Costs	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Technical Network Employees	Salaries and Benefits	\$ 21,450	\$ 21,450	\$ 21,450	\$ 21,450	\$ 21,450	\$ 21,450
Field Employees	Salaries and Benefits	\$ 24,570	\$ 24,570	\$ 24,570	\$ 24,570	\$ 24,570	\$ 24,570
Employee Tools	Other Employee Costs	\$ 113	\$ 113	\$ 113	\$ 113	\$ 113	\$ 113
Pole Attachments	Pole and Conduit Licenses	\$ 17,949	\$ 17,949	\$ 17,949	\$ 17,949	\$ 17,949	\$ 17,949
Leased Transport	Internet Bandwidth and Leased Transport Costs	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500
Customer Support Contracts	Customer Service and Support	\$ 3,800	\$ 4,988	\$ 5,700	\$ 5,700	\$ 5,700	\$ 5,700
3rd-party OTT service vendors	Other Costs of Services Sold	\$ 1,600	\$ 2,100	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400
Employee Compensation	Salaries and Benefits	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Sales Commissions	Costs to Acquire and Add New Customers	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Employee Benefits	Salaries and Benefits	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Pension Plan Contributions	Salaries and Benefits	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Insurance	General & Administrative Costs	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
Legal Fees	General & Administrative Costs	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500
Office Supplies	General & Administrative Costs	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200
Payment in Lieu of Taxes	Other Non-Income-Based Taxes	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Rent	Other Costs	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
Repair & Maintenance costs	General & Administrative Costs	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
Utility Costs	General & Administrative Costs	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
Advertising Costs	Costs to Acquire and Add New Customers	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000

Cost Category	Q1	Q2	Q3	Q4
Aerial Plant Maintenance and Repair Costs	\$ 5,069	\$ 5,069	\$ 5,069	\$ 5,069
Underground Plant Maintenance and Repair Costs	\$ 100	\$ 100	\$ 100	\$ 100
Pole and Conduit Licenses	\$ 17,949	\$ 17,949	\$ 17,949	\$ 17,949
Internet Bandwidth and Leased Transport Costs	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500
Operating Systems and Support	\$ -	\$ -	\$ -	\$ -
Fiber Lease Costs	\$ -	\$ -	\$ -	\$ -
Wireless Tower and Base Station Equipment Costs	\$ -	\$ -	\$ -	\$ -
Credit Card Fees	\$ 1,134	\$ 1,481	\$ 1,664	\$ 1,664
Other Costs of Services Sold	\$ 1,600	\$ 2,100	\$ 2,400	\$ 2,400
Vehicle Costs	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
Franchise and Other Revenue-Based Taxes	\$ -	\$ -	\$ -	\$ -
Other Non-Income-Based Taxes	\$ 2,450	\$ 2,450	\$ 2,450	\$ 2,450
General & Administrative Costs	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000
Other Costs	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000
TOTAL	\$ 144,224	\$ 146,760	\$ 147,464	\$ 148,172

Data shown does not represent an actual project or recommended responses.

CONNECTMAINE

The operating cost detail tab is required only for applicants over the 10% threshold, and it is an input into the pro forma cash flow. It will be greyed out if not required.

Project Cash Flow

Year	1	2	3
Revenue Drivers			
Enterprise potential subscriber locations	16	17	18
Residential potential subscriber locations	1,800	1,900	2,000
Commercial potential subscriber locations	95	100	105
Total potential subscriber locations	1,911	2,017	2,123
New potential subscriber locations			
New Enterprise potential subscriber locations	16	1	1
New Residential potential subscriber locations	1,800	100	100
New Commercial potential subscriber locations	95	5	5
Total New potential subscriber locations	1,911	106	106
Enterprise Take Rate	0%	0%	0%
Residential Take Rate	8%	11%	12%
Commercial Take Rate	11%	10%	10%
Total Enterprise Subscribers	150	200	230
Total Residential Subscribers	10	10	10
Total Commercial Subscribers	160	210	240
Enterprise Average Revenue Per Subscriber (per Quarter)	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00
Residential Average Revenue Per Subscriber (per Quarter)	\$ 225.00	\$ 225.00	\$ 225.00
Commercial Average Revenue Per Subscriber (per Quarter)	\$ 370.00	\$ 370.00	\$ 370.00
Enterprise Average Revenue Per Subscriber (per Month)	\$ 700.00	\$ 700.00	\$ 700.00
Residential Average Revenue Per Subscriber (per Month)	\$ 75.00	\$ 75.00	\$ 75.00
Commercial Average Revenue Per Subscriber (per Month)	\$ 123.33	\$ 123.33	\$ 123.33
Enterprise Revenue	\$ -	\$ -	\$ 2.1
Residential Revenue	\$ 33,750	\$ 45,000	\$ 51,750
Commercial Revenue	\$ 3,700	\$ 3,700	\$ 3,700
Other Revenue, Please Briefly Describe-----> Dark Fiber Leases	\$ 5,000	\$ 5,000	\$ 5,000
Total Revenue	\$ 42,450	\$ 53,700	\$ 60,450

Data shown does not represent an actual project or recommended responses.



The pro forma tab is required only for applicants over the 10% threshold. It will be greyed out if not required. This tab pulls much of its information from responses elsewhere in the workbook, but some information related to revenue and to various payments should be entered here if required.

Project Cash Flow

	A	B	C	D	E	F	G	H	I	J	K	L	M
41	Operating Expenses				(\$144,224)	(\$146,249)	(\$147,464)	(\$148,757)	(\$150,177)	(\$152,402)	(\$154,461)	(\$156,486)	(\$158,484)
42													
43	Net Operating Income				\$ (101,774)	\$ (92,549)	\$ (87,014)	\$ (79,087)	\$ (71,207)	\$ (62,482)	\$ (51,191)	\$ (38,966)	\$ (25,966)
44	Net Operating Income Margin				-231.73%	-172.34%	-143.94%	-113.52%	-91.13%	-69.49%	-45.57%	-36.64%	-24.47%
45													
46	Interest Expense				\$ (2,500)	\$ (2,482)	\$ (2,463)	\$ (2,444)	\$ (2,425)	\$ (2,406)	\$ (2,386)	\$ (2,367)	\$ (2,347)
47													
48	Income Taxes												
49													
50													
51	Program Grant Funds Requested	43-42% of Eligible Project Costs	\$	785,462	\$ 266,883	\$ 266,883	\$ 203,595	\$ 194,467	\$ -	\$ -	\$ -	\$ -	\$ -
52													
53	Previously Awarded Grant Funds		\$	50,000	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
54	Operating Subsidy, Please Briefly Describe-->	Local initial operating subsidy	\$	50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
55													
56	Net Income		\$	815,462	\$ 262,409	\$ 171,852	\$ 114,119	\$ 112,935	\$ (74,112)	\$ (64,888)	\$ (53,577)	\$ (44,311)	\$ (35,500)
57													
58	Capital Expenditures		\$	(1,810,000)	\$ (615,000)	\$ (615,000)	\$ (469,161)	\$ (448,125)	\$ (117,200)	\$ (66,500)	\$ (47,400)	\$ (66,500)	\$ (66,500)
59	Cumulative Capital		\$	(1,810,000)	\$ (2,425,000)	\$ (3,040,000)	\$ (3,509,161)	\$ (3,957,286)	\$ (4,394,486)	\$ (4,800,986)	\$ (5,178,386)	\$ (5,524,886)	\$ (5,841,386)
60													
61	Unlevered Free Cash Flow		\$	(974,542)	\$ (352,391)	\$ (443,148)	\$ (355,042)	\$ (315,190)	\$ (113,312)	\$ (111,388)	\$ (101,007)	\$ (90,811)	\$ (80,615)
62	Cumulative FCFF		\$	(974,542)	\$ (1,326,933)	\$ (1,770,081)	\$ (2,125,123)	\$ (2,440,313)	\$ (2,713,644)	\$ (2,945,032)	\$ (3,136,039)	\$ (3,286,850)	\$ (3,497,465)
63	Capital Lease Payments		\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
64													
65	Issuance of Debt		\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
66													
67	Repayment of Debt		\$	(1,469)	\$ (1,488)	\$ (1,506)	\$ (1,521)	\$ (1,544)	\$ (1,563)	\$ (1,583)	\$ (1,603)	\$ (1,623)	\$ (1,643)
68													
69	Levered Free Cash Flows		\$	(974,542)	\$ (353,869)	\$ (444,654)	\$ (356,548)	\$ (316,715)	\$ (114,816)	\$ (112,891)	\$ (102,590)	\$ (92,438)	\$ (82,272)
70													
71	Other Capital Sources		\$	1,300,000	\$ 200,000	\$ 500,000	\$ 300,000	\$ 300,000	\$ 200,000	\$ 200,000	\$ 550,000	\$ 450,000	\$ 450,000
72													
73	Cash from Community		\$	1,240,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
74	Cash from Provider		\$	-	\$ 200,000	\$ 500,000	\$ 300,000	\$ 300,000	\$ 200,000	\$ 200,000	\$ 550,000	\$ 450,000	\$ 450,000
75	Other Funds, Please Briefly Describe----->	1820 Networks equity	\$	60,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
76													
77	Net Cash		\$	325,458	\$ 171,599	\$ 226,963	\$ 170,415	\$ 133,700	\$ 220,824	\$ 307,873	\$ 755,281	\$ 1,112,848	\$ 985,000
78													
79													
80													
81													
82													
83													
84													

Data shown does not represent an actual project or recommended responses.



This is another tab that will be for large projects only. It pulls some information from elsewhere in the Data Form.

Cash Flow Summary

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Summary Cash Flow (\$)												
Year	Period Prior to											
	1	2	3	4	5	6	7	8	9	10	11	12
Average Subscribers	221	388	597	803	947	1,057	1,105	1,112	1,112	1,112	1,112	1,112
Revenue	\$ 226	\$ 386	\$ 594	\$ 833	\$ 997	\$ 1,096	\$ 1,139	\$ 1,146	\$ 1,146	\$ 1,146	\$ 1,146	\$ 1,146
Operating Expenses	\$ (587)	\$ (614)	\$ (648)	\$ (682)	\$ (703)	\$ (723)	\$ (750)	\$ (772)	\$ (772)	\$ (772)	\$ (772)	\$ (772)
Net Operating Income	\$ (360)	\$ (227)	\$ (54)	\$ 152	\$ 292	\$ 373	\$ 408	\$ 414	\$ 414	\$ 414	\$ 414	\$ 414
Net Operating Income Margin	-159%	-59%	-9%	18%	29%	34%	36%	36%	36%	36%	36%	36%
Interest Expense	\$ (10)	\$ (10)	\$ (9)	\$ (9)	\$ (9)	\$ (8)	\$ (8)	\$ (7)	\$ (7)	\$ (7)	\$ (7)	\$ (6)
Taxes	\$ -	\$ -	\$ -	\$ (1)	\$ (1)	\$ (1)	\$ (1)	\$ (1)	\$ (1)	\$ (1)	\$ (1)	\$ (1)
Capital and Operating Subsidies	\$ 835	\$ 1,032	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Income (Inc. Operating Subsidy)	\$ 835	\$ 662	\$ (237)	\$ (63)	\$ 142	\$ 283	\$ 364	\$ 400	\$ 406	\$ 406	\$ 406	\$ 404
Capital Expenditures	\$ (1,820)	\$ (2,147)	\$ (178)	\$ (293)	\$ (259)	\$ (203)	\$ (172)	\$ (129)	\$ (129)	\$ (129)	\$ (129)	\$ (129)
Unlevered FCF	\$ (975)	\$ (1,486)	\$ (415)	\$ (157)	\$ (117)	\$ 80	\$ 192	\$ 271	\$ 276	\$ 277	\$ 277	\$ 275
Cumulative FCF	\$ (975)	\$ (2,460)	\$ (2,875)	\$ (3,211)	\$ (3,348)	\$ (3,269)	\$ (3,077)	\$ (2,806)	\$ (2,529)	\$ (2,253)	\$ (1,977)	\$ (1,977)
Capital Lease Payments	\$ -	\$ -	\$ -	\$ (88)	\$ (88)	\$ (88)	\$ (88)	\$ (88)	\$ (88)	\$ (88)	\$ (88)	\$ (88)
Issuance (Repayment) of Debt	\$ -	\$ (6)	\$ (6)	\$ (7)	\$ (7)	\$ (7)	\$ (8)	\$ (8)	\$ (8)	\$ (8)	\$ (8)	\$ (7)
Levered FCF	\$ (975)	\$ (1,492)	\$ (421)	\$ (451)	\$ (211)	\$ (15)	\$ 97	\$ 175	\$ 180	\$ 180	\$ 116	\$ 116
Capital Sources	\$ 1,300	\$ 1,300	\$ 1,400	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Cash	\$ 325	\$ 134	\$ 1,113	\$ 662	\$ 451	\$ 415	\$ 532	\$ 707	\$ 887	\$ 1,167	\$ 1,684	\$ 1,684
Take Rate Data												
Year End Enterprise potential subscriber locations	19	19	19	19	19	19	19	19	19	19	19	19
Year End Residential potential subscriber locations	2,100	2,407	2,407	2,407	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Year End Commercial potential subscriber locations	110	110	110	110	110	110	110	110	110	110	110	110
Enterprise Take Rate	5.3%	10.5%	21.1%	42.1%	63.2%	63.2%	63.2%	63.2%	63.2%	63.2%	63.2%	63.2%
Residential Take Rate	12.4%	18.7%	27.0%	33.2%	36.8%	40.4%	41.6%	41.6%	41.6%	41.6%	41.6%	41.6%
Commercial Take Rate	10.0%	10.0%	27.3%	54.5%	54.5%	54.5%	54.5%	54.5%	54.5%	54.5%	54.5%	54.5%
Year End Enterprise Subscribers	1	2	4	8	12	12	12	12	12	12	12	12
Year End Residential Subscribers	260	450	650	800	920	1,010	1,040	1,040	1,040	1,040	1,040	1,040
Year End Commercial Subscribers	11	11	30	60	60	60	60	60	60	60	60	60
Total Subscribers	272	463	684	868	992	1,082	1,112	1,112	1,112	1,112	1,112	1,112
Blended Take Rate	12.2%	18.8%	27.0%	34.2%	37.7%	41.2%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%

Data shown does not represent an actual project or recommended responses.



This tab rolls up the quarter-by-quarter pro forma into a year-by-year overview. No data entry is required here.

Summary Output

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Key Project Metrics		Metric	Weight
5	Total Grant Request Amount:	\$ 1,717,289	
6	Total Eligible Costs:	\$ 3,957,289	
7	Unserviced and Underserved Potential Subscriber Locations in Project Areas:	2,619	
8	% of Locations in Project Areas Lacking Access to 25/3 Mbps Service:	3.80%	
9	% of Locations in Project Areas to Receive Access to 1 Gbps Symmetrical Service:	100.00%	
10	Unweighted Cost-Benefit:	\$ 455.70	
11	Total Eligible Costs per Potential Subscriber Location in Project Areas:	\$ 1,505.25	
12			
13	Total New Miles of New Plant in Project:	95	
14	Total Potential Subscriber Locations in Project Areas:	2,629	
15	Density of Project Area:	27.67	0%
16	Total Cost Per Mile of New Plant:	\$ 41,656	
17			
18	Total Financial Sources Other Than Requested Grant:	\$ 2,240,000	
19	Amount from Secured Sources	\$ 2,240,000	
20	Amount from Contingent Sources	\$ 0	
21	Secured Provider Financial Sources	\$ 900,000	
22	Community Financial Commitment	\$ 1,240,000	
23	Applicant Financial Commitment Per Potential Subscriber Location in Project Areas:	\$ 852.03	
24	% of Eligible Costs Covered by Community:	31.33%	
25	Non-Contingent Provider Financial Commitment Per Potential Subscriber Location in Project Areas:	\$ 342.34	
26	Community Financial Commitment:		40%
27	ISP Financial Commitment:		4%
28			
29	Lowest Retail Non-Promotional Price of a Residential Offering with at Least 100 Mbps Upload:	\$ 59.00	1%
30			
31	Project's ISP Participates in Affordability Programs:	TRUE	20%
32			
33	Priority Group 2 - At least 80% of Project to Receive Gigabit Symmetrical Service		
34	Weighted Cost-Benefit:	\$ 299.13	

All weights are preliminary and subject to Program review.

Weighting Community Financial Commitment - Not Applicable	
Is the Applicant a Local Government or Any Instrumentality, District or Corporation Wholly or Partially Owned by a Unit of Local Government That Will Retain Ownership of a Majority of the Assets Funded for the Project?	FALSE
Is the Applicant a Local Government or Any Instrumentality, District or Corporation Wholly or Partially Owned by a Unit of Local Government That Will Retain Ownership of a Majority of the Assets Funded for the Project?	FALSE
Community Financial Commitment - Weighted	0%
ISP Weight	4%
Community Financial Commitment - Weighted	0%
ISP Weight	4%
Community Financial Commitment - Weighted	0%
ISP Weight	4%
Community Financial Commitment - Weighted	0%
ISP Weight	4%
Community Financial Commitment - Weighted	0%
ISP Weight	4%

Data shown does not represent an actual project or recommended responses.

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The Summary Output tab presents various preliminary outputs used to determine project eligibility, preference grouping and weighted cost-benefit. No data entry is required here. Instead, this is where you can get feedback from the workbook that you can use to make your application more competitive. These are only preliminary weights; the applications will be reviewed in whole and adjustments are likely. Note, the smaller table appearing on the tab at right is a calculation table for cases where a community applicant is eligible to have their community financial contribution allocated between the ISP and Community Financial Commitment. Otherwise, these weights are calculated in a standard manner and the table to the right is greyed out as shown.

Application Narrative

Complete and Upload Word Template

Applicant Eligibility Info

- Legal applicant name
- Which entit(ies) will build, own, and operate network
- Operator's technical, managerial, and financial capacity

Proposed Network

- Proposed network technology that can support proposed services
- How the technology is upgradeable
- How proposed costs are reasonable considering difficulty of the proposed project

Network Technical Details

- Technical standards to be used in the proposed network
- How existing infrastructure is being leveraged or interconnected
- If wireless is part of proposal, key assumptions

Active Community

- Support and engagement from the community
- Participation in planning programs or technical assistance

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The application narrative is where the applicant can explain elements of the application in narrative form. This includes details that help demonstrate technical and financial capacity, and that the network is sufficient for current and future needs, and details that explain any difficulties that affect the cost of the project, and about the network beyond what's captured in FiberMap, and details that help demonstrate community engagement for the success of the project.

Please upload this as a Word document or a non-photo pdf. If you're unsure if your pdf creation is acceptable, default to uploading the Word file format.

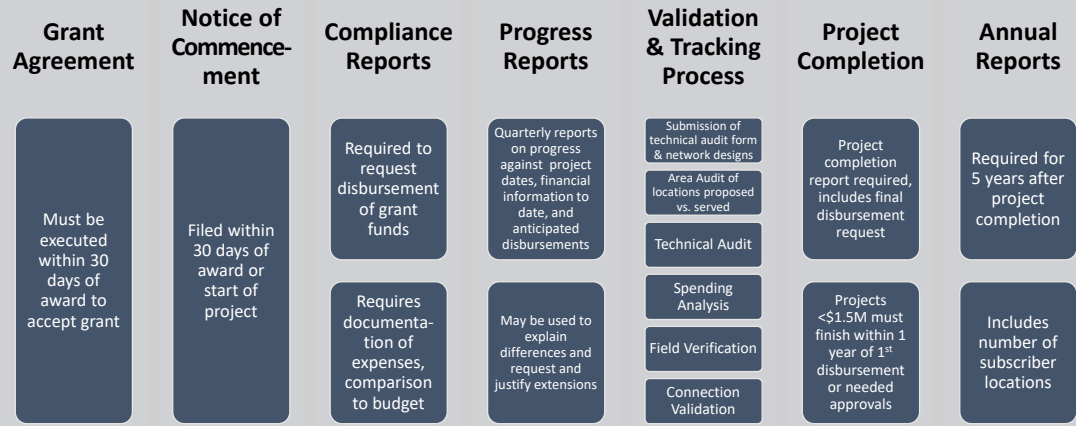
Post-Award Compliance

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Finally, the Application Guide also outlines the required compliance measures, including when an award has to be accepted and a project has to be started. These should be reviewed to ensure the applicant intends to accept a grant if awarded.

Compliance Measures

Expect to Cooperate with these Items if Awarded



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These details of the compliance measures will be discussed in more detail at the future workshop for grant recipients.

ConnectMaine is currently interested in hearing if there is any confusion with what the application guidance lists, even though the details may not be fully understood by all potential applicants yet.

Please email ConnectMaine staff these questions, so we can make space for questions focused on the application process during this workshop.

Peggy would you like to wrap up for us and kick off Q&A?

Questions?

ConnectMaine Staff

Connect.ME@maine.gov, 207.624.9849

www.maine.gov/connectme/

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Common questions are being answered on the website:
<https://www.maine.gov/connectme/grants/engagement>