

## Opportunities the Proposed System Seeks to Address

Ben Lomand Communications, LLC's proposed Fiber to the Premises (FTTP) project will provide broadband services to households, businesses, and key community organizations that are currently [REDACTED]. These broadband services will create the potential for increased business growth, public services, public safety, and quality of life for the town and rural residents of Manchester.

## A General Description of the Proposed Funded Service Areas

The proposed project will provide broadband services to the following communities:

Manchester (town and rural)      Population: [REDACTED]      Status: [REDACTED]

## Number of Households and Businesses Passed

The following is a summary of the number of households and businesses passed by the proposed project. With funding for this project, Ben Lomand Communications, LLC will be able to provide broadband services to all of these households and businesses.

Household Quantity Passed: [REDACTED]

Business Quantity Passed: [REDACTED]

The household quantities utilized throughout the application are based on Ben Lomand Communications, LLC's actual maps and records for the proposed serving areas.

## Number of Community Anchor Institutions, Public Safety Entities, and Critical Community Organizations Passed and/or Involved with Project

Ben Lomand Communications, LLC's FTTP project will pass [REDACTED] strategic institutions including community anchor institutions, public safety entities, and critical community organizations. Through the broadband services and enhanced communications capabilities, the FTTP project will greatly improve the ability of these key community organizations to provide public services.

## Proposed Services and Applications for the Proposed Funded Service Areas and Users

FTTP technology will enable Ben Lomand Communications, LLC the ability to offer a variety of communications and entertainment services, including interactive two-way broadband services, carrier-class telephony, digital multimedia and VoIP. Once a fiber distribution network is constructed, bandwidth is limited only by the electronics that are placed on the fiber. Ben Lomand Communications, LLC will not only be able to continue to provide the "triple play" services residents, businesses, and public institutions want today but also will create a system that can easily be upgraded in the future as the end user's needs evolve.

## Approach to Addressing the Non-discrimination and Interconnection Obligations

The network will be available to any and all end-users that subscribe to the service(s) provided by the service provider, assuming that they are in good standing. The proposed network will not discriminate against any lawful Internet applications or content. The proposed network will not be a private network from the standpoint that it will be utilized by the end users and the World Wide Web. However, the proposed network could be used as a private network for businesses that span multiple locations.

#### Type of Broadband System that will be Deployed

Ben Lomand Communications, LLC is proposing to construct a FTTP outside plant and electronics network infrastructure. The FTTP network architecture would provide the customers of Ben Lomand Communications, LLC access to broadband data services, voice and multimedia over one unified transport. It is Ben Lomand Communications, LLC's intent to deliver the highest quality and the broadest range of telecommunications services that are available today, as well as, the maximum bandwidth to their subscribers. Services that will be available include high-speed Internet access, digital multimedia, and voice telephone services.

#### Qualifications of the Applicant that Demonstrate the Ability to Implement and Operate a Broadband Infrastructure, and/or be a Sustainable Broadband Services Provider

Ben Lomand Communications, LLC has a proven reputation of deploying applications that can reduce operating costs, increase services, improve customer satisfaction and increase revenue generation. Ben Lomand Communications, LLC has provided telecommunications services to Coffee, Grundy, Warren, Van Buren and White Counties in Tennessee the since 1950 and is headquartered in McMinnville, Tennessee. Ben Lomand Communications, LLC is led by experienced key staff that can manage their established organization to successfully implement and operate the proposed broadband infrastructure. Key information demonstrating the qualifications of Company have been included in the application.

#### Overall Infrastructure Cost of the Broadband System

The overall infrastructure cost of the broadband system is \$34,723,934.

#### Overall Expected subscriber Projections for the Project

The following is a summary of the five year broadband subscriber projections.



#### Number of Jobs Estimated to be Created or Saved as a Result of this Project

The FTTP project is estimated to create and save a significant number of jobs. These include jobs required for the construction of the outside plant network and installation of the network electronics. These jobs have been estimated based on the requirements of the project scope. Additionally, the broadband services will provide an opportunity for business and organizations to grow within the funded service area

The FTTP project construction is estimated to require [REDACTED] man-days. Additionally a support letter from the United Regional Medical Center indicates that [REDACTED] jobs would be added as a result of this FTTP project. Ben Lomand Communications, LLC anticipates similar job impacts in other areas of the communities that will be served by this project. This number of man-days work requirements and job impacts will have a great economical impact to this rural area.