

## Broadband USA Application Database

**Applicant Name:** Bretton Woods Telephone Company

**Project Title:** Last Mile Remote Area - Bretton Woods, NH

**Project Type:** Last Mile Remote Area

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### Executive Summary

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Bretton Woods Telephone Company, Inc. (BWTC), a previous borrower [REDACTED] of Title II of the Rural Electrification Act of 1936, has a shovel-ready broadband infrastructure —Last Mile Remote Area Project to provide improved broadband access to the end users in the Bretton Woods community, which is a remote area in northern New Hampshire, as classified by the NOFA, since it is an unserved, rural area 50 miles from the limits of a non-rural area. The proposed service area is geographically challenged being located in the heart of The White Mountains National Forest. BWTC is a qualified applicant for the BIP program since it is a for-profit corporation.

The 100% grant request is based on the qualifications of the project as remote and unserved since the proposed funded service area, which is composed of 57 contiguous census block groups, have at least 90 percent of the households in the proposed funded service area lacking access to facilities-based, terrestrial broadband service, either fixed or mobile, at the minimum broadband transmission speed of 768 kbps down and 200 up. If granted, this \$985,000 grant would allow 100% of the customers in the Census Block Groups (CBGs) to receive two-way broadband service of [REDACTED] Mbps which would pass by 386 households, 19 businesses, and 6 community anchor institutions.

While the Bretton Woods community does not currently have its own police or fire department, this project would provide broadband facilities to the default location [REDACTED] as well as numerous other common areas. A discounted broadband service program has been developed for police and fire departments should either be developed in the future.

All 57 of the CBGs qualify as remote, because 100% of the CBGs, as confirmed by the latest decennial census of the Bureau of the Census are more than fifty miles from any city, town or incorporated area that has a population of greater than 20,000 inhabitants or an urbanized area contiguous and adjacent to a city or town that has a population of greater than 50,000 inhabitants.

The project would be designed to construct a fiber to the premise (FTTP) network using Ethernet technology to provide broadband service. This platform would allow high speed broadband service to receive [REDACTED] Mbps if desired by the customer. Although not included in this grant (but relevant to make certain the last mile service can have an actual connection to the internet), in order to provide sufficient bandwidth access to the internet, BWTC is in discussions with [REDACTED] to provide sufficient middle mile service to accommodate the service.

The proposed project will be consistent with the Nondiscrimination and Interconnection

Obligations because BWTC:

- Will adhere to the principles contained in the FCC's 2005 Broadband Policy Statement. Please note that the FCC did not adopt rules in their policy statement. Rather, they adopted principles that are subject to reasonable network management.
- Will not show favoritism to any lawful Internet application or content over others.
- Will display network management policies in a prominent location on BWTC's web page and will provide notice to customers on any changes to these policies via the web page, once the web page construction is complete.
- Currently connects and will continue to connect to the public Internet directly or indirectly, and
- Will offer interconnection, where technically feasible without exceeding current or reasonably anticipated capacity limitations, on reasonable rates and terms as specified in the tariff.

BWTC is a highly qualified applicant. The management team at Bretton Woods [REDACTED] knows how to build and deliver quality service to customers as he has successfully operated a telephone company for over 22 years in the Bretton Woods area including through several economic downturns of the economy, such as is being experienced currently. Although the BWTC team is small, it has successfully grown the telecommunications company over the years from 261 access lines in 1991 to 902 access lines currently.

This project seeks to provide the residents, employees, and visitors to the Bretton Woods community the opportunity to have access to the internet at higher speeds in order to improve the quality and availability of health care, education, government services, correspond with others, and to add options for personal entertainment. We realize that the national broadband network is only as strong as its weakest link. At this point, the weakest link is the last mile that connects people to the internet. If the last mile is nonexistent or substandard, the opportunity to connect all Americans cannot be realized.

Tourism is one of the main focuses of the Bretton Woods' economy and without high speed internet many visitors will not select our community. Installing a high speed broadband system will encourage tourism which can substantially improve our local economy. Visitors will be able to stay in Bretton Woods while remaining connected to their businesses at home.

While the expected subscriber projection of [REDACTED] for the project may not sound significant, this service will also be accessible to numerous transient visitors in the area which is extremely important given the tourism business that our community so greatly relies upon.

The economy of northern New Hampshire is currently severely depressed and economic development has come to a complete standstill. This project would provide immediate jobs in the New Hampshire area for the contractors performing the work since we plan to hire a local contractor to do the project, the individuals building the fiber cable and electronics and the local BWTC employees. In addition, by aiding the tourism business, this project would greatly benefit the local employees in the area, by increasing potential jobs related to the tourism industry.

It is estimated that 4 jobs will be saved and 7 jobs will be created during the installation process. However, after availability of a high-speed network at the ██████ Resort, the potential of saving jobs there may be 700+ employees.

BWTC has all of the permits, rights-of-way and authorizations necessary to begin this project and has already spoken with ██████ contractors who have provided preliminary estimates to compete for the work on a bid basis. Both contractors have performed excellent quality work for BWTC previously and would be able to complete the project within the two year required time frame.

This grant would not be used for any of the ineligible purposes such as to fund operating expense, acquisition expenses, etc. as defined in the NOFA.

Since this grant request is for less than \$1 million, BWTC was not required to obtain the certification from a professional engineer which is required for projects exceeding the \$1 million threshold; however, BWTC has already worked with and intends to continue to work with a professional engineer build the FTTP facilities as underground facilities in conduit to provide a high-quality broadband network.

BWTC believes it qualifies for the BIP grant because of the following:

- BWTC is submitting a complete application.
- BWTC will be able to complete this project in less than two years.
- After completion of this project, BWTC will provide service far exceeding the definition of Broadband as defined in the NOFA.
- BWTC's project is technically feasible using an existing technology that has been proven to work in many existing projects worldwide.
- BWTC commits to all of the Nondiscrimination and Interconnection Obligations defined in the NOFA.
- BWTC commits to meeting the coverage obligations for the CBGs requested.
- BWTC's project would provide service to an eligible service area as defined by the Recovery Act and NOFA.
- BWTC's proposed service area in BWTC's application is, to the best of our knowledge, not one that has a request for BIP grants. BWTC is aware that if another applicant applies for the CBGs requested in our grant, the application with the highest score will be funded first for a particular service area.
- BWTC guarantees that all project costs would be fully funded if this 100% grant BIP funding is approved.
- BWTC's project is financially feasible and sustainable as part of BWTC's on-going telecommunications operations.

BWTC has spoken to the ██████ and have received letters from all above supporting this application.

Therefore, based on the above, BWTC believes it is eligible for the BIP grant of \$985,000 and extremely qualified to provide high-quality broadband service to the Bretton Woods community but also to those visitors to the northern New Hampshire area.