

# COMMUNITY BROADBAND PLANNING GRANT PROPOSAL

SUBMITTED TO

## **ConnectME Authority**

145 Statehouse Station

Augusta, MAINE 04333

April 15, 2016

SUBMITTED BY



**OUR KATAHDIN**

111 CANYON DRIVE

MILLINOCKET, MAINE 04662

(617) 777-2107

IN PARTNERSHIP WITH

**AXIOM TECHNOLOGIES**

3 WATER STREET

MACHIAS, MAINE 04654

(207) 255-0679



April 15, 2016

Phil Lindley  
Executive Director  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333

Dear Mr. Lindley:

On behalf of the Towns of Millinocket, East Millinocket, and Medway, Our Katahdin is respectfully requesting a ConnectME Community Broadband Planning Grant in the amount of \$47,250. Following careful review of the three proposals in response received from the six vendors invited to participate in the process by Our Katahdin, Axiom Technologies, which happened to submitted the lowest budget and most detailed response, was selected at the preferred project partner. It is with great confidence in Axiom's ability to perform a comprehensive evaluation and capacity to execute the planning stage of this project that Our Katahdin now submits this joint proposal.

Following the closure of two paper mills in recent years and the subsequent loss of jobs, the Katahdin region has seen a radical migration of its workforce. If there is any hope of rebounding from such a blow and rebuilding the economic foundation of these once thriving communities, expansion of broadband infrastructure is a distinct necessity. The planning process that will precede implementation of high-speed broadband service expansion is the first step back to this region's recovery.

Millinocket, East Millinocket, and Medway have a distinct advantage in the scheme of broadband expansion in that these towns are adjacent to an open-access fiber network known as the Three Ring Binder (3RB). The network provides connectivity to numerous Fortune 250 companies and long haul international carrier at terabit+ speeds. However, the "last-mile" problem persists, as less than 2% of the state's population has fiber access.

Despite the lack of fiber connectivity, Katahdin region businesses such as Maine Heritage Timber, New England Outdoor Center, and DesignLab have established world-class reputations and are restoring historic buildings in downtowns because they believe in the possibility of a regional renaissance. These businesses operate in the industries of forest products, tourism, and marketing. They exemplify the potential breadth of the local economy. Though their focuses appear diverse, they all rely heavily on digital storefronts for distribution.

The fiber connectivity and these new champions will accelerate the Katahdin region and downtown Millinocket as a destination to "Live. Work. Play." Momentum is a powerful force as investment inevitably follows investment. Currently, one of the largest inhibitors to investment in the region are falling property values, which leaves the property assessor either unable or unwilling to provide assessments. Without assessments, banks are unwilling to lend. The full lighting of 3RB in Millinocket, East Millinocket, and Medway will be the first and biggest step in breaking this negative feedback loop.

As evidenced by the enclosed letters of support, there is a consensus among the stakeholders in the region that the first step in economic revitalization will be a robust fiber network. A comprehensive plan will allow stakeholders to confidently approach public and private capital for investment in once vibrant communities

Thank you for considering our request. Should you have any questions, please feel free to contact me at (617) 777-2107 or by email at [faloon@ourkatahdin.com](mailto:faloon@ourkatahdin.com).

Sincerely,

Michael Faloon  
Vice President, Our Katahdin



## CONNECTME

## PREQUALIFICATION CHECKLIST

### KATAHDIN REGION: MILLINOCKET, EAST MILLINOCKET & MEDWAY

#### 1. Create a Community Broadband Team

- List of members, including name and title. The Katahdin Region Broadband Team includes representatives of municipal government from Millinocket, East Millinocket and Medway, and representatives from local area businesses as well as Our Katahdin, the nonprofit entity that will ultimately be seeking a grant under this pre-certification:
  - *John Lee, Selectman, Town of Medway, Maine*
  - *Clint Linscott, Selectman, Town of East Millinocket, Maine*
  - *Paul Sannicandro, Council member, Town of Millinocket, Maine*
  - *Jessica Masse, Co-Founder, DesignLab*
  - *Anita Mueller, Co-Founder, MoosePrints*
  - *Mike Faloon, Vice President of Finance and Investment, Our Katahdin*
  - *Mike Osbourne, Vice President of Energy and Industrial Development, Our Katahdin*
  - *Tony Foster, Vice President of Technology, Our Katahdin*
- Single point person for communications with ConnectME for certification process, provide email address to ConnectME:
  - *Mike Faloon, Vice President of Finance and Investment, Our Katahdin, faloon@ourkatahdin.com*

#### 2. Hold at least one Community Broadband Meeting

- Share results of ConnectME Mapping for this community.
  - *Fortunately, for the region 3-Ring Binder runs through the middle of the region along Route 157. The Northern and Downeast ring of 3RB meet in Medway. The vast majority of community anchor institutions have broadband via wire. Most commercial and residential areas are offered 10Mbps/1Mbps but there is no commercial and residential offering the state minimum broadband standard of 10Mbps/10Mbps.*
- Questions for attendees:
  - The following providers were invited to the meeting:
    - *Redzone, GWI, Axiom, and Fairpoint*
  - Which providers are currently serving your community?

- *Fairpoint, GWI, Beeline, Axiom, Verizon, ViaSat, Premium Choice Cable*
- Which providers attended your meeting?
  - *As of April 3, GWI and Fairpoint*
- How do the mapping results compare with members' actual experiences?
  - *See meeting minutes*
- Does existing broadband access meet your needs?
  - *From a survey of more than 200 residents of the Katahdin region, 56% of respondents said they would be willing to pay more for better quality broadband services*
- If it is inadequate in what ways does it fall short?
  - *From a survey of more than 200 residents of the Katahdin region, the most common responses were: speed, price, reliability and customer service*
- If you have broadband, how do you use it now?
  - *From a survey of more than 200 residents of the Katahdin region, the most common responses were: social networking (81%), web browsing (75%), email (73%), Internet TV or videos (44%), work (44%), and telecommuting (12%)*
- Provide documentation showing meeting dates, notes, agenda and number of attendees, emails to providers and responses to the questions above.
  - *See attachments: ConnectME emails, Minutes March 23 2016, Minutes March 30 2016, and 3-23-16 Broadband Handout*

### 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 assessors' office make access to property records and maps available to the general public)

*The majority of community anchor institutions in the region have access to broadband. However, only the community college (Katahdin Region Higher Ed Center) and two high schools (Schenck and Stearns) have fiber optic connectivity. All three town halls have broadband connectivity that they use to communicate digitally.*

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

*The only existing region economic development plan is "Re-Engineering the Region" from Eastern Maine Development Corporation. <http://www.emdc.org/page/990-1245/millclose>*

- Does the town have a cable franchise agreement?

*Medway has a cable franchise agreement with Time Warner Cable.*

*East Millinocket and Millinocket do not have cable franchise agreements.*

- 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.)?

*There are numerous computing classes offered at the Katahdin Region Higher Ed Center through the University College in East Millinocket. However, there are currently no programs with public access focused on digital literacy. The Millinocket and East Millinocket library offer computer access to residents. Both libraries are set to be closed and could benefit from robust digital literacy programs to attract residents. Millinocket Regional Hospital has high speed internet which a number of residents are known to sit in the lobby to access.*

- 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, the towns do not have municipal electric companies. The electric utility serving the Katahdin region is Emera.*

- **4. Identify potential Community Anchor Institutions and commercial institutions that could benefit from lower cost, higher bandwidth, and/or improved reliability of broadband.**

## **COMMUNITY:**

### **Medway:**

Name: **HEALTH ACCESS NETWORK MEDWAY**

Address: 1930 Medway Rd, Medway, ME 04460

Type: Medical / Healthcare

Broadband Service: Yes

Name: **MEDWAY TOWN HALL**

Address: 4 School St, Medway, ME 04460

Type: Other Community Support - Government

Broadband Service: Yes

Name: **MANNA INC; MANNAMEDWAY-003**

Address: 1970 Medway Rd, Medway, ME 4460

Type: Medical / Healthcare

Name: **MEDWAY VOLUNTEER FIRE DEPARTMENT**

Address: 23 Grindstone Rd, Medway, ME 04460

Type: Public Safety

Broadband Service: Yes

Name: **POST OFFICE-MEDWAY**

Address: 2070 Medway Rd, Medway, ME 04460

Type: Other Community Support - Government

Broadband Service: Yes

Name: **TRANSPORTATION, DEPT OF (59691 QUONSET)**

Address: 185 Grindstone Rd, Medway, ME 04460

Type: Other Community Support - Government

Broadband Service: Yes

Subscribed Speed Range: **3 - 6 Mbps**

Name: **MEDWAY MIDDLE SCHOOL**

Address: 608 School St, Medway, ME 04460

Type: School - K Through 12

Broadband Service: Yes

Technology Type: Copper Wireline

Subscribed Speed Range: **10 - 25 Mbps**

**East Millinocket:**

Name: **EAST MILLINOCKET TOWN OFFICE**

Address: 53 Main St, East Millinocket, ME 04430

Type: Other Community Support - Government

Broadband Service: Yes

Name: **POST OFFICE-EAST MILLINOCKET**

Address: 95 Main St, East Millinocket, ME 04430

Type: Other Community Support - Government

Name: **OPAL MYRICK ELEMENTARY SCHOOL**

Address: 6-1/2 Beech St, East Millinocket, ME 04430

Type: School - K Through 12

Broadband Service: Yes

Technology Type: Copper Wireline

Subscribed Speed Range: **10 - 25 Mbps**

Name: **SWEET SENIORS; SWEET SENIORS-001**

Address: 30 Pine St, East Millinocket, ME 4430

Type: Medical / Healthcare

Broadband Service: Unknown

Name: **SCHENCK HIGH SCHOOL**

Address: 45 North St, East Millinocket, ME 04430

Type: School - K Through 12

Broadband Service: Yes

Technology Type: Optical Carrier / Fiber To The End User

Subscribed Speed Range: **10 - 25 Mbps**

Name: **R & C HOME CARE, INC.**

Address: 30 Western Ave, East Millinocket, ME 04430

Type: Medical / Healthcare

Broadband Service: Yes

Name: **EAST MILLINOCKET POLICE DEPARTMENT**

Address: 125 Main St, East Millinocket, ME 04430

Type: Public Safety

Broadband Service: Yes

Name: **SECRETARY OF STATE (E MILLINOCKET FD) CLASSROOM**

Address: 125 Main St, East Millinocket, ME 04430

Type: Other Community Support - Government

Broadband Service: Unknown

Name: **EMTC-KATAHDIN AREA TRAINING & EDUCATION CENTER**

Address: 1 Industroal Dr, East Millinocket, ME 04430

Type: University, College, Other Post-secondary

Broadband Service: Yes

Technology Type: Optical Carrier / Fiber To The End User

Subscribed Speed Range: **50 - 100 Mbps**

Name: **DEPARTMENT OF CONSERVATION (RANGER STATION) RESIDENCE**

Address: 191 Main St, East Millinocket, ME 04430

Type: Other Community Support - Government

Broadband Service: Yes

Subscribed Speed Range: **1.5 Mbps - 3 Mbps**

**Millinocket:**

Name: **BAXTER-PARK**

Address: 64 Balsam Dr, Millinocket, ME 04462

Type: Other Community Support - Government

Broadband Service: Yes

Subscribed Speed Range: **10 - 25 Mbps**

Name: **Katahdin Health Care LLC- KATAHDIN**

Address: 22 Walnut St, Millinocket, ME 04462

Type: Medical / Healthcare

Broadband Service: Yes

Name: **MILLINOCKET MUNICIPAL AIRPORT**

Address: 197 Penobscot Ave, Millinocket, ME 04462

Type: Other Community Support - Nongovernmental

Broadband Service: Yes

Name: **GRANITE STREET SCHOOL**

Address: 191 Granite St, Millinocket, ME 04462

Type: School - K Through 12

Broadband Service: Yes

Technology Type: Other Copper Wireline

Subscribed Speed Range: **10 - 25 Mbps**

Name: **STEARNS HIGH SCHOOL**

Address: 199 State St, Millinocket, ME 04462

Type: School - K Through 12

Broadband Service: Yes

Technology Type: Optical Carrier / Fiber To The End User

Subscribed Speed Range: **10 - 25 Mbps**

Name: **KATAHDIN VALLEY HC MILLINOCKET; KVHC MLKT-001**

Address: 180 Aroostook Ave, Millinocket, ME 4462

Type: Medical / Healthcare

Name: **POST OFFICE-MILLINOCKET**

Address: 113 Penobscot Ave, Millinocket, ME 04462

Type: Other Community Support - Government

Name: **MILLINOCKET FIRE DEPARTMENT**

Address: 222 Aroostook Ave, Millinocket, ME 04462

Type: Public Safety

Broadband Service: Yes

Name: **MILLINOCKET POLICE DEPARTMENT**

Address: 197 Penobscot Ave, Millinocket, ME 04462

Type: Public Safety

Broadband Service: Yes

Name: **MILLINOCKET MEMORIAL LIBRARY**

Address: 5 Maine Ave, Millinocket, ME 04462

Type: Library

Broadband Service: Yes

Technology Type: Copper Wireline

Subscribed Speed Range: **10 - 25 Mbps**

Name: **HEALTH ACCESS NETWORK, INC.; HEALTH ACCESS NETWORK-MILLINOCKET-001**

Address: 200 Somerset St, Millinocket, ME 4462

Type: Medical / Healthcare

## **COMMERCIAL:**

### [Beaupain & Harman](#)

Street: 780 Central Street  
City: Millinocket  
State: Maine  
Phone: 207-723-9793

### [Penobscot Hall](#)

Street: 96 Penobscot Ave  
City: Millinocket  
State: Maine  
Phone: (207) 632-2034

### [Our Katahdin](#)

Street: 111 Canyon Drive  
City: Millinocket  
State: Maine  
Phone: 917-705-4669

### [Appalachian Trail Cafe](#)

Street: 210 Penobscot Ave  
City: Millinocket  
State: Maine  
Phone: (207) 723-6720

### [Millinocket Cake Co.](#)

Street: 137 State Street  
City: Millinocket  
State: Maine  
Phone: (207) 478-1146

### [CPM Grooming & Doggie Day Care](#)

Street: 100 Pamola Park  
City: Millinocket  
State: Maine  
Phone: (207) 723-6795

### [Katahdin Kritters](#)

Street: 20 Dirigo Drive  
City: East Millinocket  
State: Maine  
Phone: 207-746-8040

### [Rioux Electric Inc.](#)

Street: 30 Sunset Court

City: Medway  
State: Maine  
Phone: 207-746-9200

[Gilman Electrical Supply](#)  
Street: 1928 Medway Road  
City: Medway  
State: Maine  
Phone: 207-746-3207

[Mid-South Engineering Co.](#)  
**Street:** 70 Spring St., Suite 3  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-723-6871

[Bangor Savings Bank - Millinocket](#)  
**Street:** 96 Central Street  
**City:** 96 Central Street  
**State:** Maine  
**Phone:** 207-723-4788

[Katahdin Federal Credit Union](#)  
**Street:** 1000 Central Street  
**City:** 1000 Central Street  
**State:** Maine  
**Phone:** 207-723-9718

[New England Outdoor Center](#)  
**Street:** Black Cat Road  
**City:** Black Cat Road  
**State:** Maine  
**Phone:** 1-800-766-7238 or 207-723-8475

[Dead River Company](#)  
**Street:** 795 Central Street  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-723-5151

[Katahdin General Store](#)  
**Street:** 160 Bates Street  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-723-4123

[Millinocket Fabrication & Machine Inc.](#)

**Street:** 432 Katahdin Avenue

**City:** Millinocket

**State:** Maine

**Phone:** 207-723-9733

[Maine Heritage Timber](#)

**Street:** 450 Golden Road, PO Box 778

**City:** Millinocket

**State:** Maine

**Phone:** 207-723-9200

[Day's Welding](#)

**Street:** Old Route 157

**City:** Medway

**State:** Maine

**Phone:** 207-746-5310

[Brookfield Renewable Power](#)

**Street:** 1024 Central Street

**City:** Millinocket

**State:** Maine

**Phone:** (207) 723-4341

[Pelletier Manufacturing Inc.](#)

**Street:** 400 Golden Road

**City:** Millinocket

**State:** Maine

**Phone:** 207-723-6500

[Katahdin Gateway Insurance](#)

**Street:** 749 Central Street

**City:** Millinocket

**State:** Maine

**Phone:** 207-723-9941 or 207-746-3687

[Katahdin Woods & Waters Recreation Area](#) **(Potential tenant for co-working space)**

**City:** Portland

**State:** Maine

**Phone:** 207-827-4456

[Katahdin Timberlands](#)

**Street:** 4 Hill St.

**City:** Millinocket

**State:** Maine

**Phone:** 877-622-2467

[The Nature Conservancy \(Potential tenant for co-working space\)](#)

**Street:** 14 Maine Street, Suite 401

**City:** Brunswick

**State:** Maine

**Phone:** 207-729-5181

[Katahdin Forest Cabins](#)

**Street:** 4 Hill St.

**City:** Millinocket

**State:** Maine

**Phone:** 1-877-6-CABINS or 207-723-2105

[Bouchard Tree Service](#)

**Street:** 181 Lincoln St

**City:** Millinocket

**State:** Maine

**Phone:** (207) 731-5315

[Two Rivers Canoe & Tackle](#)

**Street:** 2323 Medway Rd.

**City:** Medway

**State:** Maine

**Phone:** 207-746-8181

[Lennie's Superette Inc.](#)

**Street:** 2154 Medway Rd.

**City:** Medway

**State:** Maine

**Phone:** 207-746-5100

[Kneading Peace Massage Therapy](#)

**Street:** 168 Central Street

**City:** Millinocket

**State:** Maine

**Phone:** (207) 570-6964

[Appalachian Massage](#)

**Street:** 30 Balsam Drive

**City:** Millinocket

**State:** Maine

**Phone:** (207) 447-8712

[Spoiled Hair Studio](#)

**Street:** 905 Central Street

**City:** Millinocket

**State:** Maine  
**Phone:** (207) 723-5001

[Boynton Painting & Landscaping](#)

**Street:** PO Box 283  
**City:** Millinocket  
**State:** Maine

[Katahdin Communications \(WSYY\)](#)

**Street:** Lake Road  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-723-9657

[North Woods Real Estate](#)

**Street:** 26 Balsam Drive  
**City:** 26 Balsam Drive  
**State:** Maine  
**Phone:** 207-723-9086

[Katahdin Area Chamber of Commerce](#)

**Street:** 1029 Central Street  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-723-4443

[Campbell's Service Center](#)

**Street:** 255 Aroostook Avenue  
**City:** Millinocket  
**State:** Maine

[T & K Awards](#)

**Street:** 99 Powersville Road  
**City:** Medway  
**State:** Maine  
**Phone:** 207-223-4128

[Maine Water Company](#)

**Street:** HC 74, Box 2, Rt 11  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-723-6278

[designlab](#)

**Street:** 102 Penobscot Ave  
**City:** Millinocket

**State:** Maine  
**Phone:** 207-746-0015

[Moose Prints Gallery & Gifts](#)

**Street:** 58 Central Street  
**City:** Millinocket  
**State:** Maine  
**Phone:** 207-447-6906

## 5. Create a Vision Statement

- The Vision Statement of the Katahdin Region Broadband Team:
  - *Residents and visitors of the Katahdin region in north-central Maine will be able to use convenient, affordable, world-class broadband networks to seamlessly connect with the rest of the world.*
  
- Describe the role broadband would play in this community's future, using input from the other steps in the precertification process. Priority areas include:
  - *Enable the region to attract modern companies with demands for high-speed broadband services to create jobs*
  - *Build a new digital culture among the local population, which is essential for growing existing businesses and attracting new talents and companies to the region.*
  - *Displaced mill workers traveling to remote job locations can connect with family*
  - *Generally, create opportunity for area residents to telecommute & attract new residents with this option*
  - *Mill closures have led to the creation of a large diaspora, with older generations staying in the region and younger generations leaving for job opportunities. It is important to be able to monitor basic health functions but also to “be in close human touch” with family back home*
  - *Connecting community anchor institutions*
  - *Connecting the emerging Our Katahdin innovation hub with the Maine Mentor Network at the Maine Center for Entrepreneurial Development*
  
- Explain how this effort conforms to other planning documents/published visioning efforts on other issues in your community:
  - *Strong support from the three municipalities of Medway, East Millinocket and Millinocket – each of whom have cited broadband access as a cornerstone of economic development for the Katahdin region*
  - *Core infrastructural component of Our Katahdin’s “downtown corridor revitalization” plan that includes core building improvements and broadband access as two key pillars of revitalization for the Katahdin region*

- *Strong complementarities with the “Re-engineering our Region” visioning process and project led by Eastern Maine Development Corporation, where one the key components cited for the Eastern Maine region to move forward is “Strengthening infrastructure and culture to create a digital region for the emerging economy” in the industries of bio-science/healthcare/education, emerging technology, tourism/hospitality, forestry/wood products, composites/boat building, construction/skilled trades, and agriculture/food production.*

## ATTACHMENT B

### Scoring Criteria

A community should provide a response to each of the items below, in the format outlined.

#### 1. Project Plan – 25 points

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

See attached Our Katahdin Planning Grant Project Management Plan. Our Katahdin will contract with Axiom Technologies to provide consulting services for the Planning Grant project.

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

<b>Our Katahdin Planning Grant Timeline Technology Kit Phase I</b>	
Jun-16 to Aug-16	Inventory, Assessment and Mapping of existing infrastructure
Jun-16 to Aug-16	1-2 Meetings with municipal officials to discuss public infrastructure needs  2-3 Community meetings for input
Sept-16 to Oct-16	Identify 10-15 key businesses for interviews in the Our Katahdin region  Create Facebook page and survey for input from the communities
Oct-16 to Nov-16	Mapping of key public and private infrastructure (as available)  Includes Gap Analysis defining additional broadband infrastructure needed Define local broadband needs and goals
Oct-16 to Nov-16	Create Digital Literacy and Inclusion roadmap that can be included in Our Katahdin's Regional/Community Technology Plan
Ongoing	Assist with identification of key federal and state resources for potential funding
Nov-16 to Dec-16	Produce final Community Technology report with key findings and recommendations, including broadband infrastructure recommendations  Includes one or more potential network designs with cost estimates, operating models and potential business models based on input from broadband providers operating within the Katahdin region

<b>Technology Kit Phase II</b>	
<b>Digital Inclusion</b>	
Jun-16 to Oct-16	Affordable Internet - 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.
Jun-16 to Oct-16	Affordable Equipment - 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 <a href="http://www.pcsformaine.org">www.pcsformaine.org</a> 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.
Jun-16 to Oct-16	<p>Digital Literacy Training - Axiom will meet with businesses, community and municipal leaders, as well as residents to discuss Computer Skills/Digital Literacy Training. Meetings will be as follows:</p> <ul style="list-style-type: none"> <li>▪ Business - For the business community, this often takes a grass-roots approach by working with a business owner to understand the company's plan for sustainable growth and development. Once the business owner understands the technology tools available, and Axiom understands the skill level of the employee, a learning plan can be created for a specific business.</li> <li>▪ Community &amp; Municipal Leaders – A series of meetings will be held to gauge the interest, as well as the skill level of the participants. During these meetings, discussions are facilitated to ensure that the participant is aware of what is technologically possible to do when you have a broadband connection. Demonstrating distance learning education, telehealth, telecommuting, cloud-based services and software available begins the process of developing Digital Literacy plans for a community.</li> <li>▪ Residential – As with Business, Community &amp; Municipal leaders, a series of meetings for the residential community will be scheduled. It is the goal of the meetings that residents become engaged and excited about learning new skills, a pathway to lifelong learning.</li> <li>▪ The outcome using the planning phase is a Digital Literacy Plan and recommended schedule, as well as suggested locations that classes will be held. In rural communities, times, distance, travel is a barrier to educational attainment; holding classes that are geographically spread out the designated service footprint will ensure participation.</li> </ul>
Jun-16 to Oct-16	Public Computer Access - 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.

	<ul style="list-style-type: none"> <li>▪ Axiom will meet with Community and Municipal leaders to discuss “Community HotSpots”. 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.</li> </ul>
Nov-16 to Dec-16	Preparation of Digital Literacy Program includes administration/coordination of 2 Facebook for Business courses (total 4 classes, includes surveys to provide feed-back from students).

**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.**

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

- **Community Input**

- Facilitate a series of community meetings to determine what the community wants
- Municipal meeting for officials to talk about public infrastructure connectivity needs
- Leverage social media and Our Katahdin’s online presence to help inform goals
- Utilize mail, social media, the municipal website and outreach meetings to obtain deep understanding of community, in areas where surveys were not completed or are incomplete

- **Business Input**

- Facilitate business visitations to have strong business input into plan
- Axiom has developed a best practices solution for business engagement around education and technology and will meet with business owners/managers/employees
- Axiom will meet with community leaders throughout the planning grant process
- Local key businesses help drive the economy and are often overlooked.
  - We believe they are a crucial voice in articulating their needs for Broadband connectivity. Axiom has had extensive experience with business visits that unlock action plans for the businesses to leverage resources available to them and ensure their voices are heard.

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

- Inventory of existing fiber and other assets in region
- Work with providers to help provide non-confidential asset locations
- Inventory current providers in community
  - What providers deliver for service, cost and bandwidth
- Map communication infrastructure, if available
- Determine the Katahdin region’s interests and goals

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

Gap analysis involves the comparison of actual performance with potential or desired performance. Axiom's approach will be to begin by soliciting input through a series of meetings with local officials and stakeholders coupled with an electronic survey to help define what the community is specifically looking to achieve.

Questions will include:

- Are there businesses that need a level of connectivity that current providers are not able to provide?
- Are there high-impact growth areas that could benefit from increased service?
- Are there households or parts of the community that are underserved or unserved?
- Are home-based telecommuters able to work efficiently?

In addition to defining what the goals are, it is important that we understand what the baseline is for achieving those goals and the assets in the community that can be leveraged. That begins with a thorough survey of what providers are in the community, what level of service they are currently offering, do they have current service level plans that are unknown and ultimately, are they willing to participate in achieving the goals that community defines.

We will also look at other assets that have potential to be leveraged:

- Towers that could provide wireless coverage in parts or all of town
- Municipal buildings or assets that could host a Point of Presence for service
- County owned assets
- Library for downtown Community HotSpot

**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.**

From a network design standpoint, the Three Ring Binder runs right through Millinocket, East Millinocket, and Medway and is an asset that can be leveraged. We believe, that in concert with the potential use of CAF II funds in the region, a network design that includes limited fiber build out, some wireless to help the most difficult and hard to reach places and a good understanding of FairPoint Communication's plans to use CAF II funds to upgrade service should all contribute to helping the region get much better connectivity at a reasonable cost.

A second plan would include additional fiber laterals and much more robust wireless connectivity using fiber as the backbone so that speeds achieved can reach the Maine or federal standard. This second option could include community ownership and would rely less on FairPoint's intention for the CAF II funds.

Initial ideas on network design and build would be:

- A fiber option, if one is available
- A fiber to wireless option that would bring high-capacity broadband but at a more reasonable cost
- A wireless to fiber option that would provide an asset to the town that could be built out over time, while still creating substantial savings by leveraging a wireless high capacity bridge
- Exploring with Fairpoint Communications the ability to increase capacity of their planned network upgrade
- Exploring with Time Warner Cable the ability to increase capacity of their existing network
- Exploring with other providers the ability to increase capacity of their existing network
- Fiber builds can be calculated at approximately \$25,000 per mile, where wireless solutions are more likely to be substantially less, but require just as much engineering study to determine cost. If we need to build a tower or multiple towers, each tower cost in the range of \$80,000-\$100,000 or more, depending on the size.

**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 towns of Millinocket, East Millinocket and Medway do not have any procedures, policies, rules, or ordinances that delay or increase the cost of broadband infrastructure deployment.

**F. Digital Inclusion**

**1. Affordable Internet**

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**

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**

During the planning phase, Axiom will meet with businesses, community and municipal leaders, as well as residents to discuss Computer Skills/Digital Literacy Training.

- Business - For the business community, this often takes a grassroots approach by working with a business owner to understand the company’s plan for sustainable growth and development. Once the business owner understands the technology tools available, and Axiom understands the skill level of the employee, a learning plan can be created for a specific business.
- Community & Municipal Leaders – A series of meetings will be held to gauge the interest, as well as the skill level of the participants. During these meetings, discussions are facilitated to ensure that the participant is aware of what is technologically possible to do when you have a broadband connection. Demonstrating distance learning education, telehealth, telecommuting, cloud-based services and software available begins the process of developing Digital Literacy plans for a community.
- Residential – As with Business, Community & Municipal leaders, a series of meetings for the residential community will be scheduled. It is the goal of the meetings that residents become engaged and excited about learning new skills, a pathway to lifelong learning.
- 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**

- 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 HotSpots”. 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.

- Axiom is a national leader in Community Technology Plans that drive digital literacy and broadband adoption for citizens and businesses. This work has been funded and recognized as a national model for improving the skills of a regional workforce using on-line technology and hands-on instruction. We also believe, and antidotal evidence supports the idea, that Digital Literacy drives take rate for Broadband services.

### 3. Value Added Collaborations– 20 points

#### 3.1 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.

Expansion of high-speed broadband internet service was identified as a core infrastructural component of Our Katahdin’s Downtown Corridor Revitalization Plan that includes core building improvements and broadband access as two key pillars of revitalization for the Katahdin region.

Our Katahdin has approached this project as a regional effort, engaging the three towns of Millinocket, East Millinocket, and Medway. We have received strong support from the municipalities, each of whom have cited broadband access as a cornerstone of economic development for the Katahdin region.

Within Eastern Maine Development Corporation-led “Re-engineering our Region” visioning process, one of the key components cited for the Eastern Maine region to position itself to move forward successfully is “Strengthening infrastructure and culture to create a digital region for the emerging economy.” This speaks specifically to the industries of bio-science/healthcare/education, emerging technology, tourism/hospitality, forestry/wood products, composites/boat building, construction/skilled trades, and agriculture/food production.

In addition, this broadband community planning grant will continue to strengthen the bonds that are developing between economic development groups in the Katahdin region. Our Katahdin initiated and hosts a monthly meeting of key stakeholders on economic development in the Katahdin region. The stakeholders use these meetings to plan future activities, to coordinate activities among the groups, to launch working groups to tackle particular issues, and to raise ideas and concerns related to the economic development of the Katahdin region.

Our Katahdin hosted the first of these meetings in September 2015, and continues to be the driving force behind these discussions. In March 2016, Senator Angus King joined the monthly meeting to meet with stakeholders and to discuss ways for the federal government to mobilize support behind the economic recovery of the Katahdin region. There is a broadband working group that exists within this multi-committee forum, and this group will work closely with Axiom Technologies to catalyze the participatory process for broadband planning included in this grant application.

These monthly multi-committee meetings include the following representatives, along with invited guests:

#### **Our Katahdin**

Sean Dewitt - [sean@ourkatahdin.com](mailto:sean@ourkatahdin.com)

Nancy Dewitt - [nancy@ourkatahdin.com](mailto:nancy@ourkatahdin.com)

Tony Foster - [tony@ourkatahdin.com](mailto:tony@ourkatahdin.com)

Mike Seile Jr. - [mike@ourkatahdin.com](mailto:mike@ourkatahdin.com)

Mike Faloon Jr. - [faloon@ourkatahdin.com](mailto:faloon@ourkatahdin.com)

Mike Osborne - [osborne@ourkatahdin.com](mailto:osborne@ourkatahdin.com)

#### **Millinocket Industrial Development Council**

John Raymond - [trailbuilder992@gmail.com](mailto:trailbuilder992@gmail.com)

Peggy Daigle - [mndaigle@myfairpoint.net](mailto:mndaigle@myfairpoint.net)

Richard Angotti - [dangotti@mseco.com](mailto:dangotti@mseco.com)  
 Patrick Strauch - [pstrauch@maineforest.org](mailto:pstrauch@maineforest.org)  
 Paul Sannicandro - [sannicandro.paul@gmail.com](mailto:sannicandro.paul@gmail.com)  
 Marcia McKeague - [mmckeague@acadiantimber.com](mailto:mmckeague@acadiantimber.com)  
 John Davis - [manager@millinocket.org](mailto:manager@millinocket.org)

**Katahdin Revitalization**

Steve Stanley - [stanleyss@pioneercable.net](mailto:stanleyss@pioneercable.net)  
 John Hafford - [john@godesignlab.com](mailto:john@godesignlab.com)  
 Jessica Masse - [jessica@godesignlab.com](mailto:jessica@godesignlab.com)  
 Michael Murphy - [pipingleprechaun@hotmail.com](mailto:pipingleprechaun@hotmail.com)  
 Wally Paul - [wwpaul56@gmail.com](mailto:wwpaul56@gmail.com)  
 Deb Roundtree - [dvoisine@maine.edu](mailto:dvoisine@maine.edu)

**Katahdin Citizens Group**

Susan D'Alessandro - [gammo@gwi.net](mailto:gammo@gwi.net)

**Katahdin Area Chamber of Commerce** - [info@katahdinmaine.com](mailto:info@katahdinmaine.com)

Georgia Manzo - [thymemosspublishing@gmail.com](mailto:thymemosspublishing@gmail.com)  
 Kara Morris - [kacc@beeline-online.net](mailto:kacc@beeline-online.net)

**Maine Tourism Partnership**

Christine Theriault - [christine.a.theriault@maine.gov](mailto:christine.a.theriault@maine.gov)

**The Nature Conservancy**

Bill Patterson - [wpatterson@tnc.org](mailto:wpatterson@tnc.org)

The regular meetings of these community leaders provide a solid foundation upon which a participatory broadband community planning process can be built. Our Katahdin believes that this broadband planning grant would be an optimal next step to continue building trust among the stakeholders, to expand the group of stakeholders to include a wider range of community members, and to make progress toward a common vision together.

**4. Budget – 15 points**

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

**Total Project Budget:** \$47,200

**Our Katahdin Total Budget:** \$17,200

See table below for Our Katahdin’s detailed budget.

Line Item	Budget	Description
Space rental for participatory meetings	\$ 500	5 meetings x \$100 each
Light catering at participatory meetings	\$ 1,000	5 meetings x \$200 each
Advertising participatory meetings in local media	\$ 750	5 meetings x \$150 each
Professional services - report writing	\$ 5,000	Consultant to assist with contextualizing and copy editing report
Printing services	\$ 6,000	Print final report for all involved stakeholders
Postage	\$ 350	Postage to mail final report to stakeholders
Travel for OK Board members to Katahdin region	\$ 3,600	6 trips = 2x trips for 3 people (Portland, Boston, DC)
<b>Total</b>	<b>\$ 17,200</b>	

**Axiom Total Budget: \$30,000**

Axiom's detailed project budget can be found within the enclosed Project Management Plan.

Includes:

- Inventory, Assessment and Mapping of existing infrastructure
- 1-2 Meetings with municipal officials to discuss public infrastructure needs
- 2-3 Community meetings for input
- Identify 10-15 key businesses for interviews in the community
- Create Facebook page and survey for input from community
- Mapping of key public and private infrastructure (as available)
- Includes Gap Analysis defining additional broadband infrastructure needed
- Define local broadband needs and goals
- Create Digital Literacy and Inclusion roadmap that can be included in Our Katahdin's Technology plan
- Assist with identification of key federal and state resources for potential funding
- Produce final Community Technology report with key findings and recommendations, including broadband infrastructure recommendations
- Includes one or more network designs with cost estimates, operating models and potential business models based on input from broadband providers operating within Our Katahdin's region

**5. Overall Financial Feasibility – 15 points****5.1 Describe the applicant's experience relevant to proposed project.**

Axiom is a telecommunications company headquartered in Machias, Maine that has been creating and developing solutions for rural broadband deployment since 2005. The recipient of twelve State of Maine ConnectME grant awards, Axiom has installed over 90 Wireless Access Points in Washington County, delivers DSL service and has built over 50 miles of fiber, including 30 miles of fiber capable of delivering up to 10 GB.

Axiom's goal is "To provide broadband to the unserved homes and businesses in Washington County and throughout Maine. We will not stop until this is accomplished." Axiom is also an Information Technology company working with businesses in Washington County and throughout the State, offering a variety of services; network design and implementation, managed service agreements, equipment upgrades and repair, web hosting and design, email and technology consultation.

In July 2014, Axiom established the Axiom Education & Training Center (AETC), non-profit a 501 (c)(3) corporation. Since its establishment in 2014, AETC has trained over 3,500 residents and over 350 businesses and has established itself as a nationally recognized Digital Literacy and Digital Inclusion expert, as well as expanding Adult Education throughout all of Washington County. AETC advises numerous groups and regions in Maine on establishing a Digital Inclusion program in their Broadband and Community Technology Plans. Axiom's CEO, Susan Corbett speaks at several national conferences around the county on the importance of 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.

Through technology and digital literary education, the economic status of the region known as Washington County will improve. Axiom Technologies is committed to this mission.

**5.2 Provide a description of financial viability by submitting pro-forma financial 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.**

Financial documents will be sent to the ConnectME Authority directly from Axiom Technologies. Our Katahdin's 2015 Balance Sheet and Income Statement can be found following Axiom's Project Management Plan.

**5.3 Provide a description of team member's background and roles.**

**5.3.1 Principal point of contact.**

Mike Faloon, Our Katahdin  
[faloon@ourkatahdin.com](mailto:faloon@ourkatahdin.com)  
(617) 777-2107

**5.3.2 Team member bios and role in planning project.**

**Mike Faloon, Our Katahdin, Project Manager**

Mr. Faloon will be the Point of Contact and Project Manager for Our Katahdin's Planning Grant project.

Mr. Faloon is currently the Chief Operating Officer for Standish Mellon Asset Management. Standish manages \$170 billion in fixed income assets on behalf of individuals, corporations, sovereign wealth funds, and foreign central banks. He oversees risk management, marketing, quantitative, operations, and IT functions. Mr. Faloon has been with Standish since 1999 and previously worked at Fidelity Investments. He is a director of the Green Bond Principles Executive Committee, a member of the Global Association of Risk Professionals, and holds a Financial Risk Manager certification. He has a Masters in Financial Engineering from Stevens Institute of Technology, a Masters of Science in Finance from Northeastern University, a B.S. from the University of Maine, and holds the CFA® designation.

**Sean DeWitt, Our Katahdin, President**

Mr. DeWitt will be the second Point of Contact and working closely with the Project Manager, Mr. Faloon, for Our Katahdin's Planning Grant project.

Mr. DeWitt is currently a Director at the World Resources Institute, a nonprofit organization that works at the intersection of economic opportunities and natural resources -- with a goal to leave our economy and planet in better shape for future generations than we found them. In this position, he oversees Land Use Planning processes at the local level in 20+ countries in Africa, Asia, and Latin America. Mr. DeWitt is a tremendous proponent of participation, process, and linking to results.

Mr. DeWitt was previously a Director at Grameen Foundation, working to create micro-business opportunities for women in Africa and Asia. Previously, he worked to support small business and small nonprofits at the Fund for the City of New York. He managed projects for the US Department of State in Africa, Asia and the Caribbean. Mr. DeWitt also worked in the private sector with PricewaterhouseCoopers as a Management Consultant and worked as an Industrial

Engineer for Intel and the Walt Disney Company. Sean holds a BSc in Industrial Engineering from Purdue University and an MSc in Development Finance from the University of London.

**Susan Corbett, CEO, Axiom Technologies and Axiom Education & Training Center**

Ms. Corbett will oversee the Digital Inclusion component of the Planning Grant.

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.

**Mark Ouellette, President & COO, Axiom Technologies**

Mr. Ouellette will oversee the broadband assessment, needs, goals and infrastructure component.

Mr. Ouellette is the President and Chief Operating Officer of Axiom Technologies. Mark was hired to increase the capability at the senior management level. The vision was to put Axiom on a growth path to a statewide presence and to handle the day-to-day operations. This has allowed Susan to take a true CEO role, setting the overall agenda and becoming a true ambassador for Axiom both in Maine and nationally. Both Susan and Mark have the same vision and passion for the company.

Prior to joining Axiom, Mr. Ouellette was the Executive Director of Mobilize Maine; a statewide asset based economic development initiative. In this role he facilitated regional activities to create economic strategies and opportunities to grow Maine's economy. Previously, he also served as Director of the Office of Business Development for the Maine Department of Economic and Community Development where he oversaw the state's business attraction and retention activities. Mark also has an extensive federal background, having worked for over 12 years as a Congressional Aide and Chief of Staff to 1<sup>st</sup> District Congressman Tom Allen.

**Kim Emerson, MTCRE, MTCWE, MTCTCE, Senior Network Engineer, Axiom Technologies**

Mr. Emerson will be assessing, analyzing and designing broadband infrastructure.

Mr. Emerson is a Network Systems Engineer, has over 18 years of IT experience, and is experienced in a multitude of operating systems. He attended University of Maine at Machias, and continued his education and training to best serve Axiom's network. Mr. Emerson oversees advanced projects involving Axiom's current wireless technologies, DSL and fiberoptic build-outs. He also has extensive experience in designing, implementing and managing business networks. He is experienced in Microsoft Office products, Microsoft Adobe Photoshop, Adobe Professional, Microsoft FrontPage, Dreamweaver CS3, Windows 95 –Windows 7 Professional, Windows Server OS from NT -2008 Unix/Linux, Active Directory, Microsoft Exchange, Ubiquiti OS and Mikrotik RouterOS. Mr. Emerson is also proficient in the following programming Languages: Perl/CGI, HTML, JavaScript, SQL, CSS and ASP. Mr. Emerson has completed training and received certification to administer and deploy the Mikrotik RouterOS platform.

**Ian Sawyer, MTCRE, MTCWE, MTCTCE, Senior Network Engineer, Axiom Technologies**

Mr. Sawyer will be assessing, analyzing and designing broadband infrastructure.

Mr. Sawyer has 15 years of experience in Customer Support and the IT industry. He is a "jack of all trades" and is utilized throughout Axiom's entire operation. He has a strong Customer Support background, Network Management, Wireless, DSL and Fiberoptic Installations and Computer Repair. He is a graduate of Washington County Community College and is a CompTIA A+ Certified Technician. He is experienced in all Windows Operating Systems, Networking, including routers, hubs, switches and cabling, and Firewalls, Malware, and Anti-Virus Software.

**Jane Blackwood, M.Ed., Director Educational Services, Axiom Education & Training Center**

Ms. Blackwood will be overseeing the digital educational plan for the community.

Ms. Blackwood is the Director Educational Services and the Adult Education Director at the Axiom Education & Training Center (AETC). Prior to the creation of AETC, Ms. Blackwood provided educational services for Axiom Technologies,

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.

Ms. Blackwood created AETC's flagship program, Digital Literacy. The program is nationally recognized and is included in the U.S. Dept. of Commerce's National Broadband Adoption Kit. To date, over 3,500 adult learners and over 350 businesses have participated in digital literacy classes under Ms. Blackwood's direction.

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

Enclosed please find the following letters of support:

1. Town of Millinocket, John Davis, Town Manager
2. Town of Millinocket, Paul Sannicandro, Town Council
3. Town of East Millinocket, Board of Selectmen
4. Town of Medway, Katherine Lee, Administrative Asstant
5. Stephen S. Stanley, State Representative
6. Baxter State Park, Jensen Bissell, Director
7. CEI, Keith R. Bisson, SVP, Program Management and Development
8. Dead River Company, Melissa S. Page, Market Manager
9. Designlab, LLC, Jessica Masse, Partner
10. Eastern Maine Development Corporation, Michael W. Aube, President
11. Katahdin Area Chamber of Commerce, Gail Fanjoy, President
12. Katahdin Citizens Group, Susan D'Alessandro, Founder
13. Katahdin Federal Credit Union, Tina Jamo, President/CEO
14. Katahdin Motors, Inc., Michael J. Murphy, Vice-President
15. Maine Heritage Timber, Tom Shafer, Managing Partner
16. Millinocket Historical Society, David Cyr, President
17. Millinocket Industrial Development Committee, John Raymond, President
18. Moose Prints Gallery and Gifts, Anita Mueller, Owner
19. Scootic In, Inc., George S. Simon, Proprietor
20. The Law Offices of Tanous, Snow & Lufkin, LLC, Nolan H. Tanous, Esquire
21. The Nature Conservancy, Bill Patterson, Northern Maine Program Manager

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

**Our Katahdin Broadband Team**

**Mike Faloon, Vice President Finance & Investment**

Our Katahdin

**John Lee, Selectman**

Town of Medway

**Christ Linscott, Selectman**

Town of East Millinocket

**Paul Sannicandro, Council Member**

Town of Millinocket

**Jessica Masse, Co-Founder**

Design Lab

**Anita Mueller, Co-Founder**

MoosePrints

**Mike Osbourne, VP of Energy and Industry Development**

Our Katahdin

**Tony Foster, Vice President of Technology**

Our Katahdin

## **6. Past Performance – 5 points**

### **6.1 Provide documentation demonstrating past performance in executing grant funded programs.**

#### **2015 Maine Community Foundation \$20,000**

In 2015, The Maine Community Foundation has awarded two \$20,000 grants to support Our Katahdin in the launch of a leadership incubator for the Katahdin Region. The incubator will be implemented in collaboration with the Katahdin Region Higher Education Center, a higher education facility that has served the region since 1987.

The goal of the leadership incubator will be to support small business entrepreneurs and community leaders in an effort to strengthen the culture of entrepreneurship and optimism in the Katahdin region. This grant from the Maine Community Foundation will support the design and initial launch of the incubator, which will include leadership training, mentoring and a tailored package of support services for each individual based on their unique needs.

Currently in development stage, the project is tracking as planned with a targeted completion date of December 2016.

### **6.2 Provide three client references (for Axiom).**

- Betsy Fitzgerald, County Manager, Washington County  
[manager@washingtoncountymaine.com](mailto:manager@washingtoncountymaine.com)  
207-255-3127
- Larry Sterrs, Chairman & COO, Unity Foundation  
[lsterrs@uninets.net](mailto:lsterrs@uninets.net)  
207-948-9988
- Laurie Osgood, CEO, Unitel Telephone  
[losgood@uninets.net](mailto:losgood@uninets.net)  
207-948-3900
- Charles Rudelitch, Executive Director, Sunrise County Economic Council  
[crudelitch@sunrisecounty.org](mailto:crudelitch@sunrisecounty.org)  
207-255-0983



Our Katahdin

Broadband Planning Grant  
Project Management Plan

April 2016

Axiom Technologies  
3 Water Street  
Machias, Maine 04654

(207) 255-0679

## **Project Scope**

Axiom Technologies has developed a multi-step, multi-tiered approach to helping municipalities and regions understand their Broadband assets. Most communities are exploring how to leverage those assets more fully to the benefit of their citizens. There are an increasing number of communities and regions across the country that has taken Broadband/Internet connectivity into their own hands. In Maine, Rockport, South Portland, Islesboro and Sanford - all have taken different approaches to how to either own or control high-speed fiber networks in their communities.

As a provider of Fixed Wireless, DSL and Fiber to the home and business and a not for profit Education and Training Center, Axiom is well versed in all technologies and has provided multiple layered solutions at a number of price points to customers and communities. Axiom will help a community understand what they have, what they need, and where they want to go, by creating a "Community Technology Plan". It will be customized specifically for Our Katahdin and will create a pathway forward to reach Our Katahdin's goals for technology and connectivity.

### **Project Purpose, Objectives and Goals:**

Axiom will assist Our Katahdin in creating a Community Technology Plan that can be incorporated into Our Katahdin's comprehensive/regional plan by laying out a multi-year, multi-tier approach that can be staged over time and built as funds are available. The plan will specifically address the goals that are developed over the planning process.

During the Planning Grant process, Axiom will craft a strategy on how to create more robust Internet and telecommunications service offerings for the families and businesses in the community and to create a template of options for rural broadband development.

### **Problem/Opportunity Statement:**

The Katahdin region is at a crossroads. With the decline and closure of the paper mill and the relative remoteness of the location, the challenges to develop a regional economy that can sustain the population and help build prosperity in the region are a challenge that community leaders are confronting. In order to help address the job losses and declining tax base, the region believes that greater Internet connectivity is a large part of how the communities in the Katahdin region lift themselves up and move forward.

The region is one of the most beautiful in the state and serves as a gateway to Baxter State Park and over 50,000 visits each year. Meeting the needs of the traveler and visitor for better Internet connectivity can serve as a catalyst for increased visitation for visitors who demand to be connected to their world, while having a true wilderness experience.

Leveraging those visits and supporting the local economy, especially small, home based businesses through Broadband connectivity, is a sound strategy for a successful turn around for this part of Maine.

## **Project Constraints:**

- **Inclusions:**

What is especially exciting is that the plan, as envisioned, will be actionable immediately. Axiom Technologies will help Our Katahdin create a planning process that will deliver a Community Technology Plan that includes:

- Steps to address Internet to underserved and unserved areas of the community
- A concrete plan to address Digital Inclusion / Digital Literacy
- Out of the box thinking that includes downtown Community HotSpots and other key locations
- Clear cost and pricing for all parts of the recommended plan

- **Exclusions:**

What will not be included will be a build out plan with exact costs. The plan will be formed enough to go out to RFP, and will typically be within 10% of our estimated cost for each project. Axiom does its work this way, in order to allow for unexpected costs and for potential vendors to have some creativity around the build.

- **Key Assumptions:**

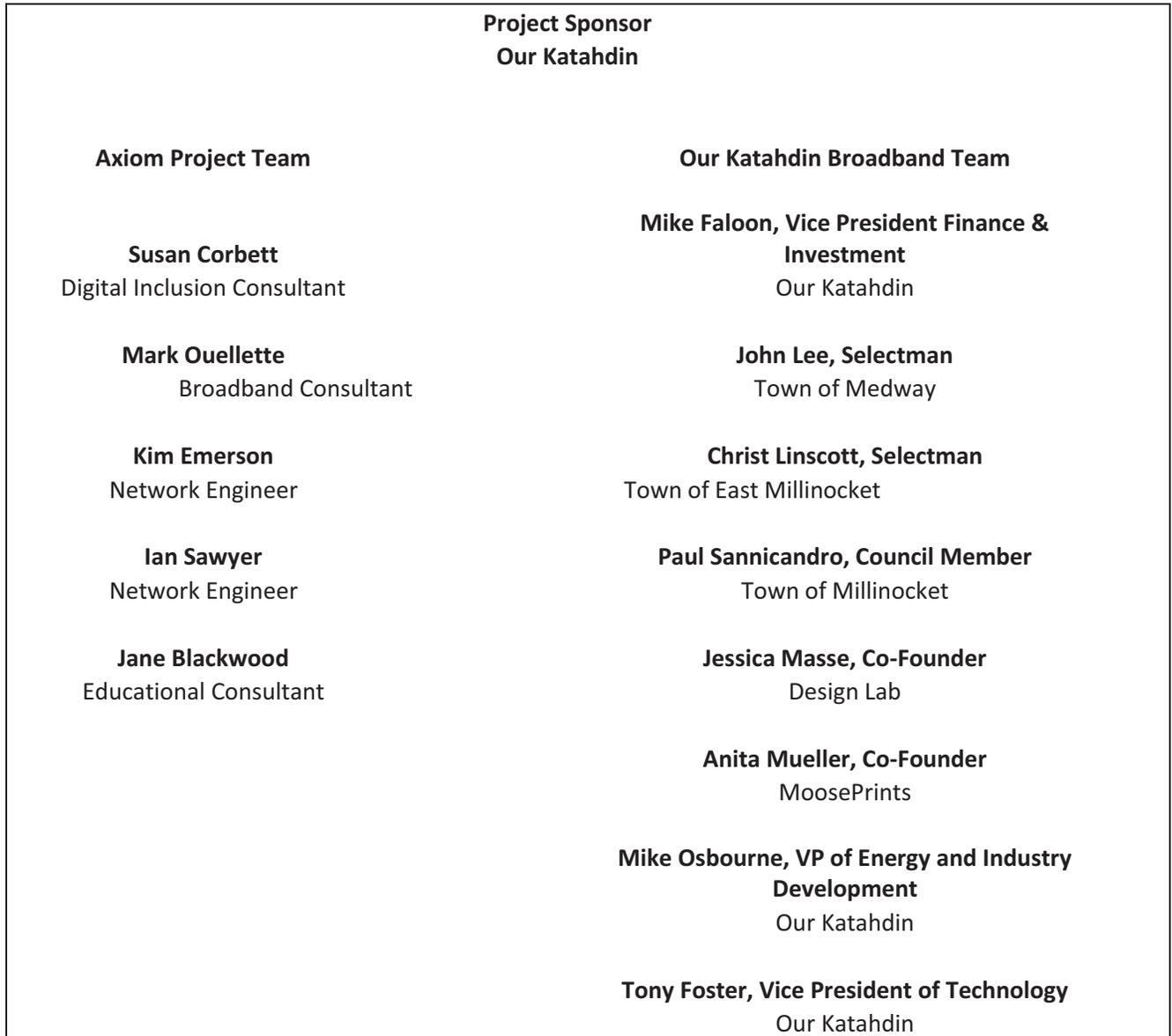
- Because of cost restraints, a full broadband solution will likely require a step by step approach that allows for progress, as and when funds become available
- Our Katahdin's remoteness and relative lack of density will require a significant amount of high-capacity wireless to be used
- Digital Inclusion will be an important part of the plan in year 1 and 2, to help drive take rate and to show community interest in Broadband connectivity.

## **Project Approach:**

The approach will be to not just create a Community Technology Plan, but to create a community movement around Broadband connectivity in the Our Katahdin region. By engaging the citizens of the Our Katahdin region throughout the process, we expect to build momentum for investments over the next few years, while creating yearly milestones that the region's officials can benchmark their progress against.

In addition, we believe that engaging the businesses and key stakeholders can bring a sense of urgency to the process and help drive early strategy and deliverables, which is why we have proposed business/stakeholder meetings. These meetings will undoubtedly help with a deeper understanding of the needs in the community.

**Project Organization:**



## **Key Roles and Responsibilities:**

### **Project Sponsor:**

- Secures organizational support and funding for the project
- Defines strategic objective of the project
- Participates in project level governance
- Makes final, critical project decisions, when needed
- Represents Our Katahdin's interest in the project
- Provides strategic advice to the Project Team
- Actively participates in regular assessment of overall project discussions and meetings to ensure:
  - Project vision is on track
  - Approval of Change Requests
  - On track with budget allocation

### **Axiom Project Team:**

- Accountable for overall execution, management and delivery of the project (scope, budget and schedule)
- Provides leadership of the project team
- Plans and manages project activities
- Manages project schedule and costs
- Tracks and reports project progress
- Manages and resolves issues and risks
- Performs tasks as assigned in the Project Plan
- Actively participates in regular assessment of overall project discussions and meetings to ensure:
  - Project vision is on track
  - Approval of Change Requests
  - On track with budget allocation

**Schedule of Deliverables:**

<b>Our Katahdin Planning Grant Timeline Technology Kit Phase I</b>	
June-16 to Aug-16	Inventory, Assessment and Mapping of existing infrastructure
June-16 to Aug-16	1-2 Meetings with municipal officials to discuss public infrastructure needs  2-3 Community meetings for input
Sept-16 to Oct-16	Identify 10-15 key businesses for interviews in the Our Katahdin region  Create Facebook page and survey for input from the communities
Oct-16 to Nov-16	Mapping of key public and private infrastructure (as available)  Includes Gap Analysis defining additional broadband infrastructure needed Define local broadband needs and goals
Oct-16 to Nov-16	Create Digital Literacy and Inclusion roadmap that can be included in Our Katahdin's Regional/ Community Technology Plan
Ongoing	Assist with identification of key federal and state resources for potential funding
Nov-16 to Dec-16	Produce final Community Technology report with key findings and recommendations, including broadband infrastructure recommendations  Includes one or more potential network designs with cost estimates, operating models and potential business models based on input from broadband providers operating within Our Katahdin

<b>Technology Kit Phase II Digital Inclusion</b>	
Jun-16 to Oct-16	Affordable Internet - 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.
Jun-16 to Oct-16	Affordable Equipment - 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 <a href="http://www.pcsformaine.org">www.pcsformaine.org</a> 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.
Jun-16 to Oct-16	<p>Digital Literacy Training - Axiom will meet with businesses, community and municipal leaders, as well as residents to discuss Computer Skills/Digital Literacy Training. Meetings will be as follows:</p> <ul style="list-style-type: none"> <li>▪ Business - For the business community, this often takes a grass-roots approach by working with a business owner to understand the company's plan for sustainable growth and development. Once the business owner understands the technology tools available, and Axiom understands the skill level of the employee, a learning plan can be created for a specific business.</li> <li>▪ Community &amp; Municipal Leaders – A series of meetings will be held to gauge the interest, as well as the skill level of the participants. During these meetings, discussions are facilitated to ensure that the participant is aware of what is technologically possible to do when you have a broadband connection. Demonstrating distance learning education, telehealth, telecommuting, cloud-based services and software available begins the process of developing Digital Literacy plans for a community.</li> <li>▪ Residential – As with Business, Community &amp; Municipal leaders, a series of meetings for the residential community will be scheduled. It is the goal of the meetings that residents become engaged and excited about learning new skills, a pathway to lifelong learning.</li> <li>▪ The outcome using the planning phase is a Digital Literacy Plan and recommended schedule, as well as suggested locations that classes will be held. In rural communities, times, distance, travel is a barrier to educational attainment; holding classes that are geographically spread out the designated service footprint will ensure participation.</li> </ul>

<p>Jun-16 to Oct-16</p>	<p>Public Computer Access - 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.</p> <ul style="list-style-type: none"> <li>▪ Axiom will meet with Community and Municipal leaders to discuss “Community HotSpots”. 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.</li> </ul>
<p>Nov-16 to Dec-16</p>	<p>Preparation of Digital Literacy Program includes administration/coordination of 2 Facebook for Business courses (total 4 classes. Includes surveys to provide feed-back from students.</p>

**Project Financials:**

<b>Community Technology Plan</b>	<b>\$30,000</b>
<b>Technology Kit Phase I &amp; II Budget Payment Schedule:</b>	
<b>Upon Commencement of Agreement</b>	<b>\$ 7,500</b>
<b>Aug-16</b>	<b>\$ 7,500</b>
<b>Oct-16</b>	<b>\$ 7,500</b>
<b>Dec-16</b>	<b>\$ 7,500</b>

**Project Communication:**

- **Project Document Storage:** All project documents will be stored on a shared Dropbox folder.
- **Project Events:** The Project Sponsor and the Axiom Project Team will coordinate the community events, including notifying the public.
- **Project Tracking:** Critical project milestones, resources, change requests, etc. will be tracked on a document in the shared Dropbox folder.

<b>Meeting/Report</b>	<b>Audience</b>	<b>Timing/Frequency</b>	<b>Method/Channel</b>	<b>Responsible</b>
Name and purpose of the meeting or report	Audience for this meeting or report	Day, time and occurrence of this meeting or report	Method being used for this communication (e.g. Conference Room or Conference Bridge)	Person Responsible for the Communication



## OUR KATAHDIN

### STATEMENT OF FINANCIAL POSITION

As of December 31, 2015

	<b>Total</b>
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Checking	23,583.47
Savings	25.00
<b>Total Bank Accounts</b>	<b>\$23,608.47</b>
Accounts Receivable	
Pledges/donations Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$23,608.47</b>
<b>TOTAL ASSETS</b>	<b>\$23,608.47</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
<b>Total Liabilities</b>	
Equity	
Retained Earnings	596.80
Net Revenue	23,011.67
<b>Total Equity</b>	<b>\$23,608.47</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$23,608.47</b>



# OUR KATAHDIN

## PROFIT & LOSS STATEMENT

January - December 2015

	<b>Total</b>
<b>REVENUE</b>	
Events Income	883.66
Income	0.27
<b>Non Profit Income</b>	
General donation	2,305.68
Grant	20,000.00
Project Donation	35,604.26
<b>Total Non Profit Income</b>	<b>57,909.94</b>
Sales	2,206.47
Sponsorship	300.00
<b>Total Revenue</b>	<b>\$61,300.34</b>
<b>GROSS PROFIT</b>	<b>\$61,300.34</b>
<b>EXPENDITURES</b>	
Advertising	152.94
Bank Charges	29.00
Dues & Subscriptions	125.00
Insurance - Liability	830.00
Legal & Professional Fees	10,090.00
Other General and Admin Expenses	291.96
Promotional	3,266.56
Purchases	153.66
<b>Total Expenditures</b>	<b>\$14,939.12</b>
<b>NET OPERATING REVENUE</b>	<b>\$46,361.22</b>
<b>OTHER EXPENDITURES</b>	
Payment to Project	23,349.55
<b>Total Other Expenditures</b>	<b>\$23,349.55</b>
<b>NET OTHER REVENUE</b>	<b>\$ -23,349.55</b>
<b>NET REVENUE</b>	<b>\$23,011.67</b>



## **TOWN OF MILLINOCKET**

*197 Penobscot Avenue  
Millinocket, Maine 04462*

*Office of Town Manager/Treasurer  
(207)723-7000*

April 12, 2016

Ms. Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

**RE: ConnectME Authority  
Millinocket, Maine**

Dear Ms. Leahy;

I am writing this letter on behalf of the Town of Millinocket, Maine. Millinocket is a small town in Central Maine whose economy depended almost entirely on a paper mill from its inception. When the mill closed its doors and shut down for the final time in 2008, the town lost over two million dollars in taxes, its economy tanked, and unemployment soared to nearly twenty percent. As a result, the property tax collection rate dropped to the seventy percent range and the town has foreclosed on over 100 homes. Despite these adversities, the municipality has refused to remain idle. We have created a number of economic development committees that focus on establishing a new footprint in Millinocket in the industrial, tourism, and retail sectors. For these reasons, the town is extremely interested in the ConnectME Authority grant program.

A significant portion of Millinocket's economic success in the future is going to depend on small business. Entrepreneurs require additional mobile technology to develop their companies. A connection to broadband will help further productivity and generate new efficiencies and economies of scale. As such, the town recognizes that access to high-quality, affordable, and reliable broadband is a critical element to its community and future. High-speed Internet will help the town attract and retain interest and people. Additionally, broadband will help secure improved medical treatment for the town's growing elderly population since doctors will no longer have to be in the physical presence of their patients to review their symptoms.

In 2012, Maine Fiber Optic Company completed a 1,100 mile fiber optic network. The economic benefits have already been felt in different parts of the State. Unfortunately, the project only lays a spine throughout some rural counties like Piscataquis and Penobscot, leaving towns like Millinocket off the grid. It will be up to local Internet service providers to connect outlying communities and homes, a chasm known as the "Last Mile." I believe ConnectME Authority can help promote the Town of Millinocket and get us prepared for the imminent attachment to the "Three Ring Binder."

The benefits of broadband will not only help entice new citizens to locate in the area, but it will also slow down the out-migration of its young, college-educated residents. People will no longer have to be tied to their homes or offices for social, economic, or civil engagement. Further, good broadband is the lifeblood of many businesses as it allows more flexibility in the workforce. Employees will be able to work from their homes or another office which can lead to increased productivity, employee satisfaction, reduced travel, and lowered costs. Additionally, broadband will provide an advantage to people with children and other commitments to restructure their day.

Millinocket is currently trying to encourage a data center to locate within its boundaries. The town has access to low-cost energy, water, and a climate that enhances the success of such a project. But the town needs 21<sup>st</sup> century telecommunications to enjoy a 21<sup>st</sup> century economy. Access to broadband will no doubt complement this endeavor.

Businesspeople want to remain in Millinocket as long as they can connect to their employees and the global Internet. Thank you for the opportunity to apply for the ConnectME Authority grant that will help Millinocket revitalize its economy and to promote economic development.

Sincerely,



John Davis  
Millinocket Town Manager



## **TOWN OF MILLINOCKET**

197 Penobscot Avenue  
Millinocket, Maine 04462

*Office of Town Manager/Treasurer*

*(207)723-7000*

April 13, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

**RE: ConnectME Planning Grant  
Millinocket, Maine**

Dear Ms. Leahy:

I am writing this letter on behalf of the Millinocket Town Council. Millinocket is a small town in Central Maine whose economy depended almost entirely on a paper mill from its inception. When the mill closed its doors and shut down for the final time in 2008, the town lost over two million dollars in taxes, its economy tanked, and unemployment soared to nearly twenty percent.

There are currently a number of economic development committees that focus on establishing a new footprint in Millinocket in the industrial, tourism, and retail sectors. For these reasons, the town is extremely interested in diversifying and we believe that the availability of high speed internet access will aid our recovery in the aforementioned market segments. It is for these reasons that we support Our Katahdin in pursuing a ConnectME Planning Grant.

A significant portion of Millinocket's economic success in the future is going to depend on small business. Entrepreneurs require additional mobile technology to develop their companies. A connection to broadband will help further productivity and generate new efficiencies and economies of scale. As such, the town recognizes that access to high-quality, affordable, and reliable broadband is a critical element to its community and future. High-speed Internet will help the town attract and retain interest and people. Additionally, broadband will help secure improved medical treatment for the town's growing elderly population since doctors will no longer have to be in the physical presence of their patients to review their symptoms.

In 2012, Maine Fiber Optic Company completed a 1,100 mile fiber optic network. The economic benefits have already been felt in different parts of the State. Unfortunately, the

project only lays a spine throughout some rural counties like Piscataquis and Penobscot, leaving towns like Millinocket off the grid. It will be up to local Internet service providers to connect outlying communities and homes, a chasm known as the "Last Mile." The ConnectME Planning Grant can assist us by engaging planners and engineers to prepare us for the imminent attachment to the "Three Ring Binder."

The benefits of broadband will not only help entice new citizens to locate in the area, but it will also slow down the out-migration of its young, college-educated residents. Professionals could be able to work from their homes or another office which can lead to increased productivity, employee satisfaction, reduced travel, and lowered costs. Additionally, broadband will provide an advantage to people with children and other commitments to restructure their day.

Millinocket is currently trying to encourage a data center to locate within its boundaries. The town has access to low-cost energy, water, and a climate that enhances the success of such a project. But the town needs 21<sup>st</sup> century telecommunications to enjoy a 21<sup>st</sup> century economy. Access to broadband will no doubt complement this endeavor.

Businesspeople want to remain in Millinocket as long as they can connect to their employees and the global Internet. Thank you for considering Our Katahdin's grant application for the ConnectME Planning Grant, which we believe has the potential to assist revitalizing our economy and promote economic development.

Sincerely,  
Paul Sannicandro  
Millinocket Town Council





*Town of East Millinocket*  
53 Main Street  
East Millinocket, ME 04430-1199  
(207) 746-3376  
(207) 746-3550 (fax)

April 12, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Associate Executive Director Leahy:

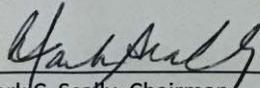
The East Millinocket Board of Selectmen are pleased to support Our Katahdin's efforts in securing funding from the State of Maine's ConnectME Authority.

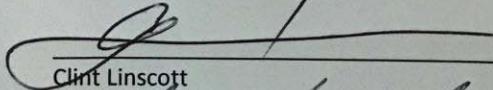
The collapse of the paper industry in the State of Maine over the past few years has shifted the region's focus on ways to revive our once vibrant communities. We believe that if advanced fiber-optic connectivity was available in the Katahdin Region it would open economic growth opportunities that have been unavailable in the past.

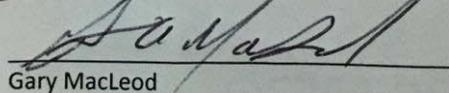
We sincerely thank you for your time and careful consideration in this matter.

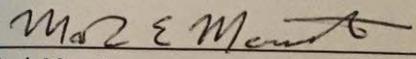
Sincerely,

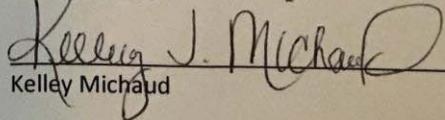
East Millinocket Board of Selectmen

  
Mark C. Scally, Chairman

  
Clint Linscott

  
Gary MacLeod

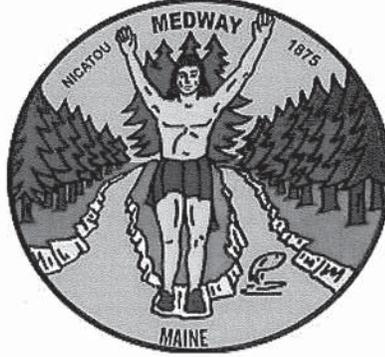
  
Mark Marston

  
Kelley Michaud

alc

*Office of Selectmen  
4 School Street  
Medway, Maine 04460*

*Town of Medway*



*Phone: 207-746-9531  
Fax: 207-746-5228  
Email [medway@pwless.net](mailto:medway@pwless.net)*

April 15, 2016

RE: Connect ME Planning Grant

To Whom It May Concern:

The Town of Medway supports all efforts that are being made towards Economic Development in the Katahdin Area.

The CONNECT ME planning grant would be a step in that direction. With bringing High Speed Internet to the area, we feel that this would open up a benefit not only to existing businesses but also new that we could entice to the area.

Thank you for your consideration into this matter.

Katherine Lee  
Administrative Assistant  
Town of Medway



# HOUSE OF REPRESENTATIVES

2 STATE HOUSE STATION  
AUGUSTA, MAINE 04333-0002

(207) 287-1400

TTY: (207) 287-4469

## Stephen S. Stanley

614 Pattagumpus Road

Medway, ME 04460

Residence: (207) 746-5371

Cell Phone: (207) 461-4761

Stephen.Stanley@legislature.maine.gov

April 8, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

I am writing in support of Our Katahdin's Downtown Millinocket application for a Community Broadband Planning Grant. Putting together a comprehensive plan to provide high-speed broadband to downtown Millinocket is critical to our area's economic revitalization.

Since the closure of the paper mill in 2008 — its top employer and taxpayer — Millinocket has suffered from an unemployment rate as high as 25 percent. The closure of the paper mills in East Millinocket and in Lincoln has further devastated the Katahdin region.

As the state representative of Millinocket, I recognize firsthand the limitations the Katahdin Region faces because of our lack of high-speed broadband access. In Maine, about 80 percent of addresses don't have adequate internet and some have no access at all. We need a 21st century infrastructure if we're going to compete successfully in the 21st century economy.

In our area, many small businesses struggle to complete all the necessary work required for their business because they do not have high-speed internet access. In fact, 59 percent of Maine's small businesses don't have a website.

This plan would help Millinocket's struggling economy by revitalizing our downtown and helping our local businesses to compete state and nationwide.

I urge you to support Our Katahdin's application for a ConnectME planning grant. Thank you for your consideration.

Sincerely,

Stephen S. Stanley  
State Representative

District 143 East Millinocket, Medway, Millinocket and Patten, plus part of the unorganized territory of North Penobscot (including Herseytown and Long A Townships)

Printed on recycled paper



#### AUTHORITY MEMBERS

DOUG DENICO, CHAIR  
DIRECTOR OF MAINE FOREST SERVICE

CHANDLER E. WOODCOCK  
COMMISSIONER OF INLAND FISHERIES & WILDLIFE

JANET MILLS  
ATTORNEY GENERAL

#### STATE OF MAINE INFORMATION

[www.baxterstateparkauthority.com](http://www.baxterstateparkauthority.com)  
(207) 723-5140  
TTY (207) 723-9905

#### PARK HEADQUARTERS

D. JENSEN BISSELL, DIRECTOR

64 BALSAM DRIVE  
MILLINOCKET, ME 04462

(207) 723-9500 DIRECTOR  
(207) 723-9616 ADMINISTRATION

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

It is with pleasure and anticipation that I submit this letter to you in support of *Our Katahdin's* submission of Downtown Millinocket as an applicant for a **ConnectME** planning grant.

With the beginning of the 21<sup>st</sup> century, the vertically integrated paper-making giant that brought Millinocket to life 100 years earlier began to unravel. The resulting departure of the single large industry that formed the economic foundation of the Millinocket has Millinocket struggling with downward spiraling valuations, increasing unemployment, and declining population.

Times like these test the true mettle of a community.

*Our Katahdin's* interest in improving the connectivity of downtown Millinocket is an expression of the positive and active core of the community now applying energy toward moving Millinocket forward toward a better future.

With the departure of Great Northern Paper, Baxter State Park emerged as one of the largest employers in the Katahdin region. Our 60+ employees protect the natural resources of our 210,000 acre Baxter State Park and provide recreational opportunities to the more than 70,000 people who visit the Park each year from Maine, New England and points all over the globe.

Our ability to attract and retain quality employees depends, in part, on the quality of the community they can live in while working for the Park. The development of broadband

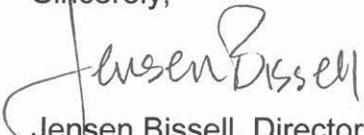


access will provide the opportunity for more abundant and varied business development in the region and consequently, a more interesting and attractive community for Park employees and others who love the outstanding natural resources of the Katahdin region.

Park employees would not be the only beneficiaries of a fully accessible broadband service. On average, over eighty percent of Baxter State Park visitors travel through the town of Millinocket on their way to the Park. For many of our visitors, a visit to Baxter Park is only one of many things they might consider doing while in the region. A downtown WIFI zone would be a significant attraction to many Park visitors. The businesses and services that could grow on this foundation would only improve the attractiveness of Millinocket as a waypoint in a visit to the Katahdin region.

Thank you for your consideration of Our Katahdin's submission of Downtown Millinocket for a planning grant under **ConnectME**. It's a perfect fit.

Sincerely,



Jensen Bissell, Director  
Baxter State Park



Capital for Opportunity and Change

April 7, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

It is my pleasure to support Our Katahdin's of Downtown Millinocket, Maine application to ConnectME. One of the largest inhibitors to investment in the region is falling property values, which leaves the property assessor either unable or unwilling to provide assessments. Without assessments, banks are unwilling to lend. I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to "Live. Work. Play." Momentum is a powerful force as investment inevitably follows investment.

CEI is a nonprofit, 501(c)(3) Community Development Corporation and Community Development Financial Institution (CDC/CDFI) based in Maine whose mission is to create economically and environmentally healthy communities, in which all people, especially those with low incomes, can reach their full potential. All of CEI's activities are aimed at creating assets for people with low incomes, while benefiting the wider economy and welfare of all Maine residents. Since 1977, CEI has provided \$1.19 billion in financing to 2,460 enterprises including micro, small and medium enterprises, value-added processing in natural resource industries of farms, fish, and forests, and community facilities and affordable housing projects that provide income, employment, and ownership opportunities to low income people and communities. CEI has mobilized and leveraged its lending with \$2.74 billion from diverse funding sources: public entities; private foundations; insurance companies; financial institutions such as banks; and religious institutions.

CEI has worked in the Katahdin Region for many years and we've seen firsthand the challenges faced by its communities, Millinocket in particular. I've gotten to know the Our Katahdin team over the past year and I am impressed with their energy and vision. They're bringing a fresh perspective to their home region, which has experienced many challenges over the past decade as the economics of the global paper industry have changed. I think Millinocket is a perfect candidate for ConnectME.

Thank you for considering my comments. Please let me know if you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Keith R. Bisson".

Keith R. Bisson, SVP, Program Management and Development



Delivering on A promise.<sup>SM</sup>



April 13, 2016

Ms. Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

RE: CONNECTME – MILLINOCKET, MAINE

Dear Ms. Leahy,

I moved to Millinocket three years ago from Southern Maine. During that time, I've come to know Millinocket as a community that struggles financially – and emotionally. Thankfully, we have grass root movements like "Our Katahdin" to gather individuals and businesses with like minds focused on moving our community past the strife that it has experienced as a result of the closing of the paper mills. "Our Katahdin" has been instrumental in driving positive momentum in Millinocket – and I applaud, as well as support, their submission of Downtown Millinocket, Maine for the ConnectME planning grant.

Dead River Company is a family-owned business, founded in 1909 – with original roots in the forest products industry. In 1936, Dead River Company purchased a small petroleum bulk storage plant, four gasoline stations and an Esso franchise marking our entrance into the petroleum business. We now have locally managed offices throughout Maine, New Hampshire, Vermont and Massachusetts. While our size ensures a reliable supply of petroleum products for our customers, it's how we deliver our services and support our communities that matters most!

Dead River Company has been a staple in this town for over 25 years. Our location employs 19 people who are pillars in our community. The majority of these employees have spent their entire life here. Dead River has permitted many individuals over the years to earn a good living, create a life for their families and retire with full benefits from our organization. We are committed to seeing our current

employees retire from our organization – and wish to have a presence in Millinocket for a very long time to come.

As the manager of this location- as well as two others, I see the challenges that this location endures due to not having current technology available. Our office's network system which includes not only our computers but our telephone system too have experienced several outages and ongoing delays.

An improved infrastructure would greatly support our ability to successfully conduct business and communicate with our corporate headquarters in Portland, Maine. This infrastructure would prove to be extremely attractive to not only existing businesses in this community but with securing new organizations.

A robust fiber network will make Millinocket more enticing to incoming industry and mitigate the opinion that our offering is limited. Despite the misperception that Millinocket is restricted, there are many positive aspects to doing business in this town.

Technology makes the world smaller. It permits people and companies to be productive corporate citizens despite their locale. The ConnectME grant would provide existing businesses with better infrastructure allowing them to take advantage of resources, making them a viable competitor with other businesses in the same trade, anywhere in the country.

Thank you for your consideration!

Sincerely,

A handwritten signature in dark ink, appearing to read 'Mel', followed by a long horizontal line extending to the right.

Melissa S. Page  
Market Manager

[melissa.page@deadriver.com](mailto:melissa.page@deadriver.com)

March 7, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

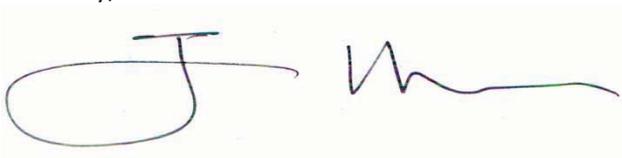
We are pleased to support Our Katahdin's submission of the Katahdin Region as a candidate for the ConnectME program.

Our company, Designlab, LLC, will benefit from the implementation of a broadband plan in downtown Millinocket. We are an internet marketing and design firm founded in 2004, located in an historic 3-story brick in downtown Millinocket. Designlab is part of the new economy and with the right structural conditions in the region, we can play a part in bringing new tech-sector jobs to the area. Our top five clients are located outside of the Katahdin area which means we are pulling much needed new dollars into this community and high-speed internet access will facilitate our growth by: 1) enabling cloud storage and cloud backup of our data intensive files, 2) enabling efficient communicate with our non-local staff, 3) enabling efficient completion of video and graphical design projects which require quick upload speeds.

In addition, Designlab hopes to be a "new economy" anchor in downtown Millinocket. As we grow, we intend to recruit other businesses to relocate or establish offices in Millinocket. We hope our presence in downtown Millinocket can encourage local investment, in particular, by young professionals who rely on the internet or computers for their business model who could locate near us or in our building to grow their business.

We are confident Our Katahdin is the right community partner for the Connect ME program. They have the expertise, local and regional connections, and vision to ensure that the program will bring maximum benefit to the area. This connection plan is part of a broader effort Our Katahdin is part of to revitalize the area, therefore synergistically incorporating broadband into larger development goals.

Sincerely,

A handwritten signature in blue ink, appearing to read 'J Masse', on a light-colored background.

Jessica Masse  
Partner, Designlab, LLC



---

40 Harlow Street Bangor, ME 04401  
207.942.6389 1.800.339.6389  
Fax 207.942.3548

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

It is my pleasure to support Our Katahdin's submission of Downtown Millinocket for the ConnectME planning grant. We fully support their vision of bringing high speed internet to Millinocket's downtown. This planning support will help speed up the conditions to improve the quality of life and economic outlook of the Katahdin region.

Eastern Maine Development Corporation (EMDC) was established in 1967 to enhance economic opportunity throughout eastern Maine and is largest Economic Development District in Maine. Our Service area includes Penobscot, Piscataquis, Hancock, and Waldo Counties.

Currently, one of the largest inhibitors to investment in the region are falling property values, which leaves the property assessor either unable or unwilling to provide assessments. Without assessments, banks are unwilling to lend. I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to "Live. Work. Play." Momentum is a powerful force as investment inevitably follows investment.

Sincerely,

A handwritten signature in cursive script that reads "Michael W. Aube".

**Michael W. Aube**  
**President**

April 7, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145



*Gateway to Katahdin*

Dear Ms. Leahy:

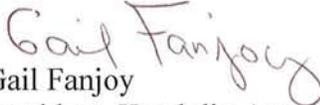
The Katahdin Area Chamber of Commerce (KACC) proudly serves 140 members in Millinocket, ME and the surrounding communities as well as several businesses in outlying towns and unorganized territories. Two of KACC's missions are to encourage and assist with community developments that result in improvements to the business and community infrastructure and to advocate for and support activities that will add to the accessibility, attractiveness and beauty of the Katahdin region.

Therefore, KACC is thrilled to support *Our Katahdin's* submission of Downtown Millinocket, Maine for a "ConnectME" planning grant through the State of Maine. A robust fiber optic connectivity plan is crucial to achieving our collective vision of long-term prosperity for Millinocket and the Katahdin Region. With Baxter State Park and Mt. Katahdin, Maine's highest peak, just eighteen miles northwest of Millinocket, along with the vast surrounding forests, rivers, lakes and trails and rich cultural, industrial and recreation history, Millinocket is well positioned for revitalization.

The Downtown Millinocket Corridor, once a bustling, thriving center of commerce for its hard-working residents is working to rise out of the ashes of a failed paper mill that was the sole large employer for over 100 years. Broadband connectivity is a crucial first step in ensuring that this once thriving downtown corridor will be attractive to investors, entrepreneurs, recreation and tourism-based businesses, and most importantly and inevitably, its native sons and daughters who have been forced to leave their beloved town to search for work elsewhere.

The Board of Directors of The Katahdin Area Chamber of Commerce believes that the expertise and assistance your program will provide in developing a comprehensive plan for broadband connectivity will help to propel the region into a "Destination to Live, Work, and Play" and we support *Our Katahdin's* initiative and application for a "ConnectME" planning grant.

Sincerely Yours,

  
Gail Fanjoy  
President, Katahdin Area Chamber of Commerce

Katahdin Citizens Group  
Millinocket, ME 04462

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

RE: ConnectME

Dear Ms. Leahy:

As the founder of the Katahdin Citizens Group, it is my pleasure to support ConnectME. The Katahdin Citizens Group was founded to empower community projects and build grassroots support for sustainable development that preserves the region's high quality of life. We strongly believe the ConnectME project is an opportunity that could lead to lasting economic benefits for the people of Millinocket.

As you know, Millinocket is located in an isolated area of northern Maine and has relied since it's beginning on the vast forest for it's economy and is now in transition to a dramatically different economy.

Creating a welcoming atmosphere for high-tech businesses, tourists and new and innovative means of employment is a primary goal of the region. High-speed internet is an extremely necessary resource to accommodate these new directions. ConnectME will accelerate the Katahdin region into this arena and bring vitality back to the region.

We believe that our town has strong potential to build momentum on this investment and the citizens of the Katahdin region will see the beginning of a new era.

Sincerely,



Susan D'Alessandro  
Founder, Katahdin Citizens Group



KATAHDIN  
FEDERAL  
CREDIT UNION

*A financial institution with a clear vision*

April 12, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

It is my pleasure to support Our Katahdin's submission for the Connect ME program.

As a life-long resident of the Katahdin region and local business leader, I have a vested interest in the success and viability of the local area. Our community is working diligently to secure our future despite regional economic struggles and demographic challenges. The "Connect ME Program" would help us strengthen our infrastructure to be able to recruit new businesses, bolster the competitiveness of existing business and help us convert unused spaces into productive facilities. Having quality connectivity is vital for job creation, business development and economic stimulation.

As CEO of Katahdin Federal Credit Union, a community chartered credit union, I am supportive of plans that foster growth and success for our members and the communities in which we serve. I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to "Live. Work. Play."

Sincerely,

Tina Jamo  
President/CEO



April 12, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, Me. 04333

Subject: Our Katahdin's Submission of Downtown Millinocket

Dear Ms. Leahy:

I am pleased to be able to support Our Katahdin's submission of Downtown Millinocket, Maine for a ConnectME planning grant through the State of Maine

I have published a book titled, "Our Real War: What Happened to America." In addition to growing up and operating a family business in Millinocket, I spent five years researching the socioeconomic history of the Katahdin Region. I interviewed dozens of people who were strategic to the economic happenings of the region. I can speak with great authority about the economic condition and needs of the area.

My grandfather started selling new Chevrolets in Millinocket in the early 1930's during the peak of the Great Depression. Sadly, Millinocket's economy, by many metrics, is worse now than during the Depression. The ability of this community to have 100/100 high-speed internet in its downtown corridor would significantly improve the region's ability to transform from a paper mill (one employer) economy to a more diversified one. High speed internet allows the community to attract "high data" users, new high-tech startups, and existing businesses to invest in this region.

The "old paper mill" site is being slowly transformed into a cleaner more eco-friendly business park. The advantages of such an internet connection combined with the strategic advantages the site offers give Millinocket an opportunity to truly transform. Few communities have the potential that Millinocket offers. This program will enable scores of other communities to look to Millinocket as a model of how to go from a one employer industrial community to a diversified higher-tech one.

If the community grows to where it was just 10 years ago, (yet alone its peak) my family business has the potential to add a couple more employees.

Currently, one of the largest inhibitors to investment in the region is falling property values. This has created a situation where banks are not willing to lend. I believe that a comprehensive plan for fiber

connectivity will be the catalyst needed to enable the Katahdin region to become a destination to “Live, Work, and Play.”

Investment such as this is a commanding force, because money attracts money. Furthermore, everyone likes to be part of helping a little guy succeed against seemingly insurmountable odds. You have the ability to help our community.

I thank you for your consideration on this matter, and look forward to your decision.

Sincerely,

*Michael J. Murphy*

Michael J. Murphy  
Vice-President

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Lisa,

It is my pleasure to support Our Katahdin's submission of Downtown Millinocket's "ConnectME" program.

As a relatively young company, 5 years old, we found it imperative to have a presence in downtown Millinocket. As one of the first stakeholders in the downtown revitalization collaboration, we feel that a high-speed broadband is essential for the rebuilding of this area. In order to serve our customers nation wide with design and build schematics, plans and drawings this is a must have. Additionally, for our subsidiary, Timberchic proper broadband speeds are necessary to keep up with the Internet traffic and e-commerce. Without it competing nationally would be extremely hard. We also feel that it is a key factor for the downtown region to grow in balanced way, i.e. a dichotomy of technology manufacturing, and tourism. Fiber connectivity is at the forefront as being the difference maker in attracting these types of businesses as well as growing the ones started organically like ours. I believe that this would be the final piece needed to re-gain the prominence this region once had, but in a new way that will last for generations to come....

I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to "Live. Work. Play."

Sincerely,

**Tom Shafer**

Managing Partner, Maine Heritage Timber



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



Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Lisa Leahy,

It is my pleasure to support Our Katahdin's submission of Downtown Millinocket, Maine in the ConnectME program.

As stewards of the region's history, the Millinocket Historical Society views the connectivity issue as a much needed educational tool in preserving the one hundred history of Millinocket.

Currently, one of the largest inhibitors to investment in the region is the falling property values, which leaves the property assessor either unable or unwilling to provide assessments. Without assessments, banks are unwilling to lend. I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to "Live Work Play" Momentum is a powerful force as investment inevitably follows investment.

Sincerely,

A handwritten signature in blue ink that reads 'David P. Cyr'.

Dave Cyr  
Millinocket Historical Society President  
PO Box 11  
Millinocket Maine 04462  
(207)723-4954

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, Maine 04333-0145

April 12, 2016

Dear Ms. Leahy,

The Millinocket Industrial Development Committee (MIDC) is in full support of Our Katahdin's submission of a grant for broadband planning for the Katahdin region, involving the municipalities of Millinocket, East Millinocket and Medway. We understand that embracing new technologies is how today's communities can grow into tomorrow's leaders.

Having Three Ring Binder fiber network at our doorstep is a big advantage for our area. The Katahdin region has been hit badly with the closure of our 100 year papermaking facilities that was brought on by increased foreign competition, hard to implement technological advances and a steep decline in the paper market. I strongly believe that our community would be a great success story for your program. The MIDC has great interest in locating a Data Center in our community and we feel our desire to become a technology hub makes us a prime candidate for a program such as yours. This program would be of great value to our community and would substantially improve our chances of bringing in new businesses and technologies.

Thank you for your time and we sincerely hope to have a good chance at winning one of the planning grants!

Sincerely,

John Raymond  
  
President, MIDC

April 12, 2016

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

Dear Lisa,

It is my pleasure to support Our Katahdin's submission for the ConnectME Community Broadband Grant program.

As a downtown Millinocket small business owner who submits large image files electronically for publication in conservation, travel and tourism publication as well as maintains a large on-line store front where products and services are offered - our business would benefit personally from a high speed broadband connection.

More broadly, our downtown area which has a large inventory of vacant commercial property could be marketed as an investment corridor for businesses that rely on high speed broadband connection. As a result, I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to Live, Work and Play.

Thank you for your consideration,

*Anita Mueller*

Anita Mueller  
Maine Woods Photography Workshops  
Mark Picard Wildlife Photography  
Moose Prints Gallery and Gifts  
58 Central Street  
Millinocket, Maine 04462  
207-447-6906  
[designamm@aol.com](mailto:designamm@aol.com)  
[www.mooseprintsgallery.com](http://www.mooseprintsgallery.com)

April 12, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, Maine 04333-0145

Dear Ms Leahy,

It is our pleasure to support Our Katahdin's submission of Downtown Millinocket, Maine in the ConnectME planning grant. Our family has been in business (Scootic In Inc) in the Millinocket community since 1901, 115 years! We are the third, fourth and fifth generations working together to continue employing locals and helping to partially support over 20 families with wages. During the years our family has run several different types of businesses including an insurance agency, legal office (2<sup>nd</sup> generation), convenience store, soda fountain, sporting goods store, barbershop, pool hall and a Firestone store.

This family business is dedicated to the greater Katahdin region. Unfortunately we have watched the devastation the closure of our 2 major industries has caused. Many of our residents have had to leave to find work elsewhere to support their families, leaving behind homes they could not sell. Frequently the banks have had to take over these homes. Many were sold for a fraction of the cost as Section 8 housing. Our 2 local high schools have gone from graduating over 300 students yearly 20 years ago to now graduating around 50. We have become an old community.

Our business has suffered from all of the changes. We want to hang in there and see our community grow and return to its once vibrant self. Our communities have the buildings and housing to support many more businesses. In our technological age we need the access to high-speed internet to grow and attract businesses.

This area is beautiful! Mount Katahdin in Baxter State Parks is right outside our windows. We have so much to offer to the outdoor enthusiast. People

want to live in this beauty. We just need help getting our families and others to be able to financially return.

**OUR KATAHDIN** has offered a ray of hope. Leadership of the group is made up mostly of individuals in their late 20s, 30s and 40s. Most live away, but would like to move back, unfortunately the jobs in their fields are not currently here. We have offered them a place to meet and hold fund raisers at no cost. Their plan, knowledge and enthusiasm has energized all of us, but we need more help. We are ready for the **ConnectMe** program, come on up and check us out.

Sincerely,

George S. Simon  
Bea Simon  
Michelle Simon  
Dale R. Hayes



Law Offices of  
**Tanous, Snow & Lufkin, LLC**

143 Penobscot Avenue  
P.O. Box 789  
Millinocket, ME 04462  
(207) 723-8144  
(207) 723-2066 (Fax)  
tansnow@gwi.net

Wakine G. Tanous, Esquire (1931-2013)  
G. Bradley Snow, Esquire  
Nolan H. Tanous, Esquire  
Cathy Rogers Lufkin, Esquire  
Lori A. Mills, Paralegal  
Kris L. Brackett, Paralegal

April 13, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

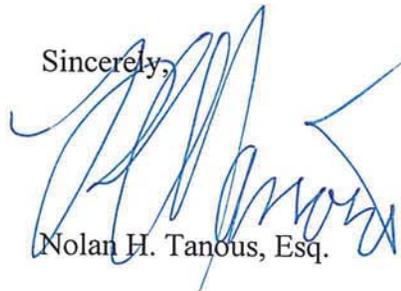
Dear Ms. Leahy:

It is my pleasure to support Our Katahdin's submission of Downtown Millinocket, Maine, in the ConnectME program.

This law firm has been in existence in the Katahdin Region since 1955 having been started by my father Wakine G. Tanous. We have been in our current location in downtown Millinocket since 1972. I have been practicing since 1991 and have seen downtown Millinocket go through some very difficult times the last 20 years. I plan on being here another 20 years and would love to be a part of Millinocket's revitalization.

I believe that a comprehensive plan for fiber connectivity will accelerate the Katahdin region and downtown Millinocket as a destination to "Live. Work. Play." Momentum is a powerful force as investment inevitably follows investment.

Sincerely,



Nolan H. Tanous, Esq.

April 12, 2016

Lisa Leahy, Associate Executive Director  
State of Maine  
ConnectME Authority  
145 Statehouse Station  
Augusta, ME 04333-0145

Dear Ms. Leahy,

I am writing on behalf of The Nature Conservancy, Maine Chapter to express support for “Our Katahdin’s” application to the ConnectME program. As a conservation landowner of significant acreage in the Katahdin area since 2002, TNC is closely engaged with the local communities and has learned firsthand about the pressing economic redevelopment needs of the region.

It is exciting to think that the ConnectME program could provide the region with a robust plan toward fiber-optic connectivity that would allow the region to effectively pursue private and public financing. Downtown Millinocket is the ideal location to target this effort. Clearly the region offers many assets for economic development of local businesses including natural resources like forests and water that contribute to both industry and other businesses like tourism based on natural assets, local cultural and recreational opportunities.

Our recent work with local individuals and groups indicates a growing level of collaboration among community groups and businesses of the Katahdin region that are committed to restoring downtown Millinocket to its once vibrant self. A vibrant downtown is required to attract people and business to the area and world class connectivity would do a lot for this effort. We look forward to seeing this effort move forward and continuing our engagement in efforts to revitalize the Katahdin region.

Sincerely,



Bill Patterson  
Northern Maine Program Manager