ANNUAL PERFORMANCE PROGRESS REPORT FOR BROADBAND INFRASTRUCTURE PROJECTS

General Information

1. Federal Agency and Organizational Element to Which Report is Submitted	2. Award Identification Number	3. DUNS Number
Department of Commerce, National Telecommunications and Information Administration	NT10BIX5570039	825181949

4. Recipient Organization

OpenCape Corporation 3225 Main Street, Barnstable, MA 02630-1105

5. Current Reporting Period End Date (MM/DD/YYYY)	6. Is this the last Annual Report of the Award Period?
12-31-2013	⦿ **Yes** ◯ **No**

7. Certification: I certify to the best of my knowledge and belief that this report is correct and complete for performance of activities for the purposes set forth in the award documents.

7a. Typed or Printed Name and Title of Certifying Official	7c. Telephone (area code, number and extension)
Daniel R Vortherms	508-524-5905 X
	7d. Email Address dvortherms@opencape.com

7b. Signature of Certifying Official	7e. Date Report Submitted (MM/DD/YYYY):
Submitted Electronically	06-20-2014

OVERALL PROJECT PERFORMANCE INDICATORS

1. Please provide the following average cost figures for your project. Please review the instructions to determine how to calculate these figures. Write "0" in the second column and "N/A" in the third column if your project does not yet have this information. Depending on whether your project contains Middle Mile and/or Last Mile components, some metrics may not apply. Please provide a narrative description if the total is different from the target provided in your baseline plan (600 words or less).

Cost Indicator	Average Cost / Speed	Narrative (describe your reasons for any variance from the baseline plan or any other relevant information)
Average cost per new mile (Middle Mile)	$54,739	Costs per mile are as expected in the baseline plan, and consistent with other BTOP projects in the state.
Average cost per household passed (Last Mile)	0	N/A, middle mile project
Average cost per subscriber (Last Mile)	0	N/A, middle mile project
Maximum broadband speed advertised (Middle Mile)	1000	Speeds up to 1 Gbps are available on the network
Maximum broadband speed advertised (Last Mile)	0	N/A, middle mile project
Average broadband speed provided (Middle Mile)	200	Average speed of network customers today is approximately 100 Mbps. Speeds of customers range from 10 Mbps to 2.5 Gbps. Average speeds depend on what customers need for their application and are not limited by the network. Once the Barnstable County RFP evaluation is completed, average speeds should increase considerably.
Average broadband speed provided (Last Mile)	0	N/A

2. Please provide each facility name and type, the county where the facility is located, and census tract information for any facilities funded by your project during this annual reporting period. Report only facilities for which construction has been completed.

Facility Identifier / Name	Facility Type	County	Census Tracts
Regional Collocation Data Center	Data Center	Barnstable	250010122002008

Add Facility	Remove Facility

3. Please identify (1) the total number of interconnection, peering, and/or transit agreements entered into during this annual reporting period; (2) the total number of agreements of each type that you are currently negotiating; and (3) whether you have denied any request for interconnection and if so, why. If you have not entered into any agreements, please write "N/A."

Interconnection Agreements (600 words or less)

No interconnection agreements were entered into by OpenCape during the period. CapeNet, the OpenCape network operator, has entered into one interconnection agreement during this period. On additional interconnection agreements are planned at this time.

Peering and Transit Agreements (600 words or less)

OpenCape has not entered into any additional transit agreements during this annual reporting period, and maintains a single interconnection agreement. No other peering and transit agreements are being negotiated by OpenCape. Transit agreements may be negotiated and added by the OpenCape network operator, CapeNet. No interconnection requests have been denied to either CapeNet or OpenCape.

CAPACITY, UTILIZATION, AND CAPABILITY INDICATORS

4. Community Anchor Institutions: In the chart below, please provide information on the types of community anchor institutions capable of receiving service (i.e., anchor institutions connected to your network plus those passed by your network) as a result of BTOP funds.

Type of Community Anchor Institution	Total Number Within Service Area	Type of Community Anchor Institution	Total Number Within Service Area
Schools (K-12)	127	Public Housing	0
Libraries	58	Other Institutions of Higher Education	24
Medical and Healthcare Providers	70	Other Community Support Organizations	65
Public Safety Entities	258	Other Government Facilities	65
Community Colleges	3	Total Community Anchor Institutions	670

5. Please indicate the average increase in broadband speed provided to the community anchor institution customers as a result of your project, including a description of how this increase was calculated (600 words or less).

Average broadband speed increases at CAIs has been moderate to date. Most CAIs acquiring service on the network are replacing existing connectivity and making only moderate increases of around 20% in speed. The Barnstable County RFP process has delayed connecting more CAIs at the higher speeds of shared 1 Gbps service rings (a total of 14 Gbps on net capacity that will be reserved for 63 of the Cape CAIs) with 1 Gbps connectivity to the Internet. The connections will be shared across 14 service rings operating at 1 Gbps, shared 1 Gbps Internet, and shared 1 Gbps Internet2 connections. When service is provided through the proposal, all 63 CAIs will have a 1 Gbps connection to the network.

6. What retail services are being provided by this project? Please describe below. (600 words or less). As an attachment to this report, please provide pricing plans (in $ per month) associated with each retail service. Retail services description:

OpenCape only offers retail services in the collocation data center.   Retail pricing is currently set at $750/rack/month, or $50/RU/ month. Connectivity to the Internet is offered at $10/mbps/month. Power is charged at the rated power supply of the equipment installed. Pricing is under review based on a recent reconfiguration of the data center cooling system.

7a. What network management policies (e.g., bandwidth limitations, traffic prioritization) are in place for the services provided by your project? 7b. Have you ever limited or blocked consumers from accessing any lawful content, service, service provider, or application, or prevented any consumers from attaching any legal device to the network? If so, please explain why (300 words or less)?
Network management practices consistent with FCC 10-201A1. As a general network practice, no bandwidth limitations are imposed on network users other than limiting traffic at the level contracted for by the end user. No traffic prioritization methods are in place. No lawful content is blocked on the network, nor access to any service, service provider, or application. Firewall services have been requested in the Barnstable County RFP and will be applied, including any content blocking, as desired by the end network user (for example, educational institutions).

8. If applicable, please provide the total number and the percentage of subscribers who have dropped the broadband service provided through this project (total number of households and/or businesses and the "churn rate") and the subscribers' reasons for discontinuing their service (600 words or less).
No users have dropped service provided through this project.

9. Please provide the following information regarding the number of fiber strand-miles:

Total Number of Strand-miles	Total Number of Active Fiber Strand-miles Used by Recipient	Total Number of Leased Fiber Strand-miles	Total Number of Dark Fiber Strand-miles	Total Number of Strand-miles Being Built		
				Active	Leased	Dark
44,000	9,000	0	35,000	9,000	0	35,000

10. If you wholesale dark fiber, please list your wholesale customers and the number of fiber miles you currently are leasing to those customers:
N/A. OpenCape does not wholesale dark fiber.

11. Please provide the following information regarding the facility collocation capacity:

Total Facility (total square feet for all facilities)	Number of Square Feet Used by Recipient	Number of Square Feet Leased	Number of Square Feet Available
2,500	100	0	2,400

12. If you do not own collocation space, please describe how and where other network providers and/or customers interconnect with your network (600 words or less).

Network provider can interconnect with the network at any of the 12 points of presence maintained by OpenCape. Eight of these location are ILEC central office locations. One is a CLEC collocation facility. One is a private facility with limited interconnection facilities, but one carrier plans on interconnecting with the network at that point. The remaining facility is the OpenCape collocation center.

Network providers or customers may also connect at any of the 11 microwave sites that are active in the network, provided they can obtain physical access rights from the facility owners. All sites are connected to the fiber optic network.

Customers can connect at any convenient point in the network where splice points exist. Laterals would be run from these splice points to the customer location. There are slack loops and existing splice locations throughout the network to facilitate customer connections.

13. To the extent that you have made any subcontracts or sub grants, please provide the number of subcontracts or sub grants that have been made to socially and economically disadvantaged small business (SDB) concerns as defined by section 8(a) of the Small Business Act, 15 U.S.C. 647, as modified by NTIA's adoption of an alternative small business size standard for use in BTOP. Please also provide the names of these SDB entities (150 words or less).
N/A

14. Please describe any best practices/lessons learned that can be shared with other similar BTOP projects (900 words or less).

Local permitting cannot be started too early. An understanding of the local permitting processes is critical, but always takes longer than one expects.

For ongoing operations, it is also important to maintain an updated financial model.   As real costs are determined as compared to what was modeled years ago, the operational plan should continue to be updated to understand the financial aspects of the business post-grant.

15. Using the Excel spreadsheet template titled "Annual PPR CCI Addendum", please provide an updated list of Community Anchor Institutions (CAIs) that you have connected and plan to connect to your network.

16. Using the Excel spreadsheet template titled "Annual PPR CCI Addendum", please provide a list of community pairs that are receiving new or improved broadband service as a result of BTOP grant funds.

17. Please provide up-to-date network route maps in a single file, in a Google Earth compatible format (e.g., KMZ file).