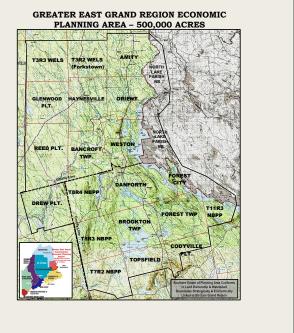


Greater East Grand Region

- Citizen-designated based on heritage, demographics, businesses, and economic interests
- · EGS student distribution
- East Grand Health Center patient distribution
- Danforth as service center and distance from Lincoln, Houlton, Calais
- River, lake, forest and farmland based enterprises



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The GEGR Region Vision

- New business and employment opportunities through investment and peer-to-peer support for existing businesses and entrepreneurs.
- Four-season recreational tourism is a positive economic driver and supporter of existing businesses.
- Youth are supported to pursue their aspirations and actively involved in the community.
- Young adults have chosen to remain or return "home" because of the region's positive support and career opportunities.
- New families have moved to the region because of the excellent education, welcoming community and job opportunities.
- Elders are able to successfully "thrive in place."

High-speed, affordable broadband is one of the most important infrastructure investments to attract and retain people and businesses to the region.

Three-Year Economic Development Goals

- Goal A Economic Vitality
 - Stable local businesses and investment in entrepreneurs
- Goal B Workforce Development
 - an educated, reliable workforce for local businesses
- Goal C Vibrant Communities
 - attract visitors, welcome newcomers, support residents
- Goad D GEGEC Value
 - Grow capacity and demonstrate value across the region

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GEGR Broadband Planning

Dwayne Young, Task Force Chair Sarah Strickland, Project Manager Angela Cowger - Project Coordinator



- 2020 Phase 1
 - Community need
 - Preliminary mapping
 - Speed testing
 - Vendor meetings
- 2021 to Present Phase 2
 - Mission Broadband retained
 - Understand feasibility through RFP and Vendor proposals
 - Invite towns to make decisions about a regional approach.

The Mission Broadband Team

John Dougherty, VP and General Manager Mark Van Loan, Network Engineer Jean Santora, Project Manager

Mission

To bring equitable broadband access to every citizen by helping communities navigate the process of expanding and enhancing broadband connectivity.



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RFP Results

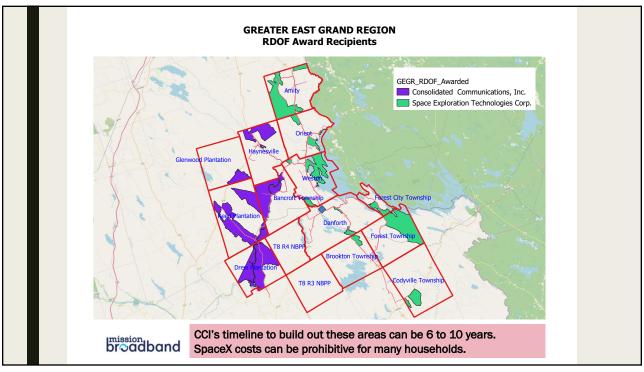
What model/design is proposed? What are the features of the network? What is the estimated cost to build out what is proposed?

6 Proposals Received

- Sertex
- Pioneer (incomplete)
- Charter/Spectrum
- Consolidated (CCI)
- Axiom
- Wireless Partners

Highlights

- Different ownership models
- Future-proof varies based on technology
- Universal access
- No hybrid approaches proposed
- Different customer price tiers
- \$3.4M to \$17M to build the network based on provider model, technology and features (Late Fall 2021 pricing)



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Proposals are for a Regional Network. They can be grouped into 3 Categories

- 1. Expand Existing Private ISP Network work with existing (incumbent) ISPs to expand service to unserved and underserved areas.
 - Spectrum, CCI, Pioneer, Wireless Partners
- 2. Establish a new Municipal Utility District (MUD) fiber to the home (FTTH) network built by a private ISP.
 - Sertex, Axiom
- **3.** Join Downeast Broadband Utility (BDU) Explore joining the Calais/Baileyville fiber to the home (FTTH) network.

Goals Used to Compare Proposals

- Universal Service internet service available to everyone who wants it and is currently on the electrical grid. If there is an utility pole, we want fiber access on it.
- Affordable Service Affordable is a relative term. The cost of internet service is connected with upload and download speeds. Having a speed/price option that is affordable for everyone is the goal. Choosing a provider who can deliver speeds that are eligible for federal/state grants is necessary.
- Future-ready Like affordable, future-ready is a relative term. For something to be future-proof or future-ready, it must retain value into the distant future and not become obsolete. In particular, it should be able to keep up with demand for and deliver faster speeds over time. The technology that is deployed should last for 20+ years and not need to be replaced.
- **Reliable** The Task Force wants to ensure that children can access the internet at home to do their homework, telehealth is available to everyone who needs it, businesses can use the applications and software they need to operate without service slowing down, dropping off or otherwise being unavailable when it is needed.

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PART 2 PROPOSAL OVERVIEW BY GOAL

Provider by Goal

ISP	Universal Access	Future-Ready for 20+ year	Reliability (highest speed)	MUD* Ownership Option?
Wireless Partners	Yes	No Wireless cell dependent	100/20	No
Spectrum	No Missing Drew, Reed, Glenwood	No Partial cable dependent	1G/500	No 10 yr franchise by each town
CCI	Yes	Yes 1G/1G		No CCI owns drops
Pioneer**	Yes	Yes	1G/1G	Unclear
Sertex	Yes	Yes	1G/1G	Yes
Axiom	Yes	Yes	1G/1G	Yes

^{*} MUD - Municipal-Owned Utility District

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Affordability

Household Monthly Plans				
ISP	Lowest Speed	Monthly Rate		
Spectrum	30/4	\$17.95		
Sertex	1G/1G	\$29.95		
CCI	50/50	\$50.00		
Axiom	50/50	\$59.95		
Pioneer	100/100	\$59.95		
Wireless Ptn	50/10	\$79.95		

•	Many households will be eligible for the federal \$30 credit on
	their monthly internet bill.

An additional \$9.95 credit for LifeLine services may also be available.

Household Monthly Plans				
ISP	Highest Speed	Monthly Rate		
Spectrum	1G/500	\$134.99*		
Sertex	1G/1G	\$29.95*		
CCI	1G/1G	\$95.00		
Axiom	250/250	\$109.95		
Pioneer	1G/1G	\$179.95		
Wireless	100/20	\$99.95		

^{**} Pioneer information needs to be verified

Eligible households apply directly on-line.

The credit is applied through the provider's invoice.

^{*} Spectrum's Bulk Rate for some towns would be \$33.50+T/F

* Sertex 2 year intro price \$19.95

• Axiom seasonal prices are paid in full for a discount. < 6 mos service

• Pioneer price from website, not proposal

Estimated Price to Build*

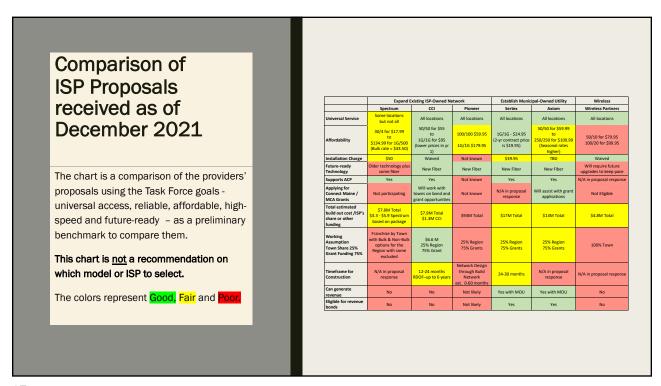
ISP	ISP Owned	Municipal Owned	Price to Build (in millions)	Region's Investment (in millions)
Spectrum	X		Option 1: \$7.6 Option 2: \$4.4**	Option 1: \$1.7 **Option 2: \$1.1
Wireless Partners	Χ		\$4.8	\$4.8
CCI	X		\$7.9	\$6.6
Axiom		Χ	\$13.0	\$13.0
Sertex		X	\$17.0	\$17.0
Pioneer***	-	-	\$93.0	\$93.0

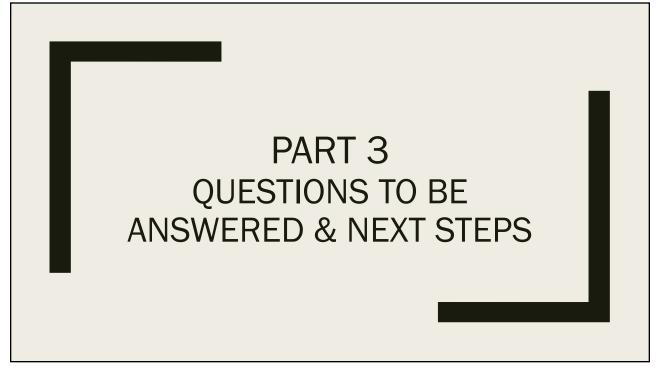
^{*} As of December 2021

ISPs that responded to RFP	Pros	Cons
	* Very large experienced company.	* Does not provide 100% coverage.
Spectrum	* Lowest cost option to expand service.	* Existing network is not future facing.
эресиин	* Complete turnkey solution (non-bulk)	* Bulk deal on individual town basis only.
		* No control over quality of service.
	* Full fiber network to every structure.	* CCI will own the drops and access to homes.
ccı	* Complete turnkey solution.	* Possible future sale of CCI.
CCI	* Large experienced company.	* No open access possibility.
	* Lowest cost for full fiber network.	* No control over quality of service.
	* Well respected local company.	* Initial response provided no cost details for evaluation.
Pioneer	* Familiar with region and people.	* Did propose a design cost of \$150,000 to determine cost of
	* Supports open access	network.
		* \$93M estimate provided in 2 nd conversation 6 times more
		than other proposals
	* Full fiber network to every structure.	* Most expensive proposal.
Sertex	* Complete turnkey solution.	* No local presence.
Sertex	* Future facing technology.	* Requires municipal bonding.
	* Strong construction experience.	* May be light in Network Operator experience.
	* Full fiber network to every structure.	* Per subscriber costs are very high.
Axiom	* Complete turnkey solution.	* Limited experience with project this size.
	* Focus is on rural Maine communities.	
	* Lowest cost option for full coverage.	* Highest speed offered is 100/20
Wireless Partners	* Complete turnkey solution.	* Prices are high in comparison.
	* Faster rollout than fiber.	* Not future-facing; will require upgrade within a few years.
	* Very experienced wireless provider.	* Cell Tower placement may be a line-of-sight, aesthetic problem for some people.

 $^{{\}rm **} \ {\rm Bulk} \ {\rm Option} \ {\rm 2} \ {\rm not} \ {\rm available} \ {\rm to} \ {\rm Weston} \ {\rm and} \ {\rm Danforth}; \ {\rm proposal} \ {\rm does} \ {\rm not} \ {\rm include} \ {\rm Drew}, \ {\rm Reed}, \ {\rm Glenwood}$

^{***}All Pioneer information needs to be verified.





Scenarios to Consider

Town decides to pursue Broadband Expansion independently			Town decides to be a part of the Regional Effort
Scenario A	Scenario B	Scenario C	Scenario D
Status Quo	RDOF*	SOLO/COUNTY	REGIONAL
Town chooses to not participate because high speed broadband is adequate or is not a priority.	Town decides to work with the RDOF provider, not with the region.	Town decides to pursue a separate broadband planning project on its own or with another planning entity like a county.	Town decides to continue to be a part of the regional effort and the upcoming decisions about provider, ownership and financing options.

^{*}RDOF: Rural Digital Opportunity Fund – an FCC auction where providers are awarded federal funds to build out broadband networks in remote rural areas. CCI and SpaceX were awarded territories in the GEGR in 2020 and have to 2028 to complete their commitment.

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Questions to be answered to move forward.

- What is it going to cost towns?
- How likely will we be to get grant funding to cover that cost?
- What are the pros/cons of owning the network?
- Is there an option to join Downeast Broadband Utility?
- Is there an opportunity for the towns to generate revenue from an MUD approach?
- What is the timeline to complete the project?
- What are the next steps to keep this moving forward?

Next Steps - May/June

- Door-to-door survey across Region: take-rate, speed test, education resources
- Begin Broadband Business Model Review Team
 - Town representatives, volunteer from Machias Savings Bank, Mission Broadband, Dwayne Young, Sarah Strickland
- Team Responsibilities
 - Full evaluation of proposals and follow-up discussions with ISPs
 - Meet with Downeast Broadband Utility
 - Rank order and/or eliminate proposals based on project goals
 - Preliminary financial analysis based on take-rate data, funding sources and financing assumptions for selected ISP proposals.
 - Preliminary recommendations back to Towns by July Select Board/Council meetings

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By October

- Finalize which towns in the region will move forward as part of the region wide broadband plan.
- Work with our consultants and state resources to stay current on grants and funding opportunities. Once the participating towns are known the specifics of a grant request and other applications for funding support will be drafted.
- Have final recommendations ready for review and decisions by the towns and unorganized territories no later than September 2022.
- Presentations, special town meetings and/or warrant meetings will follow in the Fall and early Winter.