

**Arrowsic–Georgetown Broadband Initiative**

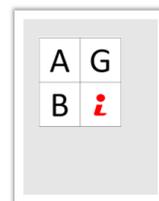
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# Pre–certification Response for the ConnectME Planning Grant

Version 2.0  
April 14, 2016

Presented by:

Mark Aukeman  
Arrowsic–Georgetown Broadband Initiative



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## 1. Create a Community Broadband Team

*Provide list of members, including name and title:*

- *Must include at least one representative from municipal government for each community seeking certification*
- *If it is known that a non-profit or economic development entity will ultimately be seeking a grant using this precertification, should include one member of that non-profit*
- *Members could include residents and representatives with experience in healthcare, business, and education.*

*Must designate single point person for communications with ConnectME for certification process, provide email address to ConnectME*

In September of 2015, citizens of Arrowsic and Georgetown formed a community action organization to investigate broadband internet needs and solution options. The Arrowsic–Georgetown Broadband Initiative (“AGBI”) is organized with a core planning team and working teams, as follows:

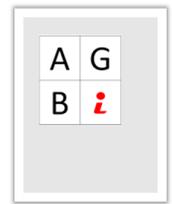
AGBI Lead: Mark Aukeman, Arrowsic (primary point of contact)  
202-360-7021 mark.aukeman@ag-broadbanders.org

Planning Team: Mark Aukeman, Arrowsic  
Sukey Heard, Arrowsic (member of town Select Board)  
Kate MacKay, Georgetown (member of town Select Board)  
David Tudor, Georgetown  
Jim Davis, Arrowsic,  
Carlos Barrionuevo, Georgetown  
Ken Hnottavange–Telleen, Arrowsic  
Don Kornrumpf, Arrowsic

Technology Team: Mark Aukeman, Arrowsic  
Jim Davis, Arrowsic,  
Ernie Forgione, Arrowsic  
David Tudor, Georgetown  
Bernie Goodman, Georgetown  
Ken Hnottavange–Telleen, Arrowsic  
Steven Theodore, Arrowsic  
Chris Bret, Arrowsic

Survey Team Lee Johnson, Georgetown  
Amy Smith, Arrowsic

## Arrowsic–Georgetown Broadband Initiative



### Outreach Team

Susan Patton, Georgetown  
Lisa Margonelli, Georgetown  
Susan Varney, Georgetown  
Nancy Sferra, Arrowsic  
Peggy Kapisovsky, Georgetown  
Maureen Stanton, Georgetown  
Andrea Galuza, Arrowsic  
Lucy Hull, Arrowsic  
Rich Start, Georgetown



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## 2. Hold at least one Community Broadband Meeting

- *Send emails to broadband providers currently serving your community and invite them to the community meeting.*
- *Share results of ConnectME Mapping for this community.*
- *Questions for attendees:*
  - *Which providers are currently serving your community?*
  - *Which providers attended your meeting?*
  - *How do the mapping results compare with members' actual experiences?*
  - *Does existing broadband access meet your needs?*
  - *If it is inadequate in what ways does it fall short?*
  - *If you have broadband, how do you use it now?*
- *Provide documentation showing meeting dates, notes, agenda and number of attendees, emails to providers and responses to the questions above.*

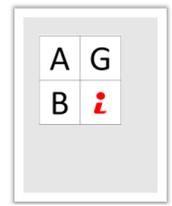
The Arrowsic–Georgetown Broadband Initiative community meetings are open to the public and are held every other month. Working teams meet two to three times per month as required in the areas of Planning, Technology, Needs Survey, and Outreach/Communications. Meeting dates and community meeting minutes included in Appendix A.

As of March 20, 2018 there have been three community meetings. Invitations are made by email to town residents and by publishing notices in the Arrowsic Arrow and Georgetown Tide newsletters. The broadband team maintains a mailing list of 180 residences compiled from survey responses, meeting signup sheets, and inbounds emails. Several other community email lists are leveraged for the general meeting invitations.

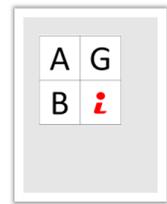
The AGBI addressed the question of identifying existing service providers, and evaluating adequacy of service in a Needs Survey that was distributed to residents in November 2015. The needs survey questions and selected summary results are presented in Appendix B. The technology team subsequently met with the incumbent provider (Fairpoint), other potential solution providers (Pioneer, RedZone, AiroComm, GWI), and public partners (MCEDD, ConnectME). We also held discussions with rural communities that have successfully upgraded broadband (ECFiber VT, Leverett MA). While a lot of knowledge of broadband options was gathered and disseminated to the community, we are at the point where a formal plan is needed to move us forward to a solution.

The community needs survey revealed broad-based frustration with the coverage, speed and reliability of our current broadband infrastructure. We received feedback on how Internet is being used today,

## Arrowsic-Georgetown Broadband Initiative



and how residents would like to use it if they had better service. The SpeedTest results from the survey show a median download speed of just under 3mbs.



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### 3. Identify Key Documents/Existing Efforts

*Does the municipality use broadband to deliver municipal services? Describe the services, and how broadband is used to deliver these services. (e.g., town office has a broadband connection it uses to submit information to state government, police department uses broadband to communicate with state or federal databases or assessor's' office make access to property records and maps available to the general public)*

- Both Arrowsic and Georgetown utilized DSL broadband connections.
- Town communications are delivered via email. Both Arrowsic and Georgetown maintain community email distribution lists compiled from survey responses, meeting signup sheets, and requests from residents.
- Arrowsic and Georgetown town committees rely on broadband communications for meeting notifications and minutes, and for document upload/download.
- Local non-profits, political parties and their officers/volunteers require internet to communicate on their activities.
- Both Towns submit and receive information and from government entities via broadband connection. It is increasingly crucial to have dependable access to conduct important town affairs.
- Both Arrowsic and Georgetown maintain externally hosted town websites are externally hosted. Georgetown maintains Facebook pages for town conservation and recreation events.
- The Georgetown Historical Society maintains a community website.
- Arrowsic publishes a town newsletter that is published on the town website.
- The A+G Broadband Group maintains a community Facebook page on broadband topics.
- Georgetown publishes property taxpayer records and maps to town website. Both Georgetown and Arrowsic publish property maps and Zoning and Subdivision codes on its Town website. The taxpayer list for Arrowsic is published every year in the annual town report (paper), but could be published on-line with more accessible and reliable broadband.

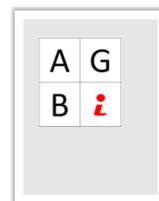
Is there local or regional economic development plans in which broadband could play a role? If so, provide a list of these documents.

- No

Does the town have a cable franchise agreement?

- No, not available to Arrowsic/Georgetown.

## Arrowsic–Georgetown Broadband Initiative



Are there any on-going community projects focusing on the digital divide or information technology (public access through schools or libraries, training, improving access to broadband, etc.)?

- Promoting and enabling reliable broadband access to all residents is a mission of Arrowsic–Georgetown Broadband Community Organization
- High-speed broadband is currently available during limited hours at three locations in Georgetown through the Maine Schools and Libraries Network: Georgetown Central School, Georgetown Historical Society Library, and Richards Library. Free WiFi is also available at the Georgetown Community Center and the Georgetown Country Store.
- With expanded broadband availability, we will further develop plans to extend public access hours and include additional locations such as the Arrowsic Town Hall, Arrowsic fire station, Georgetown Community Center, and Five Islands wharf. We will also look into providing 24/7 wireless access reaching parking areas outside these buildings, for use by visitors, workers, and emergency services.

Is there a TIFF or other economic development grant for all or part of the area to be served?

- No

Does the town have a municipal electric company? If not, what electric utilities serve the area?

- No; CMP serves Arrowsic and Georgetown



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### 4. Identify potential Community Anchor Institutions

Provide a list of potential community anchor institutions.

Community anchor institutions are entities such as schools, libraries, hospitals and other medical providers, public safety entities, institutions of higher education. Anchor institutions can also be community support organizations that facilitate greater use of broadband by vulnerable populations, including low-income, the unemployed, and the aged.

- Georgetown Central School (Georgetown)
- Georgetown Historical Society Library(Georgetown)
- Richards Library (Georgetown)
- Arrowsic and Georgetown Town Municipalities
- Georgetown Community Center
- Georgetown Volunteer Fire Department (Georgetown)
- Arrowsic Volunteer Fire Department
- Arrowsic–Georgetown Broadband Community Organization (Arrowsic and Georgetown)
- Arrowsic and Georgetown Democratic and Republican party organizations
- Sagadahoc County Sheriff's Dept.

Provide a list of commercial institutions that could benefit from lower cost, higher bandwidth, and/or improved reliability of broadband.

- Robinhood Marina (Georgetown)
- Woodex Manufacturing (Georgetown)
- Georgetown Pottery (Georgetown)
- Robinhood Free Meetinghouse (Georgetown)
- Gotts Cove Property Management (Georgetown)
- Andrea Galuza Realtor.com (Arrowsic)
- Sheepscot Bay Boat Company (Georgetown)
- Five Islands Lobster Company (Georgetown)
- Georgetown Country Store (Georgetown)
- Arrowsic Pottery (Arrowsic)
- Home office businesses
- Reid State Park (Georgetown)
- Lobster/fishery small business entities



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## 5. Create a Vision Statement

A Vision Statement is created by Community Broadband Team with input from public at the Community Broadband Meeting, with the goal to take a first step toward being able to set a direction for the community's future broadband efforts.

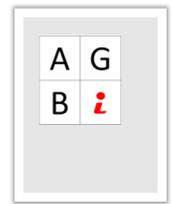
- A vision statement was derived from public feedback and survey results by the Arrowsic–Georgetown Broadband planning team. The vision statement below will be presented to the community for discussion and approval at our next AGBI update meeting on April 20, 2016.

The statement should describe the role broadband would play in this community's future, using input from the other steps in the precertification process. Identify specific priority areas (e.g., connecting community anchor institutions, ensuring older citizens can age in place, closing the "homework gap", providing affordable high speed connections to a business park).

- See Vision Statement at end of this section.

Explain how this effort conforms to other planning documents/published visioning efforts on other issues in your community.

- Both communities have outdated comprehensive plans that do not address internet service or broadband. The Georgetown plan was created in 1994. The Arrowsic plan was created in 1989.



### Arrowsic–Georgetown Broadband Vision Statement

The Arrowsic–Georgetown Broadband Group’s goal is to promote and facilitate improved broadband services for all citizens and businesses in our connected island communities. Based on community feedback, upgrading our broadband infrastructure is essential for the following vision of the future.

The Arrowsic–Georgetown Broadband Initiative’s mission is to promote and facilitate improved broadband services for all citizens, businesses, and public institutions in our connected island communities. Based on community feedback, we have identified the following vision statement goals.

Foster economic growth and jobs. A large segment of the survey respondents operate home offices as remote employees, volunteers or private businesses. Many in this segment incur the additional costs (e.g., office rental, utilities, travel costs, and time) to obtain high–speed and reliable broadband access. Also, anchor businesses and the large seasonal rental market face increasing internal needs and customer demand for faster and more reliable internet.

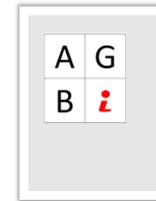
Attract and retain full–time and seasonal residents – According to local real–estate professionals, high–speed broadband has become a critical decision factor to many in home values and sales in Arrowsic and Georgetown. Many potential new residents continue to work remotely and chose not to live where there is substandard connectivity. This issue carries over to the seasonal market. Feedback from seasonal residents and property managers cites... lack of reliable high–speed broadband as a limiting factor. These trends adversely impact economic activity and tax base valuation.

Support the ongoing business of municipal government. Broadband speed and reliability has become increasingly important to town governments activities. Much of what we receive is electronically transmitted via the internet. Town committees rely on internet for communication with members and residents.

Enable internet services of the future – Growing momentum for telehealth services, on–line education activities, home monitoring services, and other future internet services will be severely limited without a community–wide broadband upgrade.

Reduce overall communication costs for residents by consolidating phone, TV, and home entertainment delivery via broadband.

Sustain broadband access, reliability and performance over time. Over the near term, critical services will continue to move toward digital delivery models. Broadband coverage in Arrowsic and Georgetown is inconsistent, and overall performance has declined with new and more bandwidth–demanding services. We need an infrastructure that can adapt to future usage trends.



## Appendix A – AGBI Meetings

Meeting Type	Date	Location	Topic	No. of Attendees	Town Officials Represented	Providers Represented
Community Broadband Meeting	9/17/2015	Arrowsic Town Hall	Broadband Initiative Kickoff	31	Sukey Heard - Arrowsic Selectperson	
Fairport Provider Meeting	10/5/2015	Briggs Advertising - Bath	Provider solution options	8	Sukey Heard - Arrowsic Selectperson	Fairport: Jeff Nevins, French Scott
MCEDD Meeting with Bill Najpauer	10/20/2015	Georgetown Community Center	Broadband planning best practices and pitfalls to avoid	6		
RedZone Provider Meeting	11/13/2015	Arrowsic Town Hall	Provider solution options	6		RedZone: Cameron Kilton
Community Broadband Meeting	11/19/2015	Georgetown Historical Society		20		Pioneer: Don Flewellen
Provider Solution Options	11/23/2016	Phone Call	Background for solution options	2		Airocomm: Mike Griggs
Pioneer Provider Meeting	12/9/2016	Arrowsic Town Hall	Provider solution options	9	Sukey Heard - Arrowsic Selectperson	Pioneer: Tim McAfee, Don Flewellen
Airocomm Provider Meeting	12/16/2015	Arrowsic Town Hall	Provider solution options	6		Airocomm: Mike Griggs
Technology Team Meeting	1/13/2016	Birch Island Lane	Provider Evaluation - Round 1	6		
Technology Team Meeting	2/3/2016	Birch Island Lane	Provider Evaluation - Round 2	4		
Technology Team Meeting	2/5/2016	Conference Call	Pioneer Q&A Flollowuup	6		Pioneer: Don Flewellen
GWI Provider Meeting	1/25/2016	Arrowsic Town Hall	Provider solution options	8		GWI: Fletcher Kittredge, Tom Kinney
Community Broadband Meeting	2/17/2016	Arrowsic Town Hall	Technology options	40	Kate MacKay - Georgetown Selectperson	
Planning Team Meeting	3/18/2016	Conference Call	ConnectME Planning Grant	7		
Planning Team Meeting	3/30/2016	Conference Call	ConnectME Planning Grant	7	Kate MacKay - Georgetown Selectperson	
Planning Team Meeting	4/6/2016	Conference Call	ConnectME Planning Grant	7	Kate MacKay - Georgetown Selectperson	

# Arrowsic–Georgetown Broadband Initiative



## AGBI Kickoff Meeting – September 17, 2015 (attached)



Adobe Acrobat  
Document

## AGBI Community Update – November 19, 2015 (attached)



Adobe Acrobat  
Document

## AGBI Community Update – February 17, 2016 (attached)



Adobe Acrobat  
Document



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## Appendix B – AGBI Needs Survey and Selected Results

**Broadband Needs Survey – Questionnaire (attached)**



Adobe Acrobat  
Document

**Broadband Needs Survey – Selected Summary Results (attached)**



Adobe Acrobat  
Document

# Round One Community Planning Grant Application

**Due Date: April 15, 2016**

- 1. Date:** 4/15/2016
- 2. Submitting Community:** The towns of Arrowsic and Georgetown
- 3. Grant Amount Requested:** \$35,960

**4. Community Project Point of Contact:**

Mark Aukeman  
Arrowsic Georgetown Broadband Initiative (AGBI)  
742 Old Stage Road  
Arrowsic, ME 04530  
(202)-360-7021  
mark.aukeman@ag-broadbanders.org

**5. Party Who Prepared Application:**

The Planning Grant Application was prepared by Tilson with input from the AGBI planning committee.

Liza Hartmann Quinn | Senior Consultant  
245 Commercial Street | Portland, ME 04101  
d: +1 (207) 358-7459 | m: +1 (207) 318-9032  
[equinn@tilsontech.com](mailto:equinn@tilsontech.com) | [www.tilsontech.com](http://www.tilsontech.com)

**6. Executive Summary of the Project:**

In this project, Tilson will work with The Arrowsic Georgetown Broadband Initiative (AGBI) to continue their broadband planning work to both expand the scope of their constituency in planning and to provide in-depth solution design. The constituency will be expanded to include the schools and other community institutions, and digital inclusion will be addressed for the first time.

A significant portion of the planning work will focus on developing operational requirements based on the revised community needs and goals. These operational requirements will serve two purposes: 1) As an option for a community-owned fiber network; and 2) As the basis for future RFP's for public and private partnerships. For the reference fiber architecture, Tilson will conduct business model analysis. The work will provide cost metrics for the community, and give the AGBI of the price, adoption, service and taxpayer funding metrics required to support a high speed fiber network. AGBI will use this information as a basis to evaluate public/private partnership proposals that will be solicited in future RFPs.



## Connect ME Planning Grant Application of the Arrowsic Georgetown Broadband Initiative (AGBI)

### 1. Project Plan – 25 points

#### 1.1. Provide documentation of project management plan.

In September 2015, the towns of Arrowsic and Georgetown created a joint broadband initiative (the Arrowsic Georgetown Broadband Initiative, “AGBI”) to address the increasingly wide gap between the available broadband speeds and the speeds required to participate fully in today’s information economy. The two communities chose to partner for several reasons – both towns are small, and could attract more resources by working together; they are adjacent island towns connected by the same road (Route 127) to the mainland; the two communities have a common history and close social relationship, and both towns have the same current broadband service attributes (FairPoint DSL with uneven coverage and speeds below 10 Mbps up or down). As such, the AGBI, with official support from the respective towns of Arrowsic and Georgetown, is the official applicant for this grant. The AGBI will be assisted in performing the planning work under this grant by Tilson Technology Management, LLC of Portland, ME (“Tilson”).

The AGBI, Tilson and Tilson’s sub-contractor Axiom Technologies (“Axiom”), have carefully reviewed the structure of the planning grants, and have collaborated on a project plan that leverages each group’s strengths while offering the communities of Arrowsic and Georgetown an actionable plan that will enable them to move forward quickly and efficiently.

The project plan includes seven major categories of information, outlined below:

Broadband Needs and Goals: The AGBI has done a significant amount of ground work in this area that includes surveying residents on the adequacy of their broadband and engaging the public on a broadband vision statement that includes broadband-related goals. Tilson will work with the AGBI to review the results of past public input, expand the needs to create community collaboration opportunities, and develop a list of operational requirements.<sup>1</sup>

The proposed methodology for this category is for Tilson to review the AGBI’s existing work, including the survey results and broadband vision statement; to hold a kick-off meeting between Tilson, Axiom and the AGBI; to develop a list of supporting community institutions and contacts; to hold discussions with the supporting community institutions to evaluate their needs and opportunities for collaboration; and to develop a set of operational requirements for broadband service.

Because of the importance of education to a community, and of education’s increasing reliance on broadband, AGBI will conduct primary research on K-12 education. AGBI will meet with parents,

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<sup>1</sup> Operational Requirements define the service level of the target broadband infrastructure in areas such as available speeds, reliability, coverage of the community, and expandability. The operational requirements are derived from the AGBI vision statement and community needs survey, as well as assessments conducted during this planning project.



students, and school officials to assess needs for internet resources by local students and teachers. The purpose of the assessment is to determine potential gaps in internet availability and performance. This information will be input into the overall gap analysis described in section 2C.

Tilson will assist AGBI in prioritizing operational requirements by type of user, geography, and other attributes.

The kick-off meeting will be in-person. Tilson will facilitate collaboration among the three working groups and ensure coordination between the information gathering required for Axiom’s digital literacy training and public computer access deliverables, Tilson’s community collaboration and existing service deliverables, and AGBI’s K-12 research.

Broadband Service and Asset Inventory: Tilson will conduct a survey of existing broadband service to document service gaps and to identify assets that may have potential for use in future broadband deployments. The survey will include the following components:

- Review of data collected by AGBI on existing DSL service, including speed tests and meeting with FairPoint
- AGBI data-gathering of offered speeds per location by calls into FairPoint customer service
- On-ground survey of fiber routes in Arrowsic and Georgetown
- On-ground survey of FairPoint remote terminals
- Locations of known nearby fiber networks
- Locations of registered telecommunications towers in the area
- Potential existing locations for a network hub
- Network serving the local school, libraries and CAIs
- On ground surveys will be conducted by Tilson.

The AGBI data gathering will be conducted by members of the community by making calls into customer service and asking for the speeds and price for internet access offered in their locations. AGBI will populate a spreadsheet with name, address, speed and price quote.

Other elements of the survey will be conducted via a “desktop” analysis of known databases and sources for school and library connectivity in Maine.

Digital Inclusion: Axiom Technologies will lead the AGBI’s digital inclusion effort. Axiom will participate in the three-way kick-off meeting to establish local relationships, to develop an inventory of public computer and Internet access sites, and to develop an outreach list for its Computer Skills/Digital Literacy Training work.

Most of Axiom’s Affordable Internet and Affordable Equipment work will be conducted remotely. However, the Digital Literacy Training and Public Computer Access work will require in-person community outreach.

Gap Analysis: After the Broadband Service and Asset Inventory is complete, Tilson will articulate the gaps between the community’s operating requirements and existing service. Using its industry knowledge, Tilson will develop a list of potential network designs that will close the gap. The operating



requirements, plus the list of potential network designs will serve as a basis for AGBI's future RFP process. Suggested network designs might include expanding Wi-Fi within the schools and libraries or sharing bandwidth between the Georgetown school and other town-owned buildings.

Network Solutions: This part of the project plan will include creating a baseline fiber design that serves as a reference architecture and operating model for future public/private partnership opportunities.<sup>2</sup>

For the baseline fiber design, Tilson will create a network design, capital cost estimate, operating cost estimate, and overview of potential operating structures. The network design will be conducted by a Tilson engineer using proprietary fiber planning software and GIS files of E-911 locations and public and private roads. Capital and operating cost estimates will use known equipment costs and labor rates.

Potential operating structures will be based on established public private partnership models, plus new research conducted by Tilson on the operational aspects of a multi-town broadband utility.

Overview of Local Regulations: The AGBI will meet with the planning commissions and codes officer for Arrowsic and Georgetown to assess policies, rules and ordinances governing broadband deployment activities such as:

- Communication tower rules (e.g. siting and height restrictions)
- Right-of-way limitations for communication hub or other network assets
- Cable installation on poles along town roads and bridges.
- Alternative private-public governance structures for the infrastructure financing, operations and maintenance.

Based on the assessment, recommendations will be to address restrictions or gaps in the existing regulations. Tasks and resources to address the recommendations will be documented in the deliverable.

Deliverable Preparation: Tilson will prepare the final deliverable, as described below. Tilson's lead contact will project manage the work conducted by the AGBI and Axiom to ensure a cohesive end-product.

## **1.2. Provide the timeline to complete the proposed community plan deliverable.**

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<sup>2</sup> These future partnership opportunities will not necessarily be limited to fiber technology. AGBI plans on issuing an RFP for service that meets the operating requirements, and expects responses of varying technologies. Based on past research, the AGBI expects that a fiber-based infrastructure would have to be municipally financed and/or owned through a public-private partnership structure, whereas wireless designs would not.



Project Plan Item	Month				
	1	2	3	4	5
Kick-Off Meeting	x				
Needs, Goals, Collaboration Opportunities	x	x			
Asset Inventory	x	x			
Digital Inclusion Work		x	x		
Gap Analysis				x	
Network Solutions				x	
Business Model Review			x	x	x
Local Regulations Review		x	x	x	
Final Deliverable					x
Town Council Meetings					x

**2. Plan Deliverables –20 points**

**2.1. Provide narrative addressing how the items A – F below will be addressed in the final plan delivered to the community.**

Tilson will deliver one final report to AGBI containing all the plan deliverables. The overarching goal of the plan will be to:

- Align future investment with community goals;
- Minimize the cost of deployment;
- Speed up implementation;
- Maximize future adoption;
- Support future provider RFPs; and
- Develop documentation that will increase transparency, result in a publicly supported solution, and assist in public or private financing.

The report will be an output of the project plan work, and at a minimum, contain the deliverables as defined in sections A-F below.

**A. Define local broadband needs and goals.**

Tilson final report will contain a section on broadband needs and goals. This portion of the report will combine past public input with additional input gathered by Tilson and the AGBI. This additional input includes the information gathered as part of the Value Added Collaboration Opportunities and the additional K-12 research conducted by AGBI, as discussed in the project plan, section 1.1.

Digital inclusion will be detailed in a separate section.

This section will include a list of operational requirements. The number of end users will be identified by type, e.g. business/residential, CAIs<sup>3</sup>seasonal/year round, by town, etc. Where appropriate, AGBI will

<sup>3</sup> CAIs, or Community Anchor Institutions are institutions that play an important role in the long term well-being of



prioritize operational requirements by type of user, geography, or other attributes.

**B. Inventory existing broadband infrastructure assets within the municipality, municipalities or regions.**

The final report will contain a section addressing existing service and assets. This information will be delivered with maps and supporting text outlining:

- DSL coverage statistics. If possible, these will include realized versus subscribed speeds, subscription speed availability, price plans, and planned FairPoint enhancements;
- Existing on-island and known nearby fiber routes;
- Registered area telecommunications towers;
- Potential existing locations for a network hub; and
- Network serving the local school and libraries.

**C. Include a gap analysis defining the additional broadband infrastructure necessary to meet identified needs and goals.**

The final report will contain a section addressing gaps in service between the operating requirements and existing service. This section may contain maps. It will contain a list of viable infrastructure options to close the gaps, and the pros and cons of each option. It may contain recommended infrastructure that varies by priorities expressed in section A, above.

**D. Include one or more potential network designs, cost estimates, operating models and potential business models based on input from broadband providers operating within the municipality, municipalities or region and any other parties that submit a network design solution in the course of developing the plan to address any broadband gaps identified in paragraph C.**

The final report will contain a section on network designs. The deliverables under this section include:

- A reference architecture fiber design –
  - Network map with fiber routes, drop locations, service terminals and head end depicted
  - Road mileage estimate (including private roads)
  - Household estimate (including seasonal residents)
  - Bill of materials (BOM)
  - Capital cost estimate
  - Operating cost estimate
  - Up to three operating scenarios with variations in price, adoption and subsidy

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a community. The term “Anchor” refers to the fact that they have fixed assets and are not likely to relocate. CAs include schools, libraries, healthcare providers and public safety entities. They can also include large employers and cultural institutions.



- High level recommendations for up to two network solutions addressing only high-priority areas. For example, if networking town-owned buildings is a high priority, Tilson will give a high-level estimate based on the ability to extend existing service, fiber distance, internal signal distribution, and the number of buildings.
- A review of potential operating structures including –
  - Subsidizing the initial buildout of a privately owned network
  - A two-town utility
- Tilson will deliver electronic copies of the network map (in .kmz format that is compatible with Google Earth), and of the bill of materials (in Microsoft Excel format) to the AGBI for possible use in future RFPs.

**E. Include an assessment of all municipal procedures, policies, rules and ordinances that have the effect of delaying or increasing the cost of broadband infrastructure deployment.**

- The AGBI will meeting with the planning commissions and codes officer for Arrowsic and Georgetown to assess policies, rules and ordinances governing broadband deployment activities such as:
  - Communication tower rules (e.g. siting and height restrictions)
  - Right-of-way limitations for communication hub or other network assets
  - Cable installation on poles along town roads and bridges.
  - Alternative private-public governance structures for the infrastructure financing, operations and maintenance.
- Based on the assessment, recommendations will be to address restrictions or gaps in the existing regulations.
- Tasks and resources to address the recommendations will be documented in the deliverable.

**F. Digital Inclusion**

The final report will contain a digital inclusion section. This section will be completed by Axiom, with input from Tilson and AGBI where appropriate.

1. **Affordable Internet – Cost continues to be a major barrier to broadband adoption. Applicants will need to address “ability to pay” rather than “willingness to pay.” Applicants should realize the role that persistent poverty plays in shaping people’s abilities to access and use computers and the Internet.**

**[www.pewinternet.org/2015/12/21/home-broadband-2015](http://www.pewinternet.org/2015/12/21/home-broadband-2015)**

1. **Describe how community will address providing affordable internet options.**



During the planning phase, Axiom will inventory the low-cost broadband plans offered by current broadband providers serving the community. Axiom is working with state and federal officials to implement the FCC Lifeline program, subsidized low-cost broadband, for low-income residents in Maine. [www.cnet.com/news/fcc-broadband-high-speed-internet-lifeline-subsidy](http://www.cnet.com/news/fcc-broadband-high-speed-internet-lifeline-subsidy)

**2. Affordable Equipment – Low-cost or free computers are often just as important as having access to low-cost or free Internet options, particularly for people in low-income communities. PC’s for Maine [www.pcsformaine.org](http://www.pcsformaine.org) has embraced this reality by refurbishing older computers donated by businesses in Maine and making them available to low-income people and non-profit organizations at a free to reduced cost.**

- **Describe how community will expand the availability of affordable equipment to low-income residents.**

During the planning phase, Axiom will inventory the low-cost computers/laptops offered by local and regional companies that are located within the community. Axiom will collaborate with its industry partner, PC’s for Maine [www.pcsformaine.org](http://www.pcsformaine.org) and the local companies, to set up a program for low-income residents and non-profit organizations to purchase equipment at a free to reduced cost.

**3. Digital Literacy Training – Computer Skills Training /Digital Literacy Training plays a critical role in technology and workforce development training. It is vital to addressing business development needs and skill inadequacies. The need for improved digital literacy skills heightens as companies seek to grow, increase workflow efficiencies, and compete in changing industry. Digital Literacy has shown to be a catalyst for employer engagement and is a path to additional conversations about educational and workforce skills training. <http://2010-2014.commerce.gov/news/fact-sheets/2011/05/13/fact-sheet-digital-literacy>**

- **Describe how community will teach people to use technology.**

During the planning phase, Axiom will meet with businesses, community and municipal leaders, as well as residents to discuss Computer Skills/Digital Literacy Training. They will meet with members of the business community, municipal leaders and residents to assess goals, demonstrate available technology, and assess skills.

The outcome during the planning phase is a Digital Literacy Plan and recommended schedule, as well as suggested locations that classes will be held. In rural communities, time, distance, travel is a barrier to educational attainment; holding classes that are geographically spread out throughout the designated service footprint will ensure participation.

**4. Public Computer Access – Increasing Public Access Computing allows residents to access technology in places in which they feel comfortable and supported is essential. These spaces can also complement digital literacy classes that are often offered in the same location. In Maine, most public libraries have public computer access, as well as computer labs for public use.**



[www.maine.gov/msl/libs/directories/wireless.shtml](http://www.maine.gov/msl/libs/directories/wireless.shtml)

- o **Describe how community will increase public computer access locations.**

During the planning phase, Axiom will inventory the available Public Computer Access locations throughout the community, including the number of available computers for public use. If a business or resident cannot afford equipment or an Internet subscription, and if broadband is not available at their location, Public Computer Access is essential.

Axiom will meet with Community and Municipal leaders to discuss “Community Hot Spots.” Community HotSpots are open access networks that allow citizens in a downtown or other public spaces access to the Internet. This is a simple, straightforward way to help a town or region get more connected. It is an affordable, convenient way to help visitors and residents easy, seamless connectivity.

The final deliverable will make a recommendation on HotSpot locations based on current and future bandwidth availability.

### **3. Value Added Collaborations– 20 points**

**Describe how the broadband community planning grant may generate improvements to community strength through collaborating in such areas as economic development, education, employment, governmental services, health care, public safety or other regional community oriented activities.**

The final report will contain a section separately outlining potential added collaborations. As part of the project plan, Tilson and AGBI will engage supporting community institutions in order to fully develop the community needs and goals. These institutions include school administration, public safety, health care providers, institutions of higher learning, senior programming organizations, the mid-coast economic development district, county governments, businesses and locally active non-profits. The key anchor institutions to be engaged are listed in the PreCertification document.

During the planning phase, AGBI will meet with parents, students, and school officials to assess internet needs for local students and teachers. The purpose of the assessment is to determine potential gaps in internet availability and performance. This information will be used in the overall gap analysis described in section 2C, as well as for defining future collaboration opportunities.

In this portion of the deliverable, Tilson will outline potential collaboration opportunities that include network infrastructure and cost sharing, workforce readiness training, K-12 education support, telemedicine, downtown revitalization, and emergency communication networks. AGBI will create a follow-up plan to address these opportunities.

### **4. Budget – 15 points**

**4.1. Submit budget aligned to significant Project Plan milestones, costs and tasks.**



<u>Significant Milestone Tasks</u>	<u>Cost</u>	<u>% of Total Cost</u>
Kick-Off, Goals, Collaboration, Inventory	\$9,180	26%
Digital Inclusion	\$6,000	17%
Gap Analysis, Requirements Document, Network Design	\$12,680	35%
Local Regulations Review	\$0	0%
Business Model Analysis and Review, Deliverable Prep	\$8,100	23%
Total	\$35,960	100%

The ConnectME planning grant funding will be augmented by volunteer time and expertise from AGBI members. The AGBI was formed in September, 2015 and current as 20 active members including a core team of 10. The core team includes 2 members representing the Select Boards of each municipality.

Since its formation, the AGBI membership has contributed over 600 hours in the following areas:

- Created, distributed, and analyzed a comprehensive community broadband needs survey
- Conducted bi-monthly community broadband update meetings.
- Maintain mailing list of approximately 200 residents and businesses which expressed interest in broadband and AGBI activities.
- Keep community informed of broadband topics through AGBI Facebook site.  
(<http://www.facebook.com/ag.broadbanders>)
- Held in-depth meetings with five broadband providers to explain their recommended solution approaches
- Evaluated and documenting alternative solution approaches for presentation to the community.
- Researched road mileage including private roads, and household counts for year-round and seasonal residents
- Interviewed other towns that have successfully implemented community broadband solutions.
- Participated in ConnectME, Maine Broadband Coalition and other broadband meetings.

These activities, especially the needs survey and the technology assessments, will reduce the amount of survey work required in the broadband planning project.



During the planning phase, the AGBI volunteer resources will assist Tilson and Axiom in completing the broadband plan. AGBI will take lead responsibility working with town officials to evaluate municipal polices and regulations, and gathering broadband speed information for the broadband service and asset inventory. AGBI will support Tilson in the Value-Added Collaborations section, leveraging our relationships with town institutions and businesses. AGBI volunteer hours for the planning phase activities are estimated as follows:

Local regulations review (Arrowsic and Georgetown)	20 hrs
Existing broadband speed availability analysis	20 hrs
Value-added collaboration engagement support	20 hrs
Final presentation to Select Boards	10 hrs
Administration and support	10
<b>Total</b>	<b>80 hrs</b>

This level of AGBI participation represents a matching community investment of 30% or more for the planning project

## **5. Overall Financial Feasibility – 15 points**

### **5.1. Describe the contractor’s experience relevant to proposed project.**

Tilson is a multi-service technology firm that works with nonprofits, private enterprise and governments as they seek to improve and upgrade their communications networks. Tilson’s in-house consulting team has leverages this experience to help communities throughout New England create a broadband roadmap that will help achieve their economic development goals. Over the past two years, Tilson has conducted broadband feasibility study projects for 25 municipalities, 20 of them in Maine. These feasibility projects have helped communities articulate their goals and equipped them with key information needed to gain public support for a self-directed solution.

Tilson has helped several communities take the next step by crafting public-private partnerships between municipalities, network operators, and Internet service providers. Tilson has implementation projects underway in Islesboro, ME, New Shoreham, RI and Ellsworth, ME.

Tilson prides itself in offering clients objective advice on technologies, potential partners, and partnership structures. Because Tilson does not provide or resell broadband services, there is no conflict of interest that might bias the firms view as it counsels clients on the tradeoffs of various technologies, potential service providers or operating models for a network. In addition, through Tilson’s work in network deployment and past consulting projects, the consulting staff has relationships with most of Maine’s service providers and is well informed of the latest developments in technology and public policy.

Axiom is a telecommunications company headquartered in Machias, Maine that has been creating and developing solutions for rural broadband deployment since 2005. Since 2010, Axiom has been providing digital literacy and inclusion services in the state of Maine. In 2014, Axiom established a separate division dedicated to digital inclusion to help close the “homework gap” and create low-cost products to



serve the disadvantaged and helping them participate in the economy through digital connectivity.

**5.2 Provide a description of contractor’s financial viability by submitting balance sheet and income statements for the project and applicant financial statements. Confidential financial information may be submitted and should be so marked and submitted in a separate file.**

Tilson Technology LLC, “Tilson,” is a privately held company that was incorporated in the State of Maine in 1996. Tilson employs 160 people, and serves a diversified client base that includes federal, state and local governments and private customers across its network deployment and consulting practices. Tilson has submitted its confidential financial documentation demonstrating its financial viability to the ConnectME Authority directly in a folder marked “Confidential.”<sup>4</sup>

**5.2. Provide a description of team member’s background and roles.**

**5.2.1. Principal point of contact.**

Liza Quinn, Tilson  
[lquinn@tilsontech.com](mailto:lquinn@tilsontech.com)  
207-358-7459

Mark Aukeman, Arrowsic/Georgetown Broadband Initiative  
[mark.aukeman@ag-broadbanders.org](mailto:mark.aukeman@ag-broadbanders.org)  
202-360-7021

**5.2.2. Tilson Team member bios and role in planning project.**

**Chris Campbell, Executive Sponsor**

Chris is Tilson’s Director of Broadband and Energy Consulting. He leads a team of professionals who provide strategic consulting expertise to states, communities, and firms seeking to improve telecommunications infrastructure and services and manage or develop networks.

Chris has 20 years of experience in technology, public policy and community development. Prior to joining Tilson, Chris was the Executive Director of the Vermont Telecommunications Authority (VTA) for almost five years. At the VTA, Chris led efforts to build new fiber networks and expand access to broadband and cellular service. In addition to fiber optic construction and cell site development, Chris had oversight of commercial contract development, grant making, and federal grant seeking. Prior to the VTA, Chris served as Director for Telecommunications at the Vermont Department of Public Service and

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<sup>4</sup> The “Community Broadband Planning Grant Clarification Items” document dated March 18th, 2016 stated that the intent of section 5 was to “ascertain the community contractor’s experience, financial viability, point of contact, team member bios and roles.” However, the final text asks for applicant financial statements. After further clarification from ConnectME, applicant will provide supplemental financial information as necessary.



Assistant Chief Information Officer for the State of Vermont.

He holds a B.A. in Economics and Environmental Studies from the University of Pennsylvania and a Master's Degree in Regional Planning from the University of Massachusetts-Amherst.

**Liza Quinn, Principal Point of Contact**

Liza brings her background in energy, telecommunications and town planning to her role as a Senior Consultant at Tilson. In the energy sector she worked with power producers and utilities to lower their cost of service and increase revenues. She also worked on teams to secure project and corporate financing, and to provide analytical support to acquisitions and divestitures. Liza's telecommunications background started with cost modeling, pricing and transactional support of wholesale services, and progressed to a role a general manager of a \$77 million colocation services business unit providing space, power, security, and interconnection services to large telecommunications customers. At Tilson, Liza has worked with federal, state and local clients on broadband planning, partner selection, community engagement, and business model analysis. She holds an AB from Dartmouth College and an MBA and an MFS from Yale University. She has taught Macroeconomics at SMCC and was on the Cape Elizabeth Planning Board for several years.

**Nick Bournakel, Writing Support**

Nick is a Senior Consultant in Tilson's Energy and Broadband Group. Nick possesses a background steeped in regulatory analysis and business and has significant experience working with government agencies at both the state and federal level. At Tilson, Nick has worked with several municipalities, meeting with community leaders and residents to develop broadband plans for the towns of Bar Harbor and Mount Desert in Maine, as well as 13 Maine offshore island communities. He has previously worked as an independent consultant with a variety of clients in the cleantech sector and provided market and regulatory analysis for clients. Nick holds a BA in Philosophy from Bates College, as well as a JD from the University of Maine School of Law.

**Brenden DeAndrade, Analytical Support**

Brenden is an Associate Consultant in Tilson's Energy and Broadband Group. Brenden joined Tilson after working for five years at Verizon, where he held several positions with successively increasing responsibility in network engineering and operations support as a business analyst. At Verizon, Brenden performed project management and business analysis in a fast-paced, dynamic environment that required cross-functional coordination. This work included frequent coordination with municipalities on network operational issues. Brenden has a Bachelor of Science from the University of Massachusetts and is working towards his Master of Business Administration at Northeastern University.

**John Costa, Network Design**

John is a Senior Outside Plant Engineer at Tilson. John brings expertise in field engineering, in particular, knowledge regarding siting, and radio frequency engineering. John has worked with many municipalities throughout New England, supporting the work of Tilson's broadband group in providing communities with telecom asset inventories, as well as high level fiber designs and cost estimates for these communities. Prior to Tilson, John worked as a Network Engineering Manager for the Maine Fiber Company as well as a Senior Manager of OSP planning and alternate access for FairPoint Communications.



**5.2.3. Provide proof of support and endorsement from the participating local municipalities.**

See Appendix C

**5.2.4. Provide the names of local officials and community representatives that will be directly involved as members of the team.**

- Sukey Heard, Member of Arrowsic Select Board
- Kate MacKay, Member of Georgetown Select Board
- Mark Aukeman, Community Organization Lead – Arrowsic/Georgetown Broadband Initiative

**6. Past Performance – 5 points**

**6.1. Provide documentation demonstrating contractor's past performance in executing grant funded programs.**

In addition to Tilson's extensive past performance in community-funded (as opposed to grant funded) broadband planning in Maine and other parts of New England, Tilson has worked as a contractor or sub-contractor for state and federal grant-funded recipients. Three examples for past performance on grant-funded projects are detailed below:

**BTOP Grant: The Three Ring Binder, Maine Fiber Company.** The Three Ring Binder is a 1,100 mile fiber optic project designed to deliver high-speed broadband connectivity to rural communities throughout Maine. Costing roughly \$32 million, the project received \$25 million in BTOP funding and was supplemented by private investment. The Maine Fiber Company engaged Tilson to serve as owner's project manager of the construction. Tilson oversaw all aspects of the deployment, including managing pole licensing, construction, adds/moves/changes, testing, and network troubleshooting. The three-ring binder was completed in 2012 on budget and ahead of schedule.

**BTOP Grant: The MassBroadband Institute, MassBroadband 123 Project.** The MassBroadband 123 (MBI123) Project is a 1,300 mile fiber optic project designed to bring broadband service to the rural regions of Central and Western Massachusetts. Costing nearly \$90 million, the project leveraged \$45 million in BTOP funds and equal matching funds from the State of Massachusetts. The project links almost 1,400 community anchor institutions through a middle mile fiber network. Tilson served as the Project Manager through the Planning, Implementation, Monitoring and Closeout of the MassBroadband 123 project, overseeing the various project vendors and subcontractors, performing the actual construction and implementation of the project. Tilson project managed all vendors throughout the process in a complex Middle Mile Fiber Optic Buildout encompassing various stakeholders, including a large variety of Community Anchor Institutions (CAI's), Points of Interconnect (POI), and various Facility Owners on the project.

**State Broadband Initiative Grant: Broadband Rhode Island.** Tilson was as a sub-contractor of a National Telecommunications Information Agency (NTIA) State Broadband Initiative grant in the state of Rhode Island. Tilson assessed existing broadband and telecommunications infrastructure in two communities, and compared the community's available service to the rest of the state. As part of the



grant, the Tilson team conducted broadband planning for the Block Island's Town of New Shoreham, which resulted in New Shoreham's decision to pursue a FTTH network operated by a private partner.

**See Appendix A for Axiom Past Performance**



**6.2. Provide three client references.**

**Client:** Town of New Shoreham, RI

**Project Name:** Broadband Plan and Network Designs Study

**Contact Name/Title:** Nancy Dodge, Town Manager

**Address:** 16 Old Town Road, P.O. Box 220

New Shoreham, RI 02807

**Phone:** (401) 466-3210

**Email:** [townmanager1@new-shoreham.com](mailto:townmanager1@new-shoreham.com)

**Client:** Island Institute

**Project Name:** Maine Off-Shore Islands Broadband Study

**Contact Name/Title:** Briana Warner, Economic Development Director; Stephenie MacLagan, Economic Development Associate.

**Address:** 386 Main Street Rockland, ME 04841

**Phone:** (207) 701-1576; (207) 745-3371

**Email:** [bwarner@islandinstitute.org](mailto:bwarner@islandinstitute.org); [smaclagan@islandinstitute.org](mailto:smaclagan@islandinstitute.org)

**Client:** Windham Economic Development Corporation

**Project:** High Speed Broadband Planning in the Lakes Region

**Contact:** Tom Bartell, Executive Director

**Address:** 8 School Rd Windham, ME 04062

**Phone:** 207-892-1936

**Email:** [thbartell@windhammaine.us](mailto:thbartell@windhammaine.us)

**See Appendix B for Axiom References**



## **Appendix A: Axiom Bios**

### **Susan Corbett, CEO**

Ms. Corbett is the Chief Executive Officer of Axiom Technologies. She is responsible for the fiscal management of Axiom, has written numerous grants for broadband development, and works closely with economic development organizations and rural organizations. Ms. Corbett has over 30 years' experience in business and financial management, managed \$5 million dollars in grant funding and oversaw the fiduciary and reporting responsibilities for Axiom's Dept. of Commerce \$1.4 million NTIA grant award for the "Washington County Employment & Education through Sustainable Broadband Adoption" project.

Under Ms. Corbett's direction, Axiom Technologies has received the 2010 Maine Development Foundation "Champion of Economic Development Award"; in 2010 was the Recipient of a Senate Congressional Record and in 2011 received Coastal Enterprises, Inc. "Founders Award" and the 2011 and 2014 Machias Bay Area Chamber of Commerce's "Business of the Year" award. Axiom's CEO Susan Corbett received the 2010 MaineBiz "Woman to Watch Award" and was recognized by Bangor Daily News in 2011 as "1 of 11 People to Watch in 2011" and in 2011 was awarded Women Impacting Public Policy's "Technology Innovator of the Year" for the State of Maine.

In 2014, Ms. Corbett formed a non-profit, the Axiom Education & Training Center answering the call for more digital literacy, adult education, work force development, and STEM education for our youth in Washington County and throughout Maine.

### **Jane Blackwood, M.Ed., Director Educational Services**

Ms. Blackwood is the Director Educational Services and the Adult Education Director at the Axiom Education & Training Center (AETC), a 501 c3 non-profit organization. Prior to the creation of AETC, Ms. Blackwood provided educational services for Axiom Technologies, an Internet Service Provider and Information Technology company located in Washington County, Maine.

Ms. Blackwood earned her Master's Degree in Education from University of New England and holds a Teaching Certificate in the State of Maine and is currently working on a Master's Degree in Education Leadership. She oversees AETC's Adult & Community Education program which includes Adult Basic Education, College Transitions and High School Completion (HiSET). AETC also provides WorkReady and Workforce Development training, CompTIA for high school and college students, Credit Recovery, Alternative High School classes, as well as Enrichment classes for adult learners. AETC recently became a STEM Hub for students 10-18 in Washington County.

AETC's flagship program, Digital Literacy, was created by Ms. Blackwood. The program is nationally recognized and is included in the U.S. Dept. of Commerce's National Broadband Adoption Kit. To date, over 3,000 adult learners and over 300 businesses have participated in digital literacy classes under Ms. Blackwood's direction.



## **Appendix B: Axiom Past Performance on Grant-Funded Projects**

**Employers’ Initiative Program** – Funded through the Gorman Foundation, Adult Education classes, High School Completion, College Transitions, Digital Literacy classes, WorkReady training, Technology Assessments and Industry-Specific training are offered at the business location. The goal is to increase the educational attainment of our workforce by decreasing the barriers to education. Other partners include the University of Maine at Machias and Washington County Community College.

**Downeast STEM Hub** – The Maine Math & Science Alliance, funded with a grant from the National Science Foundation, has named Machias and the surrounding communities (3 school districts) as the 4th of 5 STEM Hubs in Maine. The Downeast STEM Hub will target 600-800 students from ages 10-18. AETC will be promoting “Family STEM Education”.

**iPad Lending Library** – Funded through the Maine Community Foundation, AETC has a lending library of 10 iPads to loan to students to connect to their instructors.

**WorkReady** – Funded through the CF Adams Foundation, AETC is currently researching offering WorkReady (soft-skills training) to high school students in Washington County. This program will work closely with area businesses.



**Appendix C: Town Endorsements**

Please see following pages

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# TOWN OF ARROWSIC

*Settled 1630*

Mr Mark Aukeman  
Arrowsic-Georgetown Broadband Committee  
742 Old stage Road  
Arrowsic, ME 0530

Dear Mr Aukeman,

The Arrowsic Select Board is aware of the joint committee formed of individuals from both Arrowsic and Georgetown examining prospects to improve internet access by bringing Broadband services to these municipalities. This letter is an indication of our support for this effort. We appreciate the time you have already spent on studying the prospects for Broadband access and hope you continue as a joint committee serving both Arrowsic and Georgetown. We look forward to being updated periodically on your findings and to learning in a timely fashion of any opportunity that we should consider pursuing to facilitate improved Broadband access for our community.

Thank you for your interest and efforts on this project.

Sincerely,



William Savedoff, Select Board Member



## TOWN OF GEORGETOWN

PO Box 436 50 Bay Point Road  
Georgetown, Maine 04548-0436  
Phone (207) 371-2820 Fax (207) 371-2331

March 28, 2016

Mr Mark Aukeman  
Arrowsic-Georgetown Broadband Committee  
742 Old Stage Road  
Arrowsic, ME 04530

Dear Mr Aukeman,

The Georgetown Select Board is aware of the joint committee formed of individuals from both Arrowsic and Georgetown examining prospects to improve internet access by bringing Broadband access to these municipalities. This letter is an indication of our support for this effort. We appreciate the time you already have spent on studying the prospects for Broadband access and hope you continue as a joint committee serving both Arrowsic and Georgetown. We are expecting you to investigate various broadband opportunities and technologies; the existing requirements that implementing organizations may need to comply with; and grants or other financial options to support planning and implementing the systems as needed.

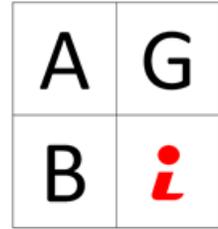
We expect to be updated on your findings periodically and advised in a timely fashion of any opportunity that we should consider pursuing.

Thank you for your interest and efforts on this project.

Sincerely,

William F. Plummer, IV  
Chair, Select Board

April 15, 2016



Arrowsic-Georgetown Broadband Initiative

Lisa Leahy, Associate Executive Director  
ConnectME Authority  
78 State House Station  
Augusta, ME 04333-0078

Dear Lisa,

Thank you for the opportunity to apply to ConnectME for the Broadband Planning Grant. This application is being presented by the *Arrowsic-Georgetown Broadband Initiative (AGBI)*, representing the towns of Arrowsic and Georgetown. AGBI is partnering with Tilson Consulting for the execution of the planning project. We have collaborated closely with Tilson in preparing the application response.

The AGBI membership, the Arrowsic and Georgetown Select Boards and the community at large support our efforts, and are excited about this next phase of the broadband journey.

Sincerely,

Mark Aukeman, Community Leader  
Arrowsic-Georgetown Broadband Initiative

Enclosures:

ConnectME Planning Grant Precertification Response  
ConnectME Planning Grant Application