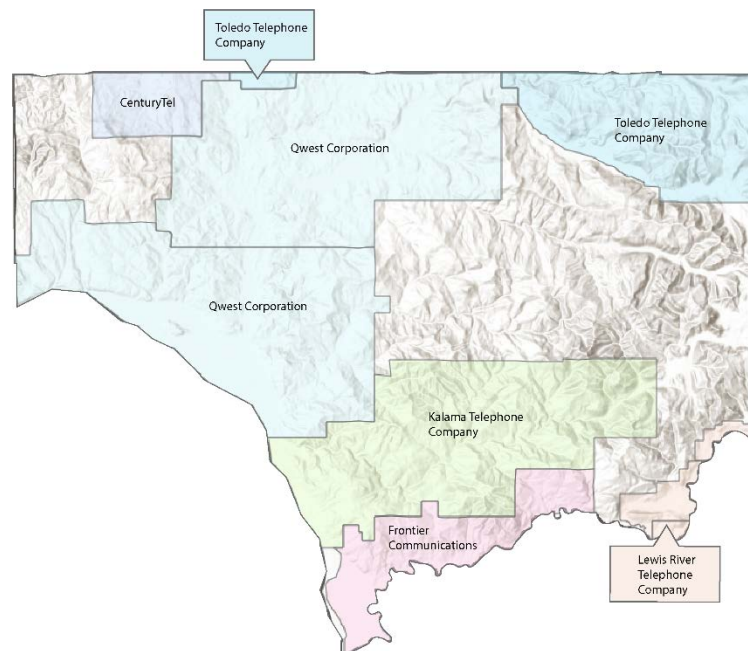


Proposed Scope of Work

*A Broadband Assessment of Cowlitz County
April 15, 2021*

Identification of Existing Assets

Cowlitz County is unique in how its basic broadband infrastructure has been built out. Starting with voice telephone services, Washington State was cut up into telephone exchange service areas. Cowlitz County has five different telephone exchanges that operate as Incumbent Licensed Exchange Carriers (ILEC). Prior to the need for broadband, these different exchanges would terminate voice calls between companies dividing up the revenue generated from the minutes charged to make a telephone call. Each company owns the infrastructure within its exchange area. Since the deregulation of telephone services and the advent of the internet, government regulatory structures have not kept pace with technology or community needs. Some telephone companies have flourished and deliver high-quality services in rural areas (Cowlitz County has some of these such companies), while some ILEC companies have allowed the exchanges in rural markets to remain underdeveloped, failing to meet the broadband needs of the community. Concurrent to how ILEC companies developed the cable television industry, independent internet service providers have also built infrastructure and serve parts of the market. The existing infrastructure in Cowlitz County, including the gaps present, needs to be assessed.

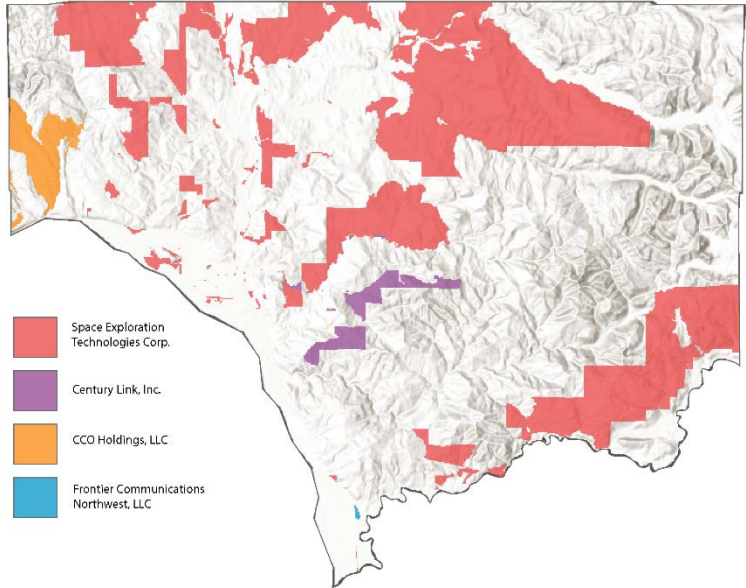


ILEC Exchange Boundaries in Cowlitz County

Mapping of Federal Subsidy Programs in Cowlitz County

The Rural Development Opportunity Fund (RDOF) did award funding in the current reverse auction to three different companies who would like to serve customers in Cowlitz County. These areas will be studied.

RDOF Winners - Cowlitz County



2021 RDOF Winners in Cowlitz County

Analysis of unserved and underserved areas of Cowlitz County will be mapped to show areas where infrastructure could improve broadband services in Cowlitz County. Petrichor Broadband has developed a methodology for this work that incorporates data sets and analytics entered into a GIS mapping system, as well as a financial analysis with a return on investment. This constitutes the bulk of the scope of work.

Onsite Verification of Findings

Petrichor Broadband staff will complete an onsite verification of findings and data sets prior to publishing the report.

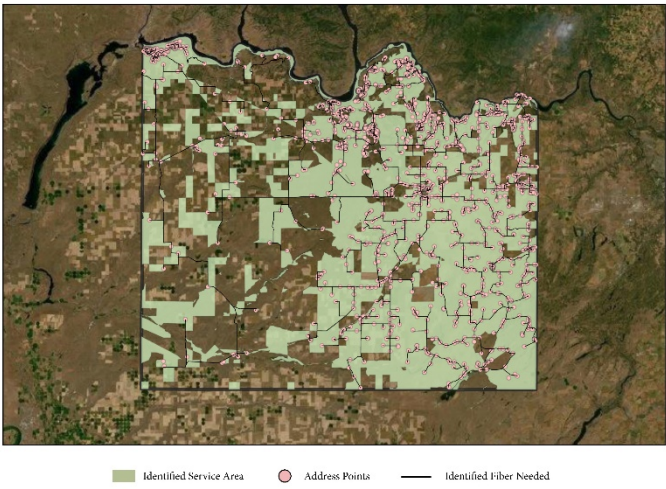
Opportunity

Never before in our country has there been such an effort to solve the digital divide. This work will position Cowlitz County to proactively pursue funding opportunities for broadband infrastructure.

Cost

The project may be completed with a lump sum amount of \$10,000. As one of the six principal members of Petrichor Broadband LLC, the Port of Kalama will procure the services at base cost.

Lincoln County, WA



Example of a study area identifying 2,489 unserved locations in a previous Petrichor Broadband study.