

ATTACHMENT H – Broadband Subscriber Estimates

Instructions: Using the table below, please estimate the number of subscribers for each distinct type of service offering on a quarterly basis over the five year forecast period. Combine all service pricing tiers of broadband data services into a single service offering. The subscriber projections must be described separately by the type of services offered, and by type of entity (households, businesses, “strategic institutions” - i.e., critical community facilities, community anchor institutions, and public safety entities) to which services are offered. For last mile subscribers, please also provide, on a separate sheet, your estimated take rate (the percentage of total customers passed who will subscribe to your service), along with a brief description of the methodology used to forecast these subscribers/take rates. Middle mile applicants should indicate their subscriber forecasts in terms of the entities served via the last mile service providers, community anchor institutions, or public safety entities that are connected to their middle mile network. Middle mile applicants should also provide a reasoned basis for these subscriber forecasts (e.g., agreements in principle with existing or planned last mile service providers, market studies, etc).

| Household Subscribers <i>Service Type #1</i> | YEAR | YEAR 1 | | | | YEAR 2 | | | | YEAR 3 | | | | YEAR 4 | | | | YEAR 5 | | | |
|---|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 0 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 |
| Net add-ons | | | | | | | | | | | | | | | | | | | | | |
| Cumulative subscribers | | | | | | | | | | | | | | | | | | | | | |
| <i>Service Type #2</i> | | | | | | | | | | | | | | | | | | | | | |
| Net add-ons | | | | | | | | | | | | | | | | | | | | | |
| Cumulative subscribers | | | | | | | | | | | | | | | | | | | | | |
| <i>Service Type #3</i> | | | | | | | | | | | | | | | | | | | | | |
| Net add-ons | | | | | | | | | | | | | | | | | | | | | |
| Cumulative subscribers | | | | | | | | | | | | | | | | | | | | | |

| Business Customers <i>Service Type #1</i> | YEAR | YEAR 1 | | | | YEAR 2 | | | | YEAR 3 | | | | YEAR 4 | | | | YEAR 5 | | | |
|--|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 0 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 |
| Net add-ons | | | | | | | | | | | | | | | | | | | | | |
| Cumulative subscribers | | | | | | | | | | | | | | | | | | | | | |
| <i>Service Type #2</i> | | | | | | | | | | | | | | | | | | | | | |
| Net add-ons | | | | | | | | | | | | | | | | | | | | | |
| Cumulative subscribers | | | | | | | | | | | | | | | | | | | | | |
| <i>Service Type #3</i> | | | | | | | | | | | | | | | | | | | | | |
| Net add-ons | | | | | | | | | | | | | | | | | | | | | |
| Cumulative subscribers | | | | | | | | | | | | | | | | | | | | | |

