

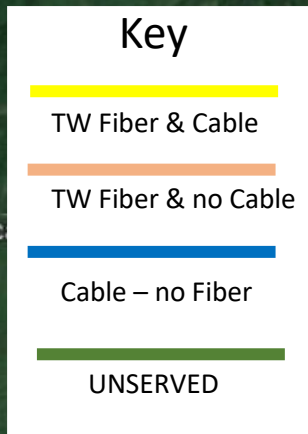


100% FTTH Plan – Presentation 2.8.22

RFI – OBJECTIVES:

- 100% Fiber to the Home (FTTH) project
- 10 Gig GPON and Active E Fiber Optic Network
- Minimum build standard:
 - 100 x100 Mbps minimum service level at each location
 - with 1 Gig capacity to subscribers throughout entire network
- Phase 1 - Priority - UNSERVED areas
 - 103 unserved addresses Damariscotta
 - 99 unserved addresses Newcastle
 - Apply for ConnectME Grant for UNSERVED – Spring 2022
- Phase 2 – develop funding & business model strategies with the Towns for TW to build out the remaining FTTH network to all UNDER-SERVED areas (“cable overbuild”)

DAMARISCOTTA



NEWCASTLE

Key

TW Fiber & Cable

TW Fiber – no Cable

Cable – no Fiber

UNSERVED

CCI area



Damariscotta Analysis								
Map Color Key		Existing Tidewater FTTH & Cable TV	Existing Tidewater FTTH & uncabled	Existing Spectrum Cable TV & no FTTH	Existing Spectrum Cable TV & no FTTH within CCI territory	TOWN DATA Unserved	Unserved within CCI territory	Total
Miles		16.30	0.70	20.80		4.80		42.60
Potential Subscriber Locations		938	9	580	0	103	0	1,630
Potential Subscriber Locations per Mile		58	13	28		15		38
Existing Subscribers		132						0.00
Existing Market Share		0%	0%	0%		0%		
Target Market Share		50%	80%	40%	40%	80%	80%	49%
Target Subscriber Quantity		469	7	232	0	82	0	791
Over-Lash only Construction per Mile	\$20,000			\$416,000		\$96,000		\$512,000
Strand & Over-Lash Construction per Mile	\$25,000				\$0		\$0	\$0
Poles per Mile	33				0		0	
Make-Ready per Pole	\$400				\$0		\$0	\$0
Drop/ONT/CO Optical-Electronics per Subscriber	\$1,500	\$703,500		\$348,000		\$123,600		\$471,600
Additional CO Cost	33%	\$232,155		\$252,120		\$72,468		\$324,588
SUB TOTAL		\$935,655		\$1,016,120		\$292,068		\$1,308,188
Admin/Legal	2%			\$20,322		\$5,841		\$26,164
Project inspection fees	2%			\$20,322		\$5,841		\$26,164
Engineering fees	10%			\$101,612		\$29,207		\$130,819
Contingencies	5%			\$50,806		\$14,603		\$65,409
Total CAPEX			\$0	\$1,209,183	\$0	\$347,561	\$0	\$1,556,744
CAPEX per Potential Subscriber				\$2,085		\$3,374		\$2,279

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Newcastle Analysis - 100% FTTH									
Map Color Key		Existing Tidewater FTTH & Cable TV	Existing Tidewater FTTH & uncabled	Existing Spectrum Cable TV & no FTTH	Existing Spectrum Cable TV & no FTTH within CCI territory	TOWN DATA Unserved	Unserved within CCI territory	Total	New Fiber Build miles
Miles		13.60	2.00	29.90	2.20	4.10	0.31	52.11	36.51
Potential Subscriber Locations		374	31	691	38	97	2	1,233	
Potential Subscriber Locations per Mile		28	16	23	17	18	7	24	
	Existing Subscribers	97						0.00	
	Existing Market Share	0%	0%	0%		0%			
	Target Market Share	50%	80%	40%	40%	80%	80%	47%	
Target Subscriber Quantity		187	25	276	15	78	2	583	
Over-Lash only Construction per Mile	\$20,000			\$598,000		\$82,000		\$680,000	
Strand & Over-Lash Construction per Mile	\$25,000				\$55,000		\$7,750	\$62,750	
Poles per Mile	33				73		10		
Make-Ready per Pole	\$400				\$29,040		\$4,092	\$33,132	
Drop/ONT/CO Optical-Electronics per Subscriber	\$1,500	\$280,500		\$414,600	\$22,800	\$116,400	\$2,604	\$556,404	
Additional CO Cost	33%	\$92,565		\$334,158	\$35,281	\$65,472	\$4,771	\$439,682	
SUB TOTAL		\$373,065		\$1,346,758	\$142,194	\$263,872	\$19,227	\$1,772,051	
Admin/Legal	2%			\$26,935	\$2,844	\$5,277	\$385	\$35,441	
Project inspection fees	2%			\$26,935	\$2,844	\$5,277	\$385	\$35,441	
Engineering fees	10%			\$134,676	\$14,219	\$26,387	\$1,923	\$177,205	
Contingencies	5%			\$67,338	\$7,110	\$13,194	\$961	\$88,603	
Total CAPEX			\$0	\$1,602,642	\$169,211	\$314,008	\$22,880	\$2,108,740	
CAPEX per Potential Subscriber				\$2,319	\$4,453	\$3,237	\$10,544	\$2,546	

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SUMMARY

CONNECTME Definitions:

UNSERVED:

Less than 50 x 10 Mbps

SERVED:

At least 50 x 10 Mbps

Fully SERVED:

Greater than 50 x 10, with a minimum 100 x 100 Mbps available at each location

UNDERSERVED:

Greater than 50 x 10, but less than 100 x 100 Mbps
Minimum at each location

Damariscotta			
Fully SERVED (100 x 100 Mbps min.) FIBER Available	Served (50 x 100 Mbps min) Cable Only (no fiber)	Unserved No fiber No Cable	
947 addresses 17 miles	580 addresses 20.8 miles	103 addresses 4.8 miles	
Cost to reach 100% FTTH	\$1,209,183	\$347,561	Total 100% FTTH \$1,556,744
Cost per address	\$2,085	\$3,374	

Newcastle			
Fully SERVED (100 x 100 Mbps min.) FIBER Available	Served (least 50 x 100 Mbps min) Cable Only (no fiber)	Unserved No fiber No Cable	
405 addresses 15.6 miles	729 addresses 32.1 miles	99 addresses 4.41 miles	
Cost to reach 100% FTTH	\$1,771,853	\$336,888	Total 100% FTTH \$2,108,741
Cost per address	\$2,431	\$3,403	

Damariscotta

100% FTTB cost: \$1,556,744

ConnectME Grant - possible eligible addresses							
UNSERVED < 50 x 10 Mbps	locations 103	Cost per location \$3,374		Cost \$347,561		Total \$347,561	
			CME grant	40%		\$139,024	
		Cost per location after town \$ & TW \$	Town \$ TW \$	30.0% 30.0%		\$104,268 \$104,268	
		\$1,350					
UNDER Served > 50 x 10 but < 100 x 100 Mbps	??						
	Remaining CAPEX required for 100% FTTH -- MULTI-YR Build Out						
					Town %	50%	\$604,591
					Tidewater	50%	\$604,591
	Total Remaining CAPEX						\$1,209,183

Phase 1
ConnectME
Grant
Spring 2022

PHASE 2
Cable
Overbuild Planning
with Towns

ConnectME
Grant for just
UNSERVED
addresses

Newcastle

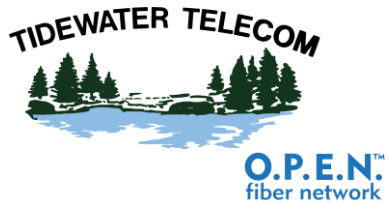
100% FTTB cost: \$2,108,741

ConnectME Grant - possible eligible addresses							
UNSERVED < 50 x 10 Mbps	locations 99	Cost per location \$3,403		Cost \$314,008	Cost \$22,880	Total \$336,888	
			CME grant	40%		\$134,755	
		Cost per location after town \$ & TW \$ \$1,361	Town \$ TW \$	30.0% 30.0%		\$101,066 \$101,066	
UNDER Served > 50 x 10 but < 100 x 100 Mbps		??					
	Remaining CAPEX required for 100% FTTH -- MULTI-YR Build Out						
					Town %	50%	\$885,926
					Tidewater %	50%	\$885,926
	Total Remaining CAPEX						\$1,771,853

Phase 1
ConnectME
Grant
Spring 2022

PHASE 2
Cable
Overbuild Planning
with Towns

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NEXT STEPS

Phase 1 – ConnectME (CME) grant application – Spring 2022

- Both Select Bds vote to pursue CME grant with Tidewater.
 - Towns and TW each provide 50% of grant match funding.
- Tidewater will take lead on compiling & submitting CME grant app.
 - with support from Towns as needed (data collection, supporting docs, letters of commitment, etc.).
- *CME Grant app due – March 20, 2022.*

Phase 2 – Planning for multi-yr. “cable overbuild” for 100% FTTH

- April – June 2022 – TW & Towns work together to refine the “cable overbuild” plan.
 - Including identifying potential funding sources that can reduce the capital commitments on the Towns and TW.
- July – Sept 2022 – Develop MOU and “draft” contract for TW & the Towns.
- Fall 2022 – Towns begin necessary steps to secure funding needed for Phase 2.
 - Secure Sel. Bd & Town Budgetary approval; hold Town votes as needed.
 - Sign Phase 2 contract with Tidewater.
 - Apply for state/federal grants as available & other capital sources as needed & approved (Municipal Bonds, etc.).