

APPENDIX A

Application Requirements and Guidelines

I. Background

The California Advanced Services Fund (CASF), a two year program established by the Commission on December 20, 2007, under D.07-12-054, provides matching funding for the deployment of broadband infrastructure in unserved and underserved areas of California to qualifying applicants. The funding will be used for projects that will first provide broadband services to areas currently without broadband access or with access only to dial-up service or satellite; and then second, build out facilities in underserved areas if funds are still available. Applications for CASF funding will be considered beginning July 24, 2008.³⁰

\$100 million in funding is available for qualifying projects over a two year period.

II. Definitions

An “unserved” area is an area that is not served by any form of facilities-based broadband, such that Internet connectivity is available only through dial-up service or satellite.

An “underserved” area is an area where broadband is available, but no facilities-based provider offers service at speeds of at least 3 MBPS download and 1 MBPS upload.

III. Who May Apply

CASF funding is limited to entities with a Certificate of Public Convenience and Necessity (CPCN) that qualify as a “telephone corporation” as defined under Public Utilities Code §234 or wireless carriers who are registered with the Commission. Wireless carriers need not obtain a CPCN to qualify for CASF funding. An entity who has a pending CPCN application to provide service as a “telephone corporation” may submit a request for CASF funding subject to approval of its CPCN. CASF funding is also available to a consortium as long as the lead financial agent for the consortium is an entity holding a CPCN or a wireless carrier registered with the CPUC.

Applicants are also encouraged to offer basic voice service to customers within the service area of the broadband deployment subject to the CASF award. Any such voice service offering must, at a minimum, meet FCC standards for E-911 service and battery back-up supply.³¹ For purposes of the CASF, “basic service” is defined to include any form of voice-grade service including that offered through a wireless or VOIP service.³²

³⁰ This revision supersedes the June 2, 2008 deadline for submission of applications as set forth in D.07-12-054

³¹ D.07-12-054, OP 16, pp. 62-63, mimeo

³² D.07-12-054, COL 13, p. 59, mimeo

IV. Information Required From Applicants

Applicants are required to submit the following information to the Commission for each proposed broadband project (each "broadband project" is defined as deployment encompassing a single contiguous group of Census Block Groups (CBGs)).

Each item will be listed and submitted as a document, unless otherwise specified, and in some cases also as data entered directly.

1. CPCN / U-Number / CPUC Registration Proof:

(As a single document)

- Applicant's U-Number and/or Proof of applicant's Certificate of Public Convenience and Necessity (CPCN)
- In the absence of a CPCN - Proof of CPCN application pending approval, or CPCN application number.
- Wireless Carriers - CPUC Registration Number

2. CASF Key Contact Information:

- First Name
- Last Name
- Address Line1
- Address Line2
- City
- State
- ZIP
- Email
- Phone

3. Key Company Officers (list up to 5):

- Position Title
- First Name
- Last Name
- Email
- Phone Number

4. Current Broadband Infrastructure Description:

- Description of the provider’s current broadband infrastructure and/or telephone service area within 5 miles of the proposed project, if applicable.

5. Current Broadband Infrastructure Shapefile:

- Shapefile (.shp) ³³ of current service area. ³⁴

6. Proposed Broadband Project Description:

- Description of proposed broadband project plan for which CASF funding is being requested, including:
- Project size (in square miles)
- Download speed capabilities of proposed facilities
- Upload speed capabilities of proposed facilities

The proposed broadband description should include a description of the type of technology to be provided in the proposed service areas.

The Commission established benchmark speed standards of 3 MBPS download and 1 MBPS upload. Applicants may propose lower speeds; speed will be a criteria considered in evaluating the applications with higher speeds being preferable.

7. Proposed Broadband Project Location:

- Geographic locations by CBG(s) where broadband facilities will be deployed:
- List of CBG(s),
- Median household income for each CBG that intersects the proposed project, to be based on most current Census data available, and
- List of ZIP Code(s) that intersect the proposed project.

8. Proposed Broadband Project Location Shapefile:

- Shapefile (.shp) showing boundaries of the specific area to be served by the project.

9. Assertion of Unserved or Underserved Area:

- An explanation of the basis for asserting (i.e. reference to the California Broadband Task Force Report or other published reports) that, to the best of the applicant’s knowledge, the area is unserved or underserved.
This includes figures, in MBPS, of the current:

- (a) average download speed by CBG(s);
- (b) average download speed by ZIP Code(s);

³³ This file format is compatible with ArcGIS software used by the Commission.

³⁴ Pursuant to D.07-12-054: All information other than the location of the proposed project shall be kept confidential.

- (c) average upload speed by CBG(s); and
- (d) average upload speed by ZIP Code(s).

10. Estimated Potential Subscriber Size:

- Estimated number of potential broadband households (i.e. total occupied housing units) in proposed project location.
- Estimated number of potential broadband subscribers (i.e. total population) in proposed project location.
- Documentation of all assumptions and data sources used to compile estimates.

11. Deployment Schedule:

- Delineated schedule for deployment with commitment to complete build out within 24 months of the approval of the application. The schedule shall identify major prerequisite(s), construction, and any other milestones that can be verified by Commission staff. Milestones will be listed using the following format:
 - Milestone Start and Ending Date
 - Milestone Description
 - Milestone Comments
 - Milestone Risks
- In the event that you are unable to complete the proposed project within the 24-month timeframe, you must notify the CPUC as soon as you become aware of this prospect. Payment may be reduced for failure to satisfy this requirement.

12. Proposed Project Budget:

- Proposed budget for the project including:
 - a detailed breakdown of cost elements;
 - amount of cost elements;
 - availability of matching funds to be supplied by applicant;
 - amount of available funds from each individual funding source; and
 - the amount of CASF funds requested.

Note: At least 60% matching funds must be supplied by applicant.

13. Performance Bond Documentation:

- A copy of the executed bond, equal to the total amount payable under the CASF award, should be addressed to the Executive Director and to the Director of the Communications Division within five business days after effective date of the project award. An applicant that certifies that the 60% of the total project costs they are providing comes from their capital budget and

is *not* obtained from outside financing sources is not required to post a performance bond.

14. Proposed Pricing:

Proposed (initial year) monthly subscription fee for applicant's proposed broadband service(s). The monthly subscription fee should be the sum of all recurring rates and non-recurring charges the customer must pay to receive service during the initial year of service, expressed as a monthly average. All services upon which the monthly subscription fee is based should be clearly itemized. The monthly subscription fee should not include discounts or any other promotional offerings. The monthly subscription fee should represent the maximum amount that customers will pay, on average, for the duration that this price is committed (according to Item 15).

Also indicate, if any: service restrictions; option to bundle with other services; commitments; any requirements that customers must meet, or equipment that they must purchase or lease, in order to receive the service.

For each type and/or bundle of services that you propose to offer (or for each monthly subscription fee, if you propose to commit to more than one), provide the following:

- Proposed (initial year) monthly subscription fee for applicant's proposed broadband service(s).
- Initial service connection charges, if any;
- Other recurring rates;
- Other non-recurring charges;
- All services and equipment upon which the monthly subscription fee is based;
- Service restrictions; option to bundle with other services;
- Any commitments and/or requirements that customers must meet, or equipment they must purchase or lease, in order to receive service.

15. Price Commitment Period:

- The required Period of Commitment to which the initial price (listed in Item 14) is applicable for all households within the service area of the project. Minimum price guarantee period for each customer is one year;
- If you propose to require customer commitments to more than one monthly subscription fee (i.e., one amount for six months and a different amount for the next six months), list the duration and amount of each price guarantee separately (Note: you must make a separate showing for each amount in Item 14).

16. Financials - Financial Qualifications to Meet Commitments:

- Company Balance sheet as of latest available date

- Income statement covering the close of last year for which an annual report has been filed with the Commission up to the date of the balance sheet attached to the application (i.e. first bullet above).

17. If Providing Voice Service:

- Availability of voice service that meets FCC standards for E-911 service and battery back-up;
- Listing of types of voice services offered;
- Timeframe of voice offering(s).

18. CEQA Compliance:

- Agreement to provide, prior to the first 25% payment, Proponent's Environmental Assessment (PEA). The PEA submission should include information on any land crossing sites requiring discretionary or mandatory permits or environmental review pursuant to CEQA (include the type of permit required, the name of the permitting agency/agencies and the Lead Agency if an environmental review is required). Also agree to identify, prior to the first 25% payment, any other special permits required with a cross reference to the government agencies from which the permits will be required for the project.

19. Affidavit of Application's Accuracy

Applicants are required to submit an affidavit, under penalty of perjury, that to the best of their knowledge all the statements and representations made in the application information submitted is true and correct (Appendix C).³⁵

Applicants are encouraged to reference the Final Report of the California Broadband Task Force, January 2008, which is available at www.calink.ca.gov/taskforcereport/.

V. Submission and Timelines

Completed applications should be filed electronically at <http://www.cpuc.ca.gov/puc/> and a copy mailed separately to the Communications Division, Attn: California Advanced Services Fund. Since applications are not filed with the Commission's Docket Office, they will not be assigned proceeding number(s). The timeline for application submission and evaluation is as follows:

³⁵ Rule 1.1 of the Commission's Rule of Practice and Procedure.

<u>TIMELINE FOR SUBMISSION AND EVALUATION</u>		
From	To	Description
I. For Unserved Areas		
7/24/2008		Initial deadline to submit funding requests for unserved areas
7/31/2008		Areas applied for, by CBG's and shapefile, will be posted on the Commission's CASF website
8/14/2008		Deadline for submitting letter challenges and letters of intent to submit a counter proposal in areas where applications have been received (refer to website posting)
8/15/2008	9/3/2008 (28 business days from receipt of application)	Evaluation of proposals <i>without</i> challenges and <i>without</i> counter proposals
9/5/2008 (30 business days from receipt of application)		CD responds to funding requests <i>without</i> challenges and <i>without</i> counter proposals (through letter to applicant informing the applicant that application has been evaluated and that the project qualifies for CASF funding; however, Final Approval will be by Commission resolution)
9/26/2008		Deadline for submitting counter proposals in areas where applications have been received (refer to website posting)
9/29/2008	11/6/2008 (28 business days from receipt of counter proposal application)	Evaluation of proposals <i>with</i> counter proposals
11/10/2008 (30 business days from receipt of counter proposal application)		CD responds to funding requests received <i>with</i> counter proposal (through letter to applicant informing the applicant that application has been evaluated and that the project qualifies for CASF funding; however, Final Approval will be by Commission resolution)
11/21/2008		Resolution(s) adopted by Commission approving funding application(s) <i>without</i> counter proposals
1/22/2009 (Tentative date; final date to be determined upon release of 2009 Commission Meeting schedule)		Resolution(s) adopted by Commission approving funding application(s) <i>with</i> counter proposals

<u>TIMELINE FOR SUBMISSION AND EVALUATION</u>		
From	To	Description
II. For Underserved Areas		
8/25/2008		Initial deadline to submit funding requests for underserved areas
9/2/2008		Areas applied for, by CBG's and shapefile, will be posted on the Commission's CASF website
9/16/2008		Deadline for submitting letter challenges and letters of intent to submit a counter proposal in areas where applications have been received (refer to website posting)
9/17/2008	10/3/2008 (28 business days from receipt of application)	Evaluation of proposals <i>without</i> challenges and <i>without</i> counter proposals
10/7/2008 (30 business days from receipt of application)		CD responds to funding request <i>without</i> challenges and <i>without</i> counter proposals (through letter to applicant informing the applicant that application has been evaluated and that the project qualifies for CASF funding; however, Final Approval will be by Commission resolution)
10/29/2008		Deadline for submitting counter proposals in areas where applications have been received (refer to website posting)
10/30/2008	12/11/2008 (28 business days from receipt of counter proposal application)	Evaluation of proposals <i>with</i> counter proposals
12/15/2008 (30 business days from receipt of counter proposal application)		CD responds to funding request <i>with</i> a counter proposal (through letter to applicant informing the applicant that application has been evaluated and that the project qualifies for CASF funding; however, Final Approval will be by Commission resolution)
2/19/2009 (Tentative date; final date to be determined upon release of 2009 Commission Meeting schedule)		Resolution(s) adopted by Commission approving funding application(s) <i>without</i> counter proposals
3/5/2009 (Tentative date; final date to be determined upon release of 2009 Commission Meeting schedule)		Resolution(s) adopted by Commission approving funding application(s) <i>with</i> counter proposals

CASF funding requests submitted after July 24, 2008, will be accepted but will be reviewed under a lower priority. Funding requests received between July 25, 2008 and August 25, 2008 will be treated as submitted at the same time. If necessary, a subsequent filing period between August 26, 2008 and October 2, 2008 will occur and all applications received in that period will be considered submitted at the same time. Subsequent filing periods, not to exceed three months, may be created by CD if applications do not exceed the available funds. After considering all of the unserved applications received by the initial deadlines, through October 2, 2008, and if funds are still available, underserved area applications will be considered. These proposals will be reviewed and funded subject to the availability of remaining CASF funds.

VI. Proposal Checklist

The CASF Application Checklist Form (Appendix B) must be completed and attached to *each* project proposal.

VII. Scoring Criteria

This section describes the method by which applicants will be objectively evaluated on how well they meet the goals of the CASF program outlined in D.07-12-054. Judgment will be rendered in the form of a numerical score. Once applicants are assigned a score, they will be ranked in order from highest to lowest, with CASF money being allocated following this order until the entire fund has been allocated.

An evaluation team comprised of Commission staff will assess applications in each of the following areas: (i) Funds Requested per Potential Customer, (ii) Speed, (iii) Service Area, (iv) Timeliness of Completion of Project, (v) Pricing, (vi) Guaranteed Pricing Period, and (vii) Low-Income Areas by applying the corresponding formula and assigning weights. Points will be awarded based on consensus of the evaluation team.

The following table summarizes the adopted scoring criteria and weights:

Scoring Criteria	
<u>Criterion</u>	<u>Weight (Points)</u>
i) Funds Requested per Potential Customers	40
ii) Speed	20
iii) Service Area	15
iv) Timeliness of Completion of Project	5
v) Pricing	10
vi) Guaranteed Pricing Period	5
vii) Low-Income Areas	5
TOTAL:	<hr style="width: 100%; border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> 100

Applicants will be scored based on seven criteria with each criterion scored relative to the best offer (highest amount or lowest, where applicable (Max/Min)). Relative scoring measures an applicant’s performance by how well they do compared to all other applications. The application that does the “best” for each criterion is awarded more points and sets the standard for comparison with all other applications. Using points in the scoring formulas sets a limit on the effect each criterion will have on the total score and ensures that the optimum mix of CASF features sought by the Commission is made available by applicants.

Each criterion has a formula associated with it that determines its value and is scored accordingly. Applicants’ data as reflected in their submission is entered in the formula for each criterion to generate the points for each criterion. Corresponding points for each of the criterion will be added together to determine each application’s total score.

Example:

Among three applicants, each proposes to serve 100, 75, and 50 square miles respectively. The highest value is 100, therefore, each applicant will be scored relative to that. Thus, the first applicant’s score for this factor would be $(100/100)*15 = 15$; the second applicant’s would be $(75/100)*15 = 11.25$; and, the third applicant’s would be $(50/100)* 15 = 7.5$.

i) Funds Requested per Potential Customers

This will be determined based on the number of customers the applicant will be able to serve divided by the funding amount asked for from the CASF should their proposal be accepted. Points will be determined based on the following formula:

$$\text{Min}(a) / a_i * 40$$

Where “a” is the funding amount (\$) requested from the CASF divided by the number (#) of potential customers for the specific project being scored and Min(a) is the lowest funding amount (\$) requested from the CASF divided by the number (#) of potential customers among all the eligible projects submitted.

$$a = \text{Funds Requested} / \text{Potential Customers}$$

Customers is defined as households and defined in California Public Utilities Code, §5890(j)(3). Data on households can be obtained from the U.S. Census Bureau.

ii) Speed

This criterion represents the difference between the current average advertised speed per customer available and the average advertised speed per customer available after the proposal is complete in the proposed areas. Applicants are encouraged to offer a minimum of 3 MBPS download and 1MBPS upload. Points will be determined based on the following formula:

$$b_i / \text{Max}(b) * 20$$

Where “b” is the sum of the square roots of the differences in upload and download speeds (MB) between pre- and post-project for the specific project being scored and Max(b) is the highest sum of the square roots of the differences in upload and download speeds among all the eligible projects submitted.

$$b = \sqrt{\sum_{p=1}^n \frac{NSUp - OSUp}{n}} + \sqrt{\sum_{p=1}^n \frac{NSDp - OSDp}{n}}$$

The square root of the average advertised speed increase is used to express the diminishing return to value associated with increasing speed. This encourages speed increases that are more noticeable and therefore valuable to the customer, but still rewards those who offer speeds far above the preferred 3 MBPS download and 1 MBPS upload.

Where:

NSU = New Speed Upload

Average advertised upload speed (MB) per customer post-proposal in the proposed areas.

OSU = Old Speed Upload

Average advertised upload speed (MB) per customer pre-proposal in the proposed areas.

NSD = New Speed Download

Average advertised download speed (MB) per customer post-proposal in the proposed areas.

OSD = Old Speed Download

Average advertised download speed (MB) per customer pre-proposal in the proposed areas.

iii) Service Area

Service area is the applicant's proposed area coverage including a list of CBGs and ZIP Codes, the total square miles, and any other appropriate geographical information. Points will be determined based on the following formula:

$$c_i / \text{Max}(c) * 15$$

Where "c" is the amount of area (Sq. Mi.) for the specific project being scored and Max(c) is the highest amount of area among all the eligible projects submitted.

iv) Timeliness of Completion of Project

This criterion measures the number of months the applicant will complete its proposal ahead of the 24 month cut-off date. Points will be determined based on the following formula:

$$d_i / \text{Max}(d) * 5$$

Where "d" is the number of months (Mo.) ahead of schedule for the specific project being scored and Max(d) is the highest number of months ahead of schedule among all the eligible projects submitted.

$$d = 24 - TT$$

where:

TT = Total Time (Mo.) to complete

The total amount of time the proposal will take to complete. Total Time may not exceed 24-months.

v) Pricing

This factor measures the price applicants will charge, on average, per Megabit. Points will be determined based on the following formula:

$$\text{Min}(e) / e_i * 10$$

Where “e” is the price (\$/MB) of service for the specific project being scored and Min(e) is the lowest price of service among all the eligible projects submitted.

vi) Guaranteed Pricing Period

This measures the amount of time the applicant can guarantee the price of service beyond the mandatory year. Note: applicants must guarantee the initial price of their services in the proposed areas for at least one year. Points will be determined based on the following formula:

$$f_i / \text{Max}(f) * 5$$

Where “f” is the length (Mo.) of price guarantee for the specific project being scored and Max(f) is the highest length (Mo.) of price guarantee among all the eligible projects submitted.

$$f = \text{Months Guaranteed} - 12$$

vii) Low Income Areas

This will be determined based on the median household income of the potential customers in the applicant’s proposed area. Points will be determined based on the following formula:

$$\text{Min}(g) / g_i * 5$$

Where “g” is the median household income (\$) of the potential customers for the specific project being scored and Min(g) is the lowest median household income (\$) of the potential customers among all the eligible projects submitted.

* Data on population and median household income per CBG can be obtained from the U.S. Census Bureau.

VIII. Selection

Projects that receive the highest number of points based on the scoring criteria described above will be granted CASF funding. Individual awards for CASF funding will be authorized by the Commission in a separate Commission resolution.

IX. Payment

Payment to the CASF recipient will be on a progress billing basis with the first 25% to be made upon the proponent's submission to the Commission staff of a progress report showing that 25% of the total project has been completed. Subsequent payments shall be made on 25% increments showing completion at 50%, 75%, and 100%. A project completion report will be required before full payment. Progress reports shall use both the schedule for deployment; major construction milestones and costs submitted in the proposals and indicate the actual date of completion of each task/milestone as well as problems/issues encountered, and the actions taken to resolve these issues/problems during project implementation and construction. Recipients shall also include test results on the download speed and upload speed on a per CBG and per ZIP Code basis in the final completion report. The progress report will be submitted and certified under penalty of perjury.

CASF recipients shall notify the Commission as soon as they become aware that they may not be able to meet the 24-month timeline. Payment will be reduced if applicants are unable to meet the 24-month timeline, and if they fail to notify the Commission of any delays in project construction or implementation.

Payment will be based upon receipt and approval of invoices/other supporting documents showing the expenditures incurred for the project in accordance with the CASF funding submitted by the CASF recipient in their application.

Payment will be made in accordance with, and within the time specified in, California Government Code commencing with Section 927.

The Commission has the right to conduct any necessary audit, verification, and discovery during project implementation/construction to ensure that CASF funds are spent in accordance with Commission approval.

The recipient's invoices will be subject to a financial audit by the Commission at any time within three (3) years of completion of the work.

X. Execution and Performance

Project start date shall be determined by the Commission and the CASF recipient after all approvals have been obtained. Should the recipient or Contractor fail to commence work at the agreed upon time, the Commission, upon five (5) days written notice to the CASF recipient, reserves the right to terminate the award.

In the event that the CASF recipient fails to complete the project, in accordance with the terms of approval granted by the Commission, the CASF recipient will be required to reimburse some or all of the CASF funds that it has received.

All performance under the award shall be completed on or before the termination date of the award.

APPENDIX B

CASF APPLICATION CHECKLIST
(Required for EACH proposed project)

To assist the Commission in verifying the completeness of your proposal, mark the box to the left of each item submitted.

<input type="checkbox"/>	1. CPCN / U-Number / CPUC Registration Proof (ONE of the following is required)
<input type="checkbox"/>	Applicant's U-Number and/or Proof of applicant's Certificate of Public Convenience and Necessity (CPCN)
<input type="checkbox"/>	Proof of CPCN application pending approval, or CPCN Application Number (in the absence of a CPCN)
<input type="checkbox"/>	CPUC Registration Number (wireless carriers)
<input type="checkbox"/>	2. CASF Key Contact Information
<input type="checkbox"/>	First Name
<input type="checkbox"/>	Last Name
<input type="checkbox"/>	Address Line1
<input type="checkbox"/>	Address Line2
<input type="checkbox"/>	City
<input type="checkbox"/>	State
<input type="checkbox"/>	ZIP Code
<input type="checkbox"/>	Email
<input type="checkbox"/>	Phone
<input type="checkbox"/>	3. Key Company Officers (list up to 5)
<input type="checkbox"/>	Position title
<input type="checkbox"/>	First Name
<input type="checkbox"/>	Last Name
<input type="checkbox"/>	Email
<input type="checkbox"/>	Phone Number
<input type="checkbox"/>	4. Current Broadband Infrastructure Description
<input type="checkbox"/>	Description of the provider's current broadband infrastructure and/or telephone service area within 5 miles of the proposed project
<input type="checkbox"/>	5. Current Broadband Infrastructure
<input type="checkbox"/>	Shapefile (.shp) of current service area
<input type="checkbox"/>	List showing number of households per CBG and per ZIP Code.
<input type="checkbox"/>	6. Proposed Broadband Project Description
<input type="checkbox"/>	Description of proposed broadband project plan for which CASF funding is being requested, including the type of technology to be employed to provide broadband
<input type="checkbox"/>	Project size (in square miles)
<input type="checkbox"/>	Average advertised upload speed per CBG

	Average advertised download speed per CBG
	Average advertised upload speed per ZIP Code
	Average advertised download speed per ZIP Code
	7. Proposed Broadband Project Location
	Geographic locations by CBG(s) where broadband facilities will be deployed
	List of CBG(s) that intersect the proposed project
	Median income for each CBG that intersects the proposed project, to be based on most current U.S. Census Bureau data available
	List of ZIP Code(s) that intersect the proposed project
	8. Proposed Broadband Project Location Shapefile
	Shapefile (.shp) showing boundaries of the specific area to be served by the project
	9. Assertion that area being proposed is Unserved or Underserved Area. This includes figures, in MBPS, of the current:
	(a) average upload speed by CBG
	(b) average download speed by CBG
	(c) average upload speed by ZIP Code
	(c) average download speed by ZIP Code
	10. Estimated Potential Subscriber Size for Each CBG and ZIP Code
	Estimated number of potential broadband households and subscribers in proposed project location by CBG
	Estimated number of potential broadband households and subscribers in proposed project location by ZIP Code
	Documentation of assumptions and data sources used to compile estimates
	11. Deployment Schedule (include major prerequisite, construction, and other verifiable milestone(s))
	Milestone Start and Ending Date
	Milestone Description
	Milestone Comments
	Milestone Risks
	12. Proposed Project Budget
	Detailed breakdown of cost elements;
	Amount of cost elements;
	Availability of matching funds to be supplied by applicant;
	Amount of available funds from each individual funding source; and
	Amount of CASF funds requested
	13. Agreement to Post Performance Bond if Awarded CASF Funds (if matching funds are <u>not</u> from applicant's capital budget)
	If matching funds are from applicant's capital budget, applicant must provide certification indicating this funding source (as opposed to outside funding sources).

- | | |
|--------------------------|---|
| <input type="checkbox"/> | 14. Proposed Pricing |
| <input type="checkbox"/> | Proposed (initial year) monthly subscription fee for applicant's proposed broadband service(s). |
| <input type="checkbox"/> | List of all services (e.g., initial service connection charges, other recurring rates and non-recurring charges) upon which monthly subscription fee(s) is/are based |
| <input type="checkbox"/> | Service restrictions; option to bundle with other services (if any) |
| <input type="checkbox"/> | Commitments, requirements that customers must meet, and/or equipment that they must purchase or lease, in order to receive the proposed service(s) (if any) |
| <input type="checkbox"/> | 15. Price Commitment Period to Offer Broadband Service to All Households at Proposed Subscription Rate(s) |
| <input type="checkbox"/> | 16. Financials |
| <input type="checkbox"/> | Company Balance sheet as of latest available date |
| <input type="checkbox"/> | Income statement (covering the close of last year for which an annual report has been filed with the Commission up to the date of the balance sheet attached to the application) |
| <input type="checkbox"/> | 17. If Providing Voice Service |
| <input type="checkbox"/> | Availability of voice service that meets FCC standards for E-911 service and battery back-up, including: |
| <input type="checkbox"/> | Listing of types of voice services offered |
| <input type="checkbox"/> | Timeframe of voice service offering(s) |
| <input type="checkbox"/> | 18. CEQA Compliance |
| <input type="checkbox"/> | Agreement to provide, prior to the first 25% payment, Proponent's Environmental Assessment (PEA) |
| <input type="checkbox"/> | Agreement to provide, prior to the first 25% payment, identification of any other special permits required with a cross reference to the government agencies from which the permits will be required for the project. |
| <input type="checkbox"/> | 19. Notarized Affidavit (see Appendix C) |

Applications will be considered beginning: July 24, 2008
Submit completed applications online at <http://www.cpuc.ca.gov/puc/>
with a hard copy mailed separately to:

Communications Division
Attn: California Advanced Services Fund
California Public Utilities Commission
505 Van Ness Ave.
San Francisco, CA 94102

APPENDIX C

AFFIDAVIT

Name of Carrier/Company _____

Utility Identification Number _____ or _____ check here if Application for CPCN is pending and the CPUC assigned application no., if available.

My name is _____. I am _____(Title) of _____ (Company). My personal knowledge of the facts stated herein has been derived from my employment with _____ (Company)

I swear or affirm that I have personal knowledge of the facts stated in this Application for the California Advanced Services Fund, I am competent to testify to them, and I have the authority to make this Application on behalf of and to bind the Company.

I further swear or affirm that _____ [Name of Carrier/Company] agrees to comply with all federal and state statutes, rules, and regulations, covering broadband services and state contractual rules and regulations, if granted funding from the California Advanced Services Fund.

I swear or affirm, under penalty of perjury, and under Rule 1.1 of the California Public Utilities Commission's Rules of Practice and Procedure, that, to the best of my knowledge, all of the statements and representations made in this Application are true and correct.

Signature and title

Type or print name and title

SUBSCRIBED AND SWORN to before me on the ____ day of ____, 20__.

Notary Public In and For the State of _____

My Commission expires: _____

APPENDIX D

CASF Scoring - Scenario Analysis for 7 Hypothetical Proposed Projects -- For Illustrative Purposes Only

Raw Values

	Applicant A	Applicant B	Applicant C	Applicant D	Applicant E	Applicant F	Applicant G
No. of Potential Customers	200	25	30	45	10	100	75
Funds requested (\$)	100,000	50,000	50,000	60,000	20,000	50,000	45,000
a Funds requested per potential customer (\$)	<i>500</i>	<i>2000</i>	<i>1667</i>	<i>1333</i>	<i>2000</i>	<i>500</i>	<i>600</i>
Current average download speed	4.500	8.200	3.500	1.000	3.100	3.100	5.300
Proposed average download speed	5.484	12.484	10	1.032	4.8	5.226	12.226
square root of difference_download	0.375	0.782	0.964	0.068	0.493	0.551	0.995
Current average upload speed	0.500	1.000	0.400	0.500	0.500	0.500	3.000
Proposed average upload speed	0.984	4.284	6.500	1.000	1.700	2.126	6.926
Square root of difference_upload	0.263	0.685	0.934	0.267	0.414	0.482	0.749
b Speed (MBPS)	<i>0.638</i>	<i>1.467</i>	<i>1.897</i>	<i>0.335</i>	<i>0.907</i>	<i>1.033</i>	<i>1.744</i>
c Service Area (square miles)	<i>100</i>	<i>75</i>	<i>50</i>	<i>500</i>	<i>175</i>	<i>750</i>	<i>750</i>
Total time to complete	24	23	18	19	20	20	19
d Timeliness of Completion of Project (mo.)	<i>0</i>	<i>1</i>	<i>6</i>	<i>5</i>	<i>4</i>	<i>4</i>	<i>5</i>
e Pricing (\$ / MBPS)	<i>5</i>	<i>10</i>	<i>5</i>	<i>6</i>	<i>7</i>	<i>10</i>	<i>5</i>
Total months guaranteed	60	24	12	36	48	24	60
f Guaranteed Pricing Period (mo.)	<i>48</i>	<i>12</i>	<i>0</i>	<i>24</i>	<i>36</i>	<i>12</i>	<i>48</i>
g Low-Income Areas (median household income - median of all CBGs)	<i>20,000</i>	<i>30,000</i>	<i>40,000</i>	<i>20,000</i>	<i>25,000</i>	<i>50,000</i>	<i>30,000</i>

Resolution T-17143
CD/GVC

Weighted Scores										
	Maximum Weight	Applicant A	Applicant B	Applicant C	Applicant D	Applicant E	Applicant F	Applicant G		
a	Funds Requested per Potential Customer	40	40	10	12	15	10	40	33	
		highest					highest			
b	Speed	20	7	15	20	4	10	11	18	
		highest								
c	Service Area	15	2	2	1	10	4	15	15	
							highest		highest	
d	Timeliness of Completion of Project	5	0	1	5	4	3	3	4	
		highest								
e	Pricing	10	10	5	10	8	7	5	10	
		highest		highest					highest	
f	Guaranteed Pricing Period	5	5	1	0	3	4	1	5	
		highest							highest	
g	Low-Income Areas	5	5	3.3333333	3	2.5	5	4	2	3.3333333
		highest		highest						highest
Total scores			68.7	37.4	50.5	48.5	41.3	77.5	89.2	
								highest		
	Winning bid								45,000	
	>>>									
		Applicant A	Applicant B	Applicant C	Applicant D	Applicant E	Applicant F	Applicant G		