

Dr. D. Mark Kennet and Mr. David N. Townsend, representing themselves, met with the following FCC staff:

James Prieger, Ellen Burton, William Sharkey, Rodger Woock, Jon Peha, and Jonathan Levy.

The purpose of the meeting was to discuss potential methods for determining the economic viability of a grant applicant's application. The visitors provided information regarding the "Market Frontier" approach, among other issues related to assessing a grant applicant's viability. A "Market Frontier" analysis seeks to separate geographic markets into those that will attract entry due to their perceived profitability and those areas that need financial support to incent service providers to operate there. In addition, the visitors discussed geographic data methods that can be brought to bear for both ex-post and ex-ante analysis of broadband diffusion. The visitors also discussed the use of this approach in the BTOP program grant analysis process.