

USTelecom High-Capacity Fact Report Appendix

February 24, 2010

Evidence of Ongoing Competitive Investment, and Innovation and Marketplace Success in High-Capacity Services since Mid 2009

In July 2009, USTelecom issued a report, *High Capacity Services: Abundant, Affordable, and Evolving*, which documented that, among other things, high-capacity services are characterized by growing demand, expanding competition, continued investment, and ongoing innovation. We noted that in addition to the established, fiber-based competitors who have provided high-capacity services in competition with special access for more than two decades, there is rapid new entry from intermodal competitors such as cable operators and fixed wireless providers. Our analysis showed that cable and fixed wireless providers are successfully providing high-capacity services in many locations today and are steadily expanding their competitive footprints.

Below, we document the continued expansion of competition for high-capacity services from intermodal competitors, such as cable operators and fixed wireless providers, as well as traditional fiber-based competitors. The information is organized in four tables: Table 1 – Cable Operators; Table 2 – Fixed Wireless Providers; Table 3 – Traditional Fiber-Based Competitors; and Table 4 – All Sectors. Within each table, first we present information related to (A.) high-capacity services generally, then we present information related to (B.) backhaul, which wireless carriers use to connect cell towers to their transport networks. Within those two categories, we organized the information so the information about supply (e.g., capital investment, service expansion, and innovation) is followed by information about success in the marketplace (e.g., customer, sales, and revenue growth).

As with our July 2009 report, we believe this competitive information continues to be the “tip of the iceberg.” This is not intended to be a comprehensive documentation of competitive investment and marketplace success; however, it does provide ample evidence that—even in the face of a challenging business and economic environment—competitive providers continue to aggressively invest, deploy expanded networks, provide innovative services, and grow their customer bases. This evidence lends further support to our conclusion in July 2009 that there is extensive and growing competition for high-capacity services, including wireless backhaul.

Therefore, we continue to encourage the FCC, as it assesses competition for high-capacity services, to employ a forward-looking framework that accounts for all suppliers, actual and potential, based on a comprehensive data collection.

Table 1 – Cable Operators

Company	Evidence	Source
<i>1. A. Cable High-Capacity Services Generally</i>		
Multiple Cable Operators	"Cable MSOs have achieved impressive growth in their commercial services revenues over the last eight quarters, moving from approximately \$2.4 billion in 2007 to \$3.4 billion in 2008. Based on 1Q 09 performance and these growth trends, Pike & Fischer forecasts that the cable industry will exceed \$4.6 billion in commercial services revenue in 2009, marking a 35% annual increase...In 2010, we expect three U.S. MSOs—Cox, Comcast, and Time Warner Cable—to all exceed \$1billion in revenue. By 2013, our forecast shows that cable operators will have exceeded \$15 billion in annual commercial services revenues— close to 45% of the addressable opportunity and almost 25% of the total U.S. SME [small and medium enterprises with five to 500 employees] communications services market."	Tim McElgunn, Pike & Fisher Broadband Advisory Services, <i>Cable Commercial Services Strategies: Analysis and Revenue Forecast 2nd Edition</i> (July 2009) at p. 10.
Multiple Cable Operators	"[W]hile overall telecommunications business/commercial service revenue fell in 2009, cable MSOs successfully increased their share of the small business/home office market. Fitch estimates that [cable] commercial service revenue increased by approximately 25% for cable MSOs in 2009 and that this trend will continue with these operators moving up to the mid-size business customer segment in 2010."	Business Wire, Fitch News Release: <i>Stiff Competition & Economic Challenges Will Pressure Telecom & Cable Operators in 2010</i> (December 3, 2009) at http://www.businesswire.com/portal/site/home/permalink/?ndmViewId=news_view&newsId=20091203005599&newsLang=en (visited February 1, 2010).
Comcast	Comcast in 2009 "increased [its] capital investment in business services by over 51% to over \$350 million...In 2010 we will invest aggressively to sustain our momentum in business services and expand its reach to midsized business and to cell backhaul."	Seeking Alpha, <i>Comcast Q4 2009 Earnings Call Transcript</i> (February 3, 2010) (statement of Comcast CFO Michael Angelakis) at http://seekingalpha.com/article/186373-comcast-q4-2009-earnings-call-transcript (visited February 3, 2010).

Company	Evidence	Source
Comcast	Comcast direct business services capital spending to connect business customers grew from \$110m in 2007 to \$231m in 2008 to \$351m in 2009. For 4Q09, business services capital spending was \$119m, greater than all of 2007.	Comcast, <i>Q4 2009 Trending Schedule (February 3, 2010)</i> at http://www.cmcsk.com/earningdetails.cfm?QYear=2009&Quarter=4 (visited February 3, 2010).
Comcast	Comcast "finished 2009 with wideband [DOCSIS 3.0 service capable of delivering approximately 50-100 megabits per second] capability in 75% of our footprint...we expect to substantially complete our wideband initiative early in 2010."	Seeking Alpha, <i>Comcast Q4 2009 Earnings Call Transcript</i> (February 3, 2010) (statement of Comcast CEO Brian Roberts) at http://seekingalpha.com/article/186373-comcast-q4-2009-earnings-call-transcript (visited February 3, 2010).
Comcast	"Comcast Corp....agreed to buy closely held VoIP service provider New Global Telecom Inc. The deal will help the MSO further accelerate its pursuit of small and mid-sized business customers...Comcast played a similar card last fall with the acquisition of Cimco Communications, a Chicago-area CLEC that has more than 2,300 customers. Cimco gave Comcast faster entry to the mid-level commercial services sector."	Jeff Baumgartner, Light Reading Cable, <i>Comcast to Acquire New Global Telecom</i> (February 2, 2010) at http://www.lightreading.com/document.asp?doc_id=187430&site=cdn (visited February 17, 2010).
Comcast	"Comcast is extending its recruitment drive to companies with 20-250 employees. The company...estimates that these larger companies offer a \$10 billion to \$15 billion market opportunity, on top of the \$12 billion to \$15 billion market that smaller firms represent."	Communications Daily, <i>Big Cable Operators Expect Large Commercial Service Revenue Gains</i> (January 5, 2010).
Comcast	Comcast "[b]usiness services has experienced real momentum [in 2009] year with revenue increasing 48% to \$828 million...In 2010 we are again enthusiastic about business services prospects and expect this momentum to continue as we begin to expand our services to medium-sized business and sell backhaul."	Seeking Alpha, <i>Comcast Q4 2009 Earnings Call Transcript</i> (February 3, 2010) (statements of Comcast CFO Michael Angelakis) at http://seekingalpha.com/article/186373-comcast-q4-2009-earnings-call-transcript (visited February 3, 2010).

Company	Evidence	Source
Comcast	"Th[e medium-sized business] segment of the business market spends \$10-\$15 billion per year on the services [Comcast] offer[s,] which represents another opportunity roughly equal in size to the small end of the market where we've been concentrating so far."	Seeking Alpha, <i>Comcast Q4 2009 Earnings Call Transcript</i> (February 3, 2010) (statements of Comcast COO Stephen Burke) at http://seekingalpha.com/article/186373-comcast-q4-2009-earnings-call-transcript (visited February 3, 2010).
Time Warner Cable	Time Warner Cable commercial capital expenditures increased 60% to \$352m for the full year 2009.	Time Warner Cable, Inc., Presentation: <i>Fourth Quarter and Full-Year 2009 Results</i> (January 28, 2010) at p. 12.
Time Warner Cable	"For the full year [Time Warner Cable] increased commercial capital spending about 60% year-over-year to \$352 million. We increased commercial line extension CapEx which includes the capital we spent this year to grow our cell tower back haul business. We also spent more on scalable infrastructure to support some of our other commercial growth initiatives."	Seeking Alpha, <i>Time Warner Cable, Inc., Q4 2009 Earnings Call Transcript</i> (January 28, 2010) (statement by Time Warner Cable CFO Robert Marcus) available at http://seekingalpha.com/article/185162-time-warner-cable-inc-q4-2009-earnings-call-transcript (visited February 1, 2010).
Time Warner Cable	Time Warner Cable's "fourth quarter commercial revenue growth was driven by commercial data which grew 6.5%, business class phone revenues which doubled year-over-year and...[backhaul] revenues which increased fivefold. During 2009 we restructured our commercial organization and staffed up our commercial sales force. As we said to you last quarter we expect these changes to reaccelerate our commercial revenue growth to north of 20% for 2010."	Seeking Alpha, <i>Time Warner Cable, Inc., Q4 2009 Earnings Call Transcript</i> (January 28, 2010) (statement by Time Warner Cable CFO Robert Marcus) available at http://seekingalpha.com/article/185162-time-warner-cable-inc-q4-2009-earnings-call-transcript (visited February 1, 2010).
Time Warner Cable	Time Warner Cable's full-year commercial revenues grew from \$793m in 2008 to \$915m in 2009, a growth rate of 15.4%. Components included video (\$252m, 5.4% growth), data (\$567m, 9.2% growth), voice (\$70m, 150.0% growth), and cellular backhaul (\$26m, 271.4% growth).	Time Warner Cable, Inc., Presentation: <i>Fourth Quarter and Full-Year 2009 Results</i> (January 28, 2010) at p. 8.

Company	Evidence	Source
Cox	"Cox is moving to go after companies with 20-99 employees. [Cox] will pursue the businesses with symmetrical Ethernet services and other, more sophisticated offerings for larger companies."	Communications Daily, <i>Big Cable Operators Expect Large Commercial Service Revenue Gains</i> (January 5, 2010) (citing Cox Business Vice President Phil Meeks).
Cox	Cox Communications' commercial services revenues were \$985m in 2009, up 15% from \$853m in 2008. Cox said that it would "definitely hit \$1 billion [in commercial services revenues] in 2010."	Communications Daily, <i>Big Cable Operators Expect Large Commercial Service Revenue Gains</i> (January 5, 2010) (citing Cox Business Vice President Phil Meeks).
Cox	Cox still has "significant market share to go after. We view our market opportunity to be \$7 billion in our franchise area...[O]n our current trajectory of mid-teen year-over-year percent growth we're on track to reach that second billion in six years."	Light Reading LRTV Interviews, <i>Cox's Phil Meeks: On the Road to \$1B</i> (December 3, 2009) at http://www.lightreading.com/video.asp?doc_id=185410&print=yes (visited February 5, 2010).
Cablevision	"Optimum Lightpath(SM), [Cablevision's enterprise services division and] a market leader in Ethernet-based communication solutions for New York metropolitan area businesses, today announced the availability of its 40 gigabit optical transport service....The new service protects business data by providing ultra low-latency, high-security, and high-speed optical services based on Wave Division Multiplexing technology and is positioned to support 40 Gigabit Ethernet when it becomes standardized" [and] "can support 100 gigabit services when the need arises."	Optimum Lightpath Press Release, <i>Optimum Lightpath Introduces 40 Gigabit Optical Transport Service (February 2, 2010)</i> at http://www.optimumlightpath.com/pressRelease_2010_2_2.shtml (visited February 4, 2010).
Cablevision	Optimum Lightpath(SM), Cablevision's enterprise services division, had capital expenditures of \$55.7m for the first three quarters of 2009 compared to \$52.9 for the first three quarters of 2008, a year over year growth rate of 5.4%. In the third quarter, Optimum Lightpath (SM) capital expenditures were \$19.1m compared to \$16.0m in the third quarter of 2008, indicating that the rate of growth was increasing in the third quarter of 2009.	Cablevision Press Release, <i>Cablevision Systems Corporation Reports Third Quarter 2009 Results</i> (November 5, 2009) at http://www.cablevision.com/investor/finews.jsp (visited February 4, 2010).

Company	Evidence	Source
Cablevision	Cablevision Optimum Lightpath May 26, 2009 "introduced Interactive Patient Care (IPC), a technology solution available exclusively through Optimum Lightpath to New York metropolitan area hospitals...'Nearly 70 percent of New York metropolitan area hospitals and nearly 100 percent of Long Island NY's hospitals in our service area choose Optimum Lightpath to power their business communications solutions,' said Dave Pistacchio, GM and EVP of Optimum Lightpath."	Optimum Lightpath Press Release, <i>Optimum Lightpath(SM) and GetWellNetwork(R) Transform Hospital Bedside Care with Launch of Interactive Patient Care Service</i> (May 26, 2009) at http://news.prnewswire.com/DisplayReleaseContent.aspx?ACCT=104&STORY=/www/story/05-26-2009/0005032252&EDATE (visited February 23, 2010).
Cablevision	"In Optimum Lightpath, Ethernet revenue grew by 41% over the prior year's second quarter. Selling into new buildings is important to us because it gives us future potential for new sales in a fairly efficient manner. Optimum Lightpath now has roughly 3500 buildings on net, an increase of 22% over the prior year."	Seeking Alpha, <i>Cablevision Systems Corp. Q2 2009 Earnings Call Transcript</i> (July 30, 2009) (statement of Cablevision COO Tom Rutledge) at http://seekingalpha.com/article/152623-cablevision-systems-corporation-q2-2009-earnings-call-transcript (visited February 4, 2010).
Charter	Charter Director of IP Architecture and Product Development, Fred Davies, said Charter is focusing next year on providing voice services to mid-sized businesses that need 20 to 200 phone lines.	Steve Donohue, Light Reading, <i>Post Chapter 11, Charter Banks on Biz Services</i> (December 4, 2009) at http://www.lightreading.com/document.asp?doc_id=185425&site=cdn (visited February 17, 2010).
Charter	For the first three quarters of 2009, Charter reported \$330m commercial services revenues, up 14.2% from \$289m in the first three quarters of 2008. During the third quarter, Charter reported \$113m in commercial services revenue, up 13.0% from \$100m in Q3 2008.	Charter Communications, <i>Charter Reports Third Quarter 2009 Results 3Q Financial Addendum</i> (Third Quarter 2009) at http://phx.corporate-ir.net/phoenix.zhtml?c=112298&p=irol-earnings (visited February 4, 2010).

Company	Evidence	Source
RCN	<p>RCN Corporation announced November 2, 2009 that "RCN Business Services is expanding its data product suite by introducing wideband cable modem offerings through the rollout of DOCSIS 3.0 technology to the Small, Medium Business (SMB) market...RCN Business Services will take advantage of the next generation DOCSIS specification to introduce cable modems that deliver up to three times faster speeds than today's highest speed services. The company plans to launch in Manhattan and in portions of Boston where it has fiber in thousands of buildings and broadband coaxial cable throughout its footprint. Additional areas served by RCN in Eastern Pennsylvania will also get to take advantage of RCN's new speed tiers."</p>	<p>RCN Press Release, <i>RCN Business Services to Offer Wideband Cable Modem Options to Small, Medium Sized Businesses Over Its Own Fiber-Rich Backbone</i> (Nov 02, 2009) at http://investor.rcn.com/releasedetail.cfm?ReleaseID=420691 (visited February 8, 2010).</p>
<i>1. B. Cable Backhaul</i>		
Multiple Cable Operators	<p>According to equipment supplier, Ciena, "The nice thing about mobile backhaul is once you're at that tower—very, very, very hard to get rid of you. So you may sign a three year contract for service to that tower, and you may break even. But you're still going to be there in three years. The mobile operator is not going to swap out that service unless you've been falling on your face with respect to delivering it."</p>	<p>Light Reading Webinar, <i>The Future of Cable Business Services Keynote & Roundtable: A Capital Idea</i> (December 3, 2009) (statement of Ciena Solutions Marketing Director Taylor Salman at 50:09) at http://www.lightreading.com/webinar.asp?webinar_id=29274 (visited February 5, 2010).</p>
Comcast	<p>"[B]ackhaul is another nice complimentary business that can further leverage our network and one we're actively pursuing. We size this business at roughly \$1 billion for Comcast over time."</p>	<p>Seeking Alpha, <i>Comcast Q4 2009 Earnings Call Transcript</i> (February 3, 2010) (statement of Comcast COO Stephen Burke) at http://seekingalpha.com/article/186373-comcast-q4-2009-earnings-call-transcript (visited February 3, 2010).</p>

Company	Evidence	Source
Comcast	"Comcast now boasts contracts for more than 2,000 cell tower connections."	Light Reading Webinar, <i>The Future of Cable Business Services Keynote & Roundtable: A Capital Idea</i> (December 3, 2009) (slide presentation at 48:40 - 56:25) at http://www.lightreading.com/webinar.asp?webinar_id=29274 (visited February 5, 2010)
Time Warner Cable	Time Warner Cable mobile backhaul revenue was \$10m in 4Q 2009, out of \$26m for full-year 2009, and grew at an annual rate of 400% compared to 4Q 2008.	Time Warner Cable, Inc., Presentation: <i>Fourth Quarter and Full-Year 2009 Results</i> (January 28, 2010) at p. 8.
Time Warner Cable	"Time Warner Cable has wired over 2,000 cell towers with another 2,300 towers ordered and installation pending."	Light Reading Webinar, <i>The Future of Cable Business Services Keynote & Roundtable: A Capital Idea</i> (December 3, 2009) (slide presentation at 48:40 - 56:25) at http://www.lightreading.com/webinar.asp?webinar_id=29274 (visited February 5, 2010)
Cox	"As [Cox looks] at wholesale, the growth in wireless backhaul is distinctly the driver.' As Cox Business ramps up the build out of fiber rings to support traditional enterprise business efforts, it will target the build out of its fiber rings to simultaneously target both new business service opportunities and wireless backhaul opportunities."	Sean Buckley, Fierce Telecom, <i>Cox Business: An opportunistic approach - Wireless backhaul</i> (December 8, 2009) (quoting Cox Business VP for Product Development Kristine Faulkner) at http://www.fiercetelecom.com/special-reports/cox-business-opportunistic-approach-wireless-backhaul (visited February 8, 2010).
Cox	For Cox, "...the second big priority that we have is looking at the wholesale opportunities that we have within the carrier space, particularly around wireless backhaul - that's been a significant growth business for us this year [2009] and will continue in the future as well..."	Light Reading LRTV Interviews, <i>Cox's Phil Meeks: On the Road to \$1B</i> (December 3, 2009) at http://www.lightreading.com/video.asp?doc_id=185410&print=yes (visited February 5, 2010).

Company	Evidence	Source
Cox	"At Cox, cell backhaul and other wholesale services now account for 10% to 11% of total commercial revenues. Cox expects cell backhaul to generate more than half of its wholesale revenues by 2011, or over \$50 million."	Light Reading Webinar, <i>The Future of Cable Business Services Keynote & Roundtable: A Capital Idea</i> (December 3, 2009) (slide presentation at 48:40 - 56:25) at http://www.lightreading.com/webinar.asp?webinar_id=29274 (visited February 5, 2010)
Cox	"Cox has more the 2,000 cell towers now connected."	Light Reading Webinar, <i>The Future of Cable Business Services Keynote & Roundtable: A Capital Idea</i> (December 3, 2009) (statement of Light Reading moderator Alan Breznick at 52:30 - citing Cox Business Vice President Phil Meeks) at http://www.lightreading.com/webinar.asp?webinar_id=29274 (visited February 5, 2010)
Charter	"[Charter does] not have the staff and resources right now to handle all of the cell backhaul requests coming from all of the towers going up in our footprint...So we're ramping up to accommodate that..."	Steve Donohue, Light Reading, <i>Post Chapter 11, Charter Banks on Biz Services</i> (December 4, 2009) (statement of Charter Director of IP Architecture and Product Development Fred Davies) at http://www.lightreading.com/document.asp?doc_id=185425&site=cdn (visited February 17, 2010).

Table 2: Fixed Wireless Providers

Company	Evidence	Source
<i>2.A. Fixed Wireless Providers High-Capacity Generally</i>		
Towerstream	<p>Towerstream, a leading wireless Internet service provider, December 1, 2009, "announced the launch of its tenth market in Philadelphia, PA...By expanding into Philadelphia, Towerstream will have access to more than 64,250 additional businesses...Towerstream's Philadelphia customers will have a range of bandwidth options to choose from, including T1, T3, 100 and 1000 Mbps connections as well as service reliability backed by an industry-leading Service Level Agreement (SLA)...Towerstream currently serves businesses of all sizes in New York, Chicago, Dallas-Fort Worth, Los Angeles, Seattle, Boston, San Francisco, Miami and Providence/Newport. Towerstream also offers a Rapid Installation Program which guarantees installation within 48 hours."</p>	<p>Towerstream Press Release, <i>Towerstream Launches Wireless Broadband Network in Philadelphia, PA</i> (December 1, 2009) at http://ir.towerstream.com/releasedetail.cfm?ReleaseID=427312 (visited February 8, 2010).</p>
Towerstream	<p>Towerstream, a leading wireless Internet service provider, November 4, 2009, announced results for the third quarter ended September 30, 2009. Highlights include:</p> <ul style="list-style-type: none"> * Record number of customer installations of 257 in third quarter 2009, exceeding the previous quarterly high by 32% * Third quarter 2009 revenues increased 32% from the third quarter 2008 * Eight of nine markets generating positive Adjusted EBITDA 	<p>Towerstream Press Release, <i>Towerstream Reports Third Quarter 2009 Results</i> (November 4, 2009) at http://ir.towerstream.com/releasedetail.cfm?ReleaseID=421940 (visited February 8, 2010).</p>

Company	Evidence	Source
Conterra	<p>Conterra Ultra Broadband Holdings on January 6, 2010 "announced completion of a \$25 million senior preferred stock offering...Proceeds from the offering will be used to fund new network deployments that will enable Conterra to provide high speed broadband transport services to its growing base [1,000 commercial sites in 17 states] of wireless carrier, education, healthcare and government customers..."The addition of this substantial equity capital...will allow us to continue to aggressively rollout our hybrid, fiber/microwave, video, data and voice transport networks in virtually any location on a nationwide scale."</p>	<p>Conterra Press Release, <i>Goldman Sachs Leads \$25 Million Equity Investment in Conterra Ultra Broadband</i> (January 6, 2010) (quotation from Conterra CEO Stephen Leeolou) at http://www.conterra.com/docs/20100106_Goldman.pdf (visited February 16, 2010).</p>
Sparkplug	<p>Sparkplug Communications September 1, 2009 "announced that it has expanded its network reach in the Phoenix, Arizona metro region...Sparkplug increases its [] coverage area by close to 20 percent in square miles..." The new services areas will cover "major retail areas [], local manufacturing companies, the hospitality industry along the I-10 corridor, [] healthcare facilities [and] many medical offices associated with these hospitals...as well as the Jobbing.com Arena and several office parks...Sparkplug is a leading fixed wireless broadband service provider currently operating networks across five states, including the metropolitan markets of Chicago, Nashville, Des Moines, Phoenix and Las Vegas...Customers can choose from a complete range of symmetrical bandwidth service options starting at 2 Mbps with speeds up to 1 Gbps at a fraction of the typical cost. The company also provides high capacity data services and transport to many of the nation's leading telecommunications providers."</p>	<p>Sparkplug Press Release, <i>Sparkplug Communications Expands Wireless Network in Phoenix: Expansion offers high-speed wireless broadband services to more than 11,000 Phoenix businesses</i> (September 1, 2009) at http://www.sparkplug.net/about-broadband/news/press-releases/sparkplug-expands-wireless-network-in-phoenix (visited February 16, 2010).</p>

Company	Evidence	Source
Business Only Broadband	Business Only Broadband July 28, 2009 "announced that they have the ability to provide connectivity to the Illinois Century Network (ICN) for ICN constituents. ICN is the state funded network that provides Internet service for government, education and healthcare facilities...Business Only Broadband provides the largest wireless broadband network in Northern Illinois; bandwidth from 1.5 Mbps to 1 Gbps; interconnection with multiple tier 1 transit providers at multiple data centers; 100% diverse, no common point of failure with the LEC or CLEC network; QOS and MPLS."	Business Only Broadband Press Release, <i>Illinois Century Network and Business Only Broadband Interconnect</i> (July 28, 2009) at http://www.bobbroadband.com/read_press_release.php?id=12 (visited February 16, 2010).
Covad Wireless	Covad Wireless May 26, 2009 "announced it has expanded its Southern California wireless broadband coverage for businesses in Ventura County by adding a new base station that offers broadband speeds up to 45 Mbps...Covad Wireless serves several hundred customers in Ventura, Oxnard, Camarillo, and further inland to Santa Paula and Fillmore...This coverage expansion follows Covad Wireless' recent deployment of a new high-capacity fiber backbone in Southern California and the San Francisco Bay Area...Covad Wireless operates California's largest broadband fixed wireless network for businesses. Solutions range from DSL and T1 replacement (2.0 Mbps) to mid-band Ethernet and high-capacity service with data speeds up to 45 Mbps (the speed of a full DS3)...Covad Wireless, serves approximately 4,000 small and medium-sized businesses in the San Francisco Bay Area, greater Los Angeles area, Chicago and Las Vegas."	Covad Press Release, <i>Covad Wireless Expands Wireless Broadband Coverage in Ventura County</i> (May 26, 2009) at http://www.businesswire.com/portal/site/google/?ndmViewId=news_view&newsId=20090526005232&newsLang=en (visited February 23, 2010).
2.B. Fixed Wireless Providers Backhaul		
Multiple Fixed Wireless Providers	"Roughly 60% of backhaul cell site connections are microwave in most regions of the world and this is increasing, making microwave the largest and fastest growing piece of the mobile backhaul market. Even North America, a lesser adopter of microwave, is increasingly deploying it."	Infonetics Research Press Release, <i>Mobile backhaul equipment market growing fast, with no letup in sight</i> (May 27, 2009) at http://www.infonetics.com/pr/2009/1-mobile-backhaul-market-research-highlights.asp (visited February 3, 2010).

Company	Evidence	Source
Clearwire	Clearwire, provider of a 4G mobile network based on WiMAX access technology and majority owned by Sprint, "reaffirmed its 2009 consolidated network coverage target of more than 40 million people, including over 30 million people targeted to be covered by the Company's CLEAR 4G service in more than 25 markets by the end of 2009. Clearwire continues to target expanding its CLEAR 4G network coverage to as many as 120 million people by the end of 2010, assuming the Company completes the announced financing transactions and raises the remaining additional capital necessary."	Clearwire Press Release, <i>Clearwire Reports Third Quarter 2009 Results</i> (November 10, 2009) at http://newsroom.clearwire.com/phoenix.zhtml?c=198722&p=irol-newsArticle&ID=1353840&highlight= (visited February 9, 2010).
Clearwire	"Clearwire expects to offer 4G service in markets covering 30 million people at the end of this year including the following markets: Atlanta, GA; Baltimore, MD; Boise, ID; Chicago, IL; Las Vegas, NV; Philadelphia, PA; Charlotte, Raleigh, and Greensboro, NC; Honolulu and Maui, HI; Seattle and Bellingham, WA; Portland and Salem, OR; and Dallas/Ft. Worth, San Antonio, Austin, Abilene, Amarillo, Corpus Christi, Killeen/Temple, Lubbock, Midland/Odessa, Waco and Wichita Falls, TX."	Clearwire Press Release, <i>Clearwire Reports Third Quarter 2009 Results</i> (November 10, 2009) at http://newsroom.clearwire.com/phoenix.zhtml?c=198722&p=irol-newsArticle&ID=1353840&highlight= (visited February 9, 2010).
Clearwire	On November 24, 2009, Clearwire "secured an additional \$920 million in debt financing, which, when coupled with the \$1.56 billion of recently announced equity financing and the \$1.85 billion of debt financing that we closed on today, demonstrates our ability to access the capital markets on attractive terms and in sufficient size to meet our needs...With this latest tranche of additional funding, we have not only exceeded the amount of capital that we have previously stated we needed to fully fund our business plan, but we have also secured additional capital that will allow us to expand more aggressively by covering more people, and with more capacity than we had previously planned."	Clearwire Press Release, <i>Clearwire Announces Pricing of Additional \$920 Million of 12 Percent Senior Secured Notes Due 2015, Expanding Note Facility to \$2.78 Billion</i> (November 24, 2009) at http://newsroom.clearwire.com/phoenix.zhtml?c=214419&p=irol-newsArticle&ID=1359154&highlight= (visited February 9, 2010).

Company	Evidence	Source
Clearwire	Sprint in the fourth quarter of 2009, "Invested more than \$1.1 billion of additional funding in Clearwire."	Sprint Press Release, <i>Sprint Nextel Reports Fourth Quarter and Full Year 2009 Results</i> (February 10, 2010) at http://investors.sprint.com/phoenix.zhtml?c=127149&p=irol-newsArticle&ID=1385975&highlight= (visited February 11, 2010).
Clearwire	Regarding expansion of Clearwire's footprint, Sprint [which now owns 56% of Clearwire] recently told investors, "we would expect that you would see more pops being expanded in 2011 and then 2012 so this would be a continuous process like so many generations are."	Seeking Alpha, <i>Sprint Nextel Corp. Q4 2009 Earnings Call Transcript</i> (February 10, 2010) (comments of Sprint CEO Dan Hesse) at http://seekingalpha.com/article/187835-sprint-nextel-corp-q4-2009-earnings-call-transcript (visited February 11, 2010).
Clearwire	Clearwire recently told the FCC, "...the true challenge of mobile broadband is backhaul. The fundamental challenge is how Gigabits of packet data from thousands of cell sites can be efficiently moved to the core network-cost effectively. Existing 3G network architectures simply cannot do this...the Clearwire implementation of a flat IP architecture leverages an extremely flat Layer 2 Ethernet based wireless backhaul transport layer which provides an OpEx cost structure that literally changes the game...Now, In 2009, all Clearwire commercial markets are deployed with 90% of macro cell sites using Layer 2 Metro Ethernet based microwave radios which can deliver up to 1.6 Gbps throughput and sub millisecond latency per hop...The performance of these transport networks rivals SDH/SONET in traditional telecom cores-for a fraction of the cost. Compare this to the model of outdated T1/TDM based backhaul connections typical of 3G, which only offer a fraction of the capacity at an order of magnitude higher recurring fees."	Clearwire White Paper, <i>4G by the Numbers</i> (March 25, 2009) submitted to the FCC as an Ex Parte Communication in GN Docket 09-51 (November 4, 2009).

Company	Evidence	Source
Clearwire	"90% of Clearwire's cell sites are connected via wireless backhaul links, providing 30 Mb/s or greater capacity—bandwidth that would require the provisioning of 20 T1 lines...'We see demand at each site easily going up to 100 Mb/s...30 Mb/s is not enough. It's just enough to get started."	Kevin Fitchard, Telephony Online, <i>Clearwire Leans Heavily on Wireless to Backhaul WiMax Network</i> (September 14, 2009) (quote is from Clearwire Chief Technology Officer John Saw) at http://connectedplanetonline.com/3g4g/news/clear-wire-wireless-backhaul-wimax-0914/ (visited February 23, 2010).
Clearwire	"Clearwire...is to deploy DragonWave Inc.[]'s newly launched microwave radio backhaul product, the Horizon Quantum, which promises up to 4 Gbit/s of capacity on a single link. "We're looking forward to using it very soon," Clearwire CTO John Saw says of the Quantum product. "The secret is that they've put some clever compression software in there."	Dan Jones, Light Reading Mobile, <i>4G World: Clearwire Surfs a Bigger 'Wave</i> (September 14, 2009) at http://www.lightreading.com/document.asp?doc_id=181702& (visited February 22, 2010).
Clearwire	"Clearwire has little trouble getting reasonably priced fiber links in the major markets for its core and transport networks. But Clearwire isn't just building in the big markets. Of the 25 markets it plans to launch this year, more than half will be in smaller markets like Midland-Odessa, Texas, or Bellingham, Wash...."There we are running wireless for transport for long distances."	Kevin Fitchard, Telephony Online, <i>Clearwire Leans Heavily on Wireless to Backhaul WiMax Network</i> (September 14, 2009) (quote is from Clearwire Chief Technology Officer John Saw) at http://connectedplanetonline.com/3g4g/news/clear-wire-wireless-backhaul-wimax-0914/ (visited February 23, 2010).
Clearwire	"Not only is Clearwire putting in high-capacity links, it's implementing a next-generation Ethernet transport architecture [], which would be ideal for transporting the cellular operators' ever-increasing loads of 3G and eventually 4G data traffic."	Kevin Fitchard, Telephony Online, <i>Clearwire Leans Heavily on Wireless to Backhaul WiMax Network</i> (September 14, 2009) at http://connectedplanetonline.com/3g4g/news/clear-wire-wireless-backhaul-wimax-0914/ (visited February 23, 2010).

Company	Evidence	Source
FiberTower	<p>"FiberTower is a facilities based hybrid fiber wireless cellular backhaul for over 6 years: it has national licensed spectrum and currently operates in 13 existing U.S. markets. Its network services include:"</p> <ul style="list-style-type: none"> * Low Capacity: T1 * Mid Capacity: nxT1, Ethernet * High Capacity: DS-3, OC-n, Ethernet * Wavelengths: Inter and Intra metro * TDM to Ethernet Migration 	<p>FiberTower Ex Parte Presentation to FCC in GN Docket No. 09-51, ET Docket Nos. 02-380, 04-186, <i>Middle Mile and Backhaul: Enabling the Mobile Broadband Future</i> (February 1, 2010) at p. 2-5.</p>
FiberTower	<p>Fiber Tower Network Metrics (Q3 2009)</p> <ul style="list-style-type: none"> * Served Cell Sites > 6,300 * Network Route Miles > 12,800 * Fiber Nodes > 250 * Fiber Partners > 20 	<p>FiberTower Ex Parte Presentation to FCC in GN Docket No. 09-51, ET Docket Nos. 02-380, 04-186, <i>Middle Mile and Backhaul: Enabling the Mobile Broadband Future</i> (February 1, 2010) at p. 2-5.</p>
FiberTower	<p>"FiberTower Corporation[], a wireless backhaul services provider, []expanded its fiber footprint with a purchase of approximately 4,000 miles of dark fiber from FiberLight...In addition to the initial purchase, FiberTower secured contractual rights to increase its capacity by up to an additional 8,000 fiber miles over the next 6 years. Over the past several quarters, FiberTower has received growing interest in its Ethernet and high capacity transport solutions that require circuits of at least 50 Megabits per second. Bandwidth forecasting at FiberTower's sites have also indicated a need for a higher proportion of fiber-fed sites...The transaction with FiberLight provides FiberTower with scalable capacity on eight diverse routes across the southern United States, including key markets such as Washington D.C., Atlanta and Dallas."</p>	<p>FiberTower Press Release, <i>FiberTower Expands Fiber Network Reach Through Transaction With FiberLight</i> (January 20, 2010) at http://www.fibertower.com/corp/news-press-releases.shtml (visited February 3, 2010).</p>
FiberTower	<p>For the third quarter of 2009, FiberTower reported year over year revenue growth of 21%.</p>	<p>FiberTower Ex Parte Presentation to FCC in GN Docket No. 09-51, ET Docket Nos. 02-380, 04-186, <i>Middle Mile and Backhaul: Enabling the Mobile Broadband Future</i> (February 1, 2010) at p. 2-5.</p>

Company	Evidence	Source
TowerCloud	<p>Tower Cloud, Inc., a provider of backhaul services to wireless carriers, October 19, 2009 "announced it closed a \$20 million equity round to fund expansion into Atlanta, GA and other growth opportunities...Tower Cloud provides telecom backhaul services to wireless carriers. The company builds and operates fiber optic and wireless networks to connect cellular towers to the wireless carriers' mobile switching centers...Tower Cloud currently operates backhaul networks in the greater Orlando, FL and Miami, FL markets and is in the process of constructing a new network in Atlanta, GA. The company was founded in 2006 and is headquartered in St. Petersburg, FL."</p>	<p>TowerCloud Press Release, <i>Tower Cloud Raises \$20 million in Preferred Equity Funding to Expand Fast Growing Wireless Backhaul Services</i> (October 19, 2009) at http://www.towercloud.com/news_release_20091019.shtml (visited February 16, 2010).</p>
Hilbert Communications	<p>Hilbert Communications "has deployed [Exalt Communications] microwave backhaul systems to massively scale backhaul capacity while simultaneously eliminating costly leased lines in its GSM and WiMAX service networks throughout Wisconsin and Michigan...The Exalt systems deployed by Hilbert Communications can deliver up to 200 megabits per second (Mbps) of Ethernet along with up to four native TDM T1 lines with "five nines" link and throughput availability. As configured for the Hilbert networks, these systems carry four T1s of GSM voice traffic and from 10 to 50 Mbps of Ethernet over distances of up to 20 miles. These Exalt systems, configured for the 5 GHz frequency band, can be deployed within a day; [they] are replacing leased T1 lines, saving the company an estimated \$700-\$1,500 per line per month. Hilbert has also deployed Exalt systems configured for the 11 GHz frequency band and is currently planning to deploy many more as it builds out the backbone for its new broadband network in Central Wisconsin."</p>	<p>Marketwire, <i>Hilbert Communications Adds Backhaul Capacity and Eliminates Recurring Leased Line Costs With Exalt Microwave Backhaul Systems</i> (February 16, 2010) at http://www.marketwire.com/press-release/Hilbert-Communications-Adds-Backhaul-Capacity-Eliminates-Recurring-Leased-Line-Costs-1117219.htm (visited February 17, 2010).</p>

Table 3: Traditional Fiber-Based Competitors

Company	Evidence	Source
<i>3.A. Traditional Fiber-Based Competitors High-Capacity Generally</i>		
Multiple Competitors	<p>"Like the universe, the telecommunications industry continues an outward expansion; telecom's expansion, however, is driven by economic forces of market competition, in which facilities-based CLECs continue to be a growing force" ...The CLEC Sector At a Glance (2009):</p> <ul style="list-style-type: none"> * Total # of Facilities-based CLECs: 56 * Total Sector Revenues: \$27,929,800,000 * Total Capital Expenditures: \$2,651,700,000 * Total Switches (Circuit + Packet): 1,866 * Total Metro Fiber Route Miles: 185,000 * Total Buildings On-Net: 77,900 	<p>Craig Clausen and Joe Kestel, xchange, <i>Analysts: Facilities-Based CLECs on the Upswing</i> (July 8, 2009) (citing data from New Paradigm Resources Group, Inc.) at http://www.xchangemag.com/articles/analysts-facilities-based-clecs-on-upswing.html (visited February 23, 2010).</p>
Level 3	<p>The Level 3 Local initiative to locally target mid-sized enterprises is being launched in phases. According to Level 3's fourth quarter 2009 investor presentation, the Level 3 Local initiative has launched in 15 general manager territories representing <i>31 markets</i>. The territories launched to date are: (Phase 1) Colorado, Nashville, Upstate New York, Seattle, Washington, DC; (Phase 2) Atlanta, Chicago, Miami, New York City, Philadelphia, and Vermont; (Phase 3) Central Florida/Tampa, Houston, Ohio, San Francisco. Phase 1 market sales were up 130% in 4Q09 compared to 1Q09. In 2010, Level 3 will launch another 8 general manager territories representing <i>more than 40 additional markets</i>. [Emphasis added.]</p>	<p>Level 3 Communications Presentation, <i>Fourth Quarter and Fully Year 2009 Earnings</i> (February 10, 2010) at p. 10 at http://lvl.client.shareholder.com/results.cfm (visited February 10, 2010).</p>

Company	Evidence	Source
Level 3	<p>In its fourth quarter 2009 earnings press release, Level 3 CFO Sunit Patel stated, "In 2010, while we are still cautious about the effect the economy will have on our business, we believe it is the right time to increase our investment for growth. As such, we expect to see an increase in capital expenditures in the coming year. We are expanding our sales force and sales support operations..."</p>	<p>Level 3 Press Release, <i>Level 3 Reports Fourth Quarter and Full Year 2009 Results</i> (February 10, 2010) at http://lvl.client.shareholder.com/results.cfm (visited February 10, 2010).</p>
Level 3	<p>Level 3 Communications, Inc. February 11, 2010 "announced that it has expanded its operations and is enhancing its local presence in Central Florida, which includes the Tampa-St. Petersburg and Orlando metropolitan areas. This is part of Level 3's continued commitment to increasing its presence in local markets throughout the country, designed to provide mid-market enterprises with a superior customer experience...Level 3 has 600 miles of fiber in Central Florida that passes nearly 30,000 businesses. The company will add capacity to the network and will expand the number of businesses – across a variety of vertical industries – that are directly connected to this network, enabling outstanding scalability and reach of service for these businesses."</p>	<p>Level 3 Press Release, <i>Level 3 Increases Commitment to Central Florida</i> (February 11, 2010) at http://www.level3.com/index.cfm?pageID=491&PR=851 (visited February 17, 2010).</p>
Level 3	<p>Level 3 Communications, Inc. November 12, 2009 "announced that it is expanding its operations and enhancing its local presence in the Atlanta area. Through this initiative, Level 3 will combine its extensive backbone network, metro fiber-optic footprint, and a locally focused sales and customer support team to provide mid-market enterprises with greater access to Level 3's full spectrum of communications services...Level 3 has an extensive footprint throughout north Georgia that passes nearly 15,000 businesses. The company will add capacity to the network and will expand the number of businesses that are directly connected to this network..."</p>	<p>Level 3 Press Release, <i>Level 3 Expands Commitment to Atlanta</i> (November 12, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=821 (visited February 7, 2010).</p>

Company	Evidence	Source
Level 3	<p>Level 3 Communications, Inc. November 5, 2009 "announced that it is expanding its operations and customer support in the greater New York area. Level 3 brings its extensive fiber-optic network, metro assets as well as a locally focused sales and customer support team to deliver a superior experience for mid-market enterprise customers in the New York City, northern New Jersey and southern Connecticut areas...Level 3 has an extensive network in the New York area, including the five boroughs of New York City, northern New Jersey and southern Connecticut. The network currently passes nearly 50,000 businesses. Level 3 is adding capacity to the network, and will increase the number of businesses that are directly connected to this network..."</p>	<p>Level 3 Press Release, <i>Level 3 Increases Presence in the New York Area</i> (November 5, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=819 (visited February 7, 2010).</p>
Level 3	<p>Level 3 Communications November 3, 2009 "announced that it has increased the capacity of its communications network in Vermont and has expanded the number of businesses that can take advantage of the company's far-reaching fiber-optic backbone...Level 3 has an extensive fiber-optic footprint in Vermont, which passes more than 7,000 businesses in such cities as Burlington, Rutland and Brattleboro. Level 3 will continue to increase the number of businesses that are directly connected to the Level 3 backbone...Level 3 also has more than doubled network capacity in Vermont over the past year and now offers multiple levels of redundancy..."</p>	<p>Level 3 Press Release, <i>Level 3 Increases Network Capacity in Vermont; Names New General Manager for New England Region</i> (November 3, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=818 (visited February 7, 2010).</p>

Company	Evidence	Source
Level 3	<p>Level 3 Communications, Inc. October 29, 2009 "announced that it is expanding its operations and customer support in the Miami area. Through this initiative, Level 3 is augmenting the resources it dedicates to delivering an exceptional experience for mid-market enterprise customers in south Florida. Level 3 has nearly 300 customers in the Miami area (which includes Ft. Lauderdale and West Palm Beach) and more than 800 metro fiber route miles throughout south Florida. Level 3 is adding capacity to this network and continues to increase the number of businesses that are directly connected to it, delivering the scalability and reach of services mid-market businesses seek from their communications provider. Furthermore, Level 3's south Florida network connects to several landing stations for providers whose subsea cables link the United States to countries in Latin America."</p>	<p>Level 3 Press Release, <i>Level 3 Expands Presence in Miami</i> (October 29, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=817 (visited February 7, 2010).</p>
Level 3	<p>Level 3 Communications, Inc. October 21, 2009 "announced that it is expanding operations and enhancing its local presence in the Chicago area. Through this commitment, Level 3 will combine its far-reaching network, metro assets, and a locally focused sales and customer support team to deliver an outstanding customer experience for Chicago mid-market enterprises... Level 3 has an extensive fiber-optic footprint in the Chicago area – which includes Northwest Indiana and southern Wisconsin – that passes nearly 25,000 businesses. Level 3 is adding bandwidth to this network, and will continue to increase the number of businesses that are directly connected to the Level 3 network..."</p>	<p>Level 3 Press Release, <i>Level 3 Increases Commitment to Chicago</i> (October 21, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=814 (visited February 7, 2010).</p>

Company	Evidence	Source
Level 3	<p>Level 3 Communications, Inc. October 12, 2009 announced that "it is expanding its operations in the Philadelphia area. This initiative is designed to provide mid-market enterprises with locally focused customer service and greater access to Level 3's voice, Internet and data services. Level 3 has an extensive network in the Philadelphia area (which includes Allentown and Reading) – as well as Wilmington, Del., and Camden, N.J. – which passes more than 25,000 businesses. Level 3 is adding capacity to this network, and will continue to increase the number of businesses that are directly connected to this network..."</p>	<p>Level 3 Press Release, <i>Level 3 Expands Operations in Philadelphia</i> (October 12, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=813 (visited February 7, 2010).</p>
Level 3	<p>Level 3 CEO Jim Crowe described the Level 3 Local initiative as follows: "...we have accumulated what we would say is a unique asset through a series of acquisitions and construction over the course of the last three or four years. We have a major presence in dozens of metropolitan areas, and we are leveraging [an] investment that we and frankly others made in the past. The statistic or the figure of merit that we often point out, and I would repeat again [is] there are 100,000 enterprise buildings within 500 feet of our network, meaning, we can sell in those buildings and add the building after we successfully sell. So we think we have a success-based model here that <i>leverages a huge capital investment already made.</i>" [Emphasis added.]</p>	<p>Seeking Alpha, <i>Level 3 Communications, Inc. Q2 2009 Earnings Call Transcript</i> (July 31, 2009 - for call held July 30, 2009) at http://seekingalpha.com/article/152829-level-3-communications-inc-q2-2009-earnings-call-transcript (visited February 17, 2010).</p>
tw telecom	<p>tw telecom capital expenditures for 2009 were \$275 million, compared to \$266 million in 2008 and \$230 million in 2007; tw telecom projects capital expenditures of \$275 million - \$300 million in 2010.</p>	<p>tw telecom, <i>Supplemental Earnings Information Fourth Quarter 2009</i> (February 8, 2010) at p. 10 at http://www.twtelecom.com/investors/inv_earnings_current.html (visited February 9, 2010).</p>

Company	Evidence	Source
tw telecom	In its December 2009 investor presentation, tw telecom describes a "Large Opportunity Near Our Network," stating that "~8 million businesses reside in TWTC markets," "~2 million are 'target' businesses with 2+ DS-1s of bandwidth utilization," and "~1 million 'target businesses' are within 1 mile of TWTC's fiber."	tw telecom, <i>Investor Presentation</i> (December 2009) at p. 10 at http://www.twtelecom.com/investors/investors.html (visited February 9, 2010)
tw telecom	tw telecom grew total 2009 revenue 5% year over year and enterprise revenue 8%.	tw telecom Press Release, <i>tw telecom Reports Fourth Quarter and Full Year 2009 Results</i> (February 8, 2010) at p. 1 at http://www.twtelecom.com/investors/inv_earnings_current.html (visited February 9, 2010).
tw telecom	tw telecom has two-thirds of its revenue fully on its network and two-thirds of its revenue on contracts of three years or longer.	tw telecom, <i>Supplemental Earnings Information Fourth Quarter 2009</i> (February 8, 2010) at p. 4 at http://www.twtelecom.com/investors/inv_earnings_current.html (visited February 9, 2010).
tw telecom	tw telecom "had approximately 28,000 customers as of December 31, 2009" and "ended the fourth quarter with over 27,000 route miles (including more than 20,000 miles of metro miles), over 10,000 buildings on net..." [On- net buildings increased from 9,422 as of fourth quarter 2008 and 8,355 as of fourth quarter 2007.]	tw telecom Press Release, <i>tw telecom Reports Fourth Quarter and Full Year 2009 Results</i> (February 8, 2010) at p. 2 and tw telecom Press Release, <i>tw telecom Reports Fourth Quarter and Full Year 2008 Results</i> (February 9, 2009) at p. 14, both at http://www.twtelecom.com/investors/inv_earnings_current.html (visited February 9, 2010).
PAETEC	"For the full year 2009, [PAETEC's] capital expenditures were \$121.5 million, an increase of \$2.0 million from full year 2008. As a percentage of total revenue, capital expenditures were 7.7% for full year 2009 compared to 7.6% for full year 2008. Capital expenditures for fourth quarter 2009 were \$36.6 million, or 9.4% of total revenue compared to \$32.1 million, or 8.0% of total revenue, for fourth quarter 2008."	PAETEC Press Release, <i>PAETEC Holding Corp. Announces Fourth Quarter and Full Year 2009 Results</i> (February 16, 2010) at http://www.paetec.com/surf/static-assets/about-us/press-releases/2010/PAETEC-Q409-Earnings-Release-Final.pdf (visited February 16, 2010).

Company	Evidence	Source
PAETEC	From 2008 to 2009, PAETEC's long haul fiber miles grew from 13,365 miles to 14,158 miles and its metro fiber miles grew from 5,648 miles to 5,924 miles. Metro areas served grew from 80 to 84. Facilities fed buildings grew from 1,912 at the end of the second quarter 2009 to 1,918 at the end of the fourth quarter 2009.	PAETEC Presentation, <i>Q4 09 Supplemental Information</i> (February 16, 2010) at pp. 4-5 at http://phx.corporate-ir.net/External.File?item=UGFyZW50SUQ9MzY4OTA0fENoaWxkSUQ9MzY0OTIzFR5cGU9MQ=&t=1 (visited February 16, 2010).
PAETEC	"[PAETEC's] Board of Directors last fall [2009] approved the third five-year plan in our company's history. Among other things, it calls for us to double our sales organization and return to our legacy PAETEC double digit growth rates of the past. We made our first step toward that goal by adding 33 people to the sales organization during the fourth quarter. We currently plan to add 50 to 80 net new sales people to the company each year for the next five years."	Seeking Alpha, <i>PAETEC Holding Q4 2009 Earnings Call Transcript</i> (February 16, 2010) at http://seekingalpha.com/article/188855-paetec-holding-q4-2009-earnings-call-transcript (visited February 16, 2010).
PAETEC	PAETEC Holding Corp. February 10, 2010 "announced it has expanded its full suite of communications solutions service to Vermont, marking the 46th state nationally where the company offers business-class local phone service along with a deep portfolio of advanced communication products...This expansion completes our coverage for New England and the Northeastern United States' said Steve Richard, regional vice president...PAETEC is one of the largest competitive telecommunication carriers in the nation with well over \$1 billion in revenue and serving over 45,000 businesses including universities, hospitals and government agencies across 46 states."	PAETEC Press Release, <i>PAETEC Expands Local Service to 46th State with Addition of Vermont</i> (February 10, 2010) at http://www.paetec.com/about-us/media-center/press-releases/PAETEC-Expands-Local-Service-to-46th-State-with-Addition-of-Vermont.html (visited February 16, 2010).

Company	Evidence	Source
PAETEC	<p>PAETEC Holding Corp. February 4, 2010 "unveiled plans for an expansive, high-tech data center in Andover, MA, approximately 24 miles north of Boston. In addition to the existing data centers in Bethlehem and Conshohocken, PA, this is the first in a series of new centers the Company is planning to open nationwide over the next 5 years...The Andover center is scheduled to open in June 2010...The two-story, 92,700 square feet facility has over 40,000 square feet of raised floor space available for customers to collocate their servers, routers and other communication equipment...Across the nation including available space in its central offices, PAETEC has 1.4 million square feet of data center space."</p>	<p>PAETEC Press Release, <i>PAETEC to Open Flagship Data Center in Massachusetts</i> (February 4, 2010) at http://www.paetec.com/about-us/media-center/press-releases/PAETEC-to-Open-Flagship-Data-Center-in-Massachusetts.html (visited February 16, 2010).</p>
PAETEC	<p>PAETEC Holding Corp. October 19, 2009 "announced that is has expanded its on-net Ethernet Local Loop (ELL) offering to seven additional on-net cities in 2009... PAETEC now serves a total of 36 on-net markets with Ethernet access and plans to reach an additional six markets by year-end, serving over half of its 83 core markets nationwide with direct Ethernet access. PAETEC can also reach 100% of its MSA coverage area via Ethernet utilizing existing partnership agreements...Earlier in 2009, PAETEC also announced Ethernet capabilities via its own fixed wireless circuits across the United States...PAETEC now can deliver Ethernet access to areas in Alabama, California, Connecticut, District of Columbia, Florida, Georgia, Illinois, Kentucky, Louisiana, Massachusetts, Maryland, North Carolina, New Jersey, New York, Pennsylvania, South Carolina, Tennessee, and Virginia. The company is planning on future Ethernet access expansions in the west and mid-western areas of the United States."</p>	<p>PAETEC Press Release, <i>PAETEC Announces Continued Expansion of Ethernet Local Loop Access Nationwide</i> (October 19, 2009) at http://www.paetec.com/about-us/media-center/press-releases/PAETEC-Announces-Continued-Expansion-of-Ethernet-Local-Loop-Access-Nationwide.html (visited February 16, 2010).</p>

Company	Evidence	Source
PAETEC	PAETEC reported "[t]otal revenue of \$1,580.2 million for 2009" and projected 2010 revenue growth to \$1,590 million to \$1,630 million. For the fourth quarter 2009, enterprise revenue grew 0.7%. [Full year 2009 revenue does not compare to full year 2008 revenue because acquisitions completed in 2008 are not fully reflected in 2008 revenues and pro forma figures are not available from the cited source.]	PAETEC Press Release, <i>PAETEC Holding Corp. Announces Fourth Quarter and Full Year 2009 Results</i> (February 16, 2010) at http://www.paetec.com/surf/static-assets/about-us/press-releases/2010/PAETEC-Q409-Earnings-Release-Final.pdf (visited February 16, 2010) and PAETEC Presentation, Q4 09 Supplemental Information (February 16, 2010) at p. 6 at http://phx.corporate-ir.net/External.File?item=UGFyZW50SUQ9MzY4OTA0fENoaWxkSUQ9MzY0OTIzfFR5cGU9MQ==&t=1 (visited February 16, 2010).
PAETEC	PAETEC reported access line equivalents [24 lines per T-1 + POTS lines] of 5,852,606 at the end of 2009 compared to 5,669,614 at the end of 2008.	PAETEC Presentation, <i>Q4 09 Supplemental Information</i> (February 16, 2010) at p. 4 at http://phx.corporate-ir.net/External.File?item=UGFyZW50SUQ9MzY4OTA0fENoaWxkSUQ9MzY0OTIzfFR5cGU9MQ==&t=1 (visited February 16, 2010).
PAETEC	From 2008 to 2009, PAETEC's average T-1 equivalents per customer grew from 3.2 to 3.7, indicating that PAETEC was gaining a greater share of customer communications spend.	PAETEC Presentation, <i>Q4 09 Supplemental Information</i> (February 16, 2010) at p. 7 at http://phx.corporate-ir.net/External.File?item=UGFyZW50SUQ9MzY4OTA0fENoaWxkSUQ9MzY0OTIzfFR5cGU9MQ==&t=1 (visited February 16, 2010).
PAETEC	PAETEC Holding Corp. October 2, 2009 "announced that is has expanded its local telephone service to 123 new rate centers across 25 states so far in 2009. The rate center expansion allows PAETEC to provision services in new markets nationwide, giving leading local service coverage and supporting more potential customers."	PAETEC Press Release, <i>PAETEC Expands Customer Reach with New Rate Centers in 25 States</i> (October 2, 2009) at http://www.paetec.com/about-us/media-center/press-releases/PAETEC-Expands-Customer-Reach-with-New-Rate-Centers-in-25-States.html (visited February 16, 2010).

Company	Evidence	Source
XO	<p>XO Communications November 19, 2009 announced that "it is expanding its nationwide network across the Inland Empire region of Southern California...By expanding the reach of its 19,000-mile nationwide network and establishing points of presence locations across the Inland Empire area, XO Communications is now able to serve thousands of new businesses and offer them a more competitive alternative...The Inland Empire network expansion is part of XO Communications' strategy to invest in its nationwide network by broadening its service areas within existing XO markets and expanding into new markets. Inland Empire, the second largest metropolitan area in Southern California, includes Riverside and San Bernardino counties, as well as major cities including Ontario, Palm Springs, Riverside and San Bernardino, among others."</p>	<p>XO Press Release, <i>XO Communications Expands Presence in Southern California's Inland Empire</i> (November 19, 2009) at http://www.xo.com/about/news/Pages/461.aspx (visited February 9, 2010).</p>
XO	<p>XO Communications September 22, 2009 "announced the launch of 'Ethernet Everywhere,' a service availability guarantee ensuring its Carrier Services' customers can obtain Ethernet services anywhere within XO's coverage area [more than 75 metropolitan markets across the United States]. This service availability guarantee is the first of its kind by any nationwide service provider."</p>	<p>XO Press Release, <i>XO Communications Issues Guarantee to Provide "Ethernet Everywhere"</i> (September 22, 2009) at http://www.xo.com/about/news/Pages/454.aspx (visited February 9, 2010).</p>
XO	<p>In the last two years alone, XO has invested more than \$450 million to grow and enhance its infrastructure, resulting in a footprint covering nearly half of all businesses in the United States."</p>	<p>XO Press Release, <i>XO Communications Issues Guarantee to Provide "Ethernet Everywhere"</i> (September 22, 2009) at http://www.xo.com/about/news/Pages/454.aspx (visited February 9, 2010).</p>
XO	<p>XO's "[t]otal revenue for the three and nine months ended September 30, 2009 increased 2.2% and 3.9%, respectively as compared to the same periods in 2008"</p>	<p>XO Holdings, Inc., <i>United States Securities Exchange Commission Form 10-Q for the quarterly period ended September 30, 2009</i> (filed November 9, 2009) at p. 18.</p>

Company	Evidence	Source
Zayo Bandwidth	"Zayo Group's acquisition of FiberNet Telecom Group...expanded Zayo's network in key gateway markets of New York, New Jersey, Los Angeles and Miami. In addition..., Zayo Bandwidth added or expanded service offerings materially in Georgia, Idaho, Indiana, Ohio, Philadelphia, Tennessee, Texas and Washington."	Zayo Press Release, <i>Zayo Bandwidth Recaps Exciting and Prosperous 2009</i> (January 12, 2010) at http://www.zayo.com/about/news/details/id/59/ (visited February 4, 2010).
Zayo Bandwidth	"Zayo Bandwidth spent approximately \$45M on network expansion in [calendar year] 2009, adding approximately 400 buildings to its fiber network, bringing total on-net buildings to approximately 2,160...Single and multi-tenant enterprise high bandwidth locations also grew, now totaling more than 850 buildings."	Zayo Press Release, <i>Zayo Bandwidth Recaps Exciting and Prosperous 2009</i> (January 12, 2010) at http://www.zayo.com/about/news/details/id/59/ (visited February 4, 2010).
Zayo Bandwidth	"Funding acquisitions hasn't been a problem for Zayo, which has raised more than \$300 million in equity and more than \$160 million in debt."	Ed Gubbins, ConnectedPlanet.com (formerly Telephony Online), <i>How big are Zayo's big-city ambitions?</i> (September 18, 2009) at http://connectedplanetonline.com/independent/news/zayo-bigcity-ambitions-091809/ (visited February 17, 2010).
Zayo Bandwidth	"As one of the largest and fastest growing providers of bandwidth infrastructure, Zayo Bandwidth currently boasts a unique 20,000 mile fiber optic network offering services in 131 markets spanning 23 states."	Zayo Press Release, <i>Zayo Bandwidth Recaps Exciting and Prosperous 2009</i> (January 12, 2010) at http://www.zayo.com/about/news/details/id/59/ (visited February 4, 2010).
Zayo Bandwidth	"Zayo Group's acquisition of FiberNet Telecom Group led to the creation of Zayo Colocation, Inc. (zColo), an independent business unit focused on colocation and interconnection services. The acquisition resulted in Zayo being the exclusive operator of the 60 Hudson Street Meet-Me-Room in New York City...Zayo Bandwidth grew its carrier hotel, data center and central office facilities presence to approximately 150 facilities across their network."	Zayo Press Release, <i>Zayo Bandwidth Recaps Exciting and Prosperous 2009</i> (January 12, 2010) at http://www.zayo.com/about/news/details/id/59/ (visited February 4, 2010).

Company	Evidence	Source
Zayo Bandwidth	<p>Zayo "committed \$65 million in its capital expenditure program for FY 2010 [44% y/y growth]...Zayo spent \$45 million in FY 2009 on network expansion and added over 400 buildings across its dense fiber footprint. 75% of that capital expense was deployed in direct support of customer bandwidth requirements...Zayo's new capital program will ensure that it can continue to add strategic buildings and extend network capabilities for its customers in the coming year. Expansion is anticipated in: Tier 3-5 markets, Wireless Towers and Mobile Switching Centers, Mission Critical Data Centers, and Media Hubs to enable transport connectivity back to major carrier hubs and internet backbone on-ramps in major metro areas for customers across the U.S."</p>	<p>Zayo Press Release, <i>Zayo Bandwidth Commits \$65M to 2010 Network Expansion</i> (December 2, 2009) at http://www.prnewswire.com/news-releases/zayo-bandwidth-commits-65m-to-2010-network-expansion-78305342.html (visited February 8, 2010).</p>
Zayo Bandwidth	<p>Zayo Bandwidth announced June 23, 2009 "that it will begin providing fiber-based bandwidth services to the Youngstown, Ohio metro area. Zayo will light over 60 miles of metro fiber, providing access to key locations in the greater Youngstown area, including mobile switching centers, central offices and data centers."</p>	<p>Zayo Press Release, <i>Zayo Bandwidth to Light New Metro Network and Provide Backhaul Services to DRS Data Centers</i> (June 23, 2009) at http://www.zayo.com/files/en/user/custom/customNews/file/33/ZB_DRS_press_release.pdf (visited February 23, 2010).</p>
FiberLight	<p>FiberLight, LLC, a leading optical networking provider, announced January 27, 2010, "they are constructing a new 100-mile fully diverse network linking Baltimore to Washington, D.C. The new network will augment FiberLight's existing 123-mile Baltimore network, and 299-mile Virginia and D.C. networks by extending the optical backbone past the downtown business district to connect to the growing cities of Laurel, Columbia, Elkridge and Greenbelt, while providing greater diversity to the MD/D.C./VA region. Optical services clients can access dedicated connectivity to the major IP peering points, data centers and carrier hotels located in Baltimore, Washington D.C. and Northern Virginia at speeds up to 10 Gig."</p>	<p>FiberLight Press Release, <i>FiberLight Announces Construction of a New 100-Mile Network in the Baltimore/DC Market</i> (January 27, 2010) at http://www.fiberlight.com/PressReleaseDetail.aspx?pressReleaseId=53 (visited February 8, 2010).</p>

Company	Evidence	Source
FiberLight	"FiberLight's network, spanning over 500,000 fiber miles in length, is comprised of 21 metro networks located in the mid-Atlantic, southeast and southwestern regions of the United States."	FiberTower Press Release, <i>FiberTower Expands Fiber Network Reach Through Transaction With FiberLight</i> (January 20, 2010) at http://www.fibertower.com/corp/news-press-releases.shtml (visited February 3, 2010).
FiberLight	"FiberLight, LLC, a leading provider of optical transport services in 21 metro areas throughout the Southern United States, has extended its fiber inside the D.R. Horton Tower at 301 Commerce Street, Ft. Worth, Texas. This milestone represents the 69th building FiberLight connects to in the greater Dallas/Ft. Worth market, further enabling FiberLight's customer access to 350 route miles of fiber throughout the Dallas/Ft. Worth/Plano marketplace. Additionally, FiberLight continues to increase its existing presence at 1950 Stemmons, in Dallas, TX with the procurement of additional space and power to support the rapid growth of the FiberLight Metro Ethernet product line."	FiberLight Press Release, <i>FiberLight Increases Fiber Access In Dallas/Ft. Worth Market</i> (September 22, 2009) at http://www.fiberlight.com/PressReleaseDetail.aspx?pressReleaseId=46 (visited February 8, 2010).
FiberLight	FiberLight was selected by Pryme Technologies to provide "high bandwidth transport from Pryme's new 72,000-square-foot Colocation facility in Ashburn, Virginia, to FiberLight's Ashburn point of presence (POP) at Equinix. The fiber optic connection to Pryme's Data Center further solidifies FiberLight's strong footprint in Northern Virginia, while providing Pryme's customers with access options to FiberLight's 400-mile private metro network connecting Northern Virginia, Washington, D.C. and Maryland."	FiberLight Press Release, <i>FiberLight Chosen as Transporter of Choice for New Pryme Technologies Data Center</i> (August 27, 2009) at http://www.fiberlight.com/PressReleaseDetail.aspx?pressReleaseId=45 (visited February 8, 2010).
FiberLight	FiberLight announced June 9, 2009 "it has pulled its fiber diversely into ColoHouse, Miami's newest premier data center, to offer domestic and international customers a cost-effective optical networking choice when they collocate with ColoHouse."	FiberLight Press Release, <i>ColoHouse in Miami Opens – Selects FiberLight to Offer Lit Redundant Network Capacity</i> (June 9, 2009) at http://www.fiberlight.com/PressReleaseDetail.aspx?pressReleaseId=42 (visited February 8, 2010).

Company	Evidence	Source
FiberLight	FiberLight, LLC, announced June 18, 2009 that Baltimore Technology Park "selected FiberLight to provide secure Ethernet capacity to connect BTP's data center with Greater Baltimore's Business District and the Equinix Data Center Service Facility in Ashburn, VA. Equinix is considered one of the largest IP Peering locations on the East Coast."	FiberLight Press Release, <i>FiberLight Lights Up Baltimore Technology Park Customer Base in Northern VA and Metro Baltimore</i> (June 18, 2009) at http://www.fiberlight.com/PressReleaseDetail.aspx?pressReleaseId=43 (visited February 8, 2010).
Lightower Fiber Networks	Lightower's "...New Hampshire network expansion will extend Lightower's network into Salem, Manchester, Merrimack, Nashua, as well as neighboring towns in the southern region of the state. New Hampshire customers will have access to a full suite of Lightower solutions including dark fiber, Ethernet, wavelengths, Internet access, and SONET. New Hampshire customers will be able to leverage Lightower's high-bandwidth, low-latency solutions to connect with any other area in the Lightower footprint including Massachusetts, Rhode Island, Connecticut, the Hudson Valley, Long Island, New York City, and New Jersey."	Lightower Press Release, <i>Lightower Announced New Hampshire Network Expansion</i> (January 14, 2010) at http://www.lightower.com/lightower-announces-new-hampshire-network-expansion/ (visited Feb. 2, 2010).
Lightower Fiber Networks	"Earlier this year [2009], Lightower upgraded its optical infrastructure to 40G speeds...the 100G trial demonstrates Lightower's ability to quickly increase network bandwidth by 2.5 times to meet customer demand."	Lightower Press Release, <i>Lightower Completes Successful 100G Optical Trial With Nortel Solution</i> (December 16, 2009) at http://www.lightower.com/lightower-completes-successful-100g-optical-trial-with-nortel-solution/ (visited Feb. 2, 2010).

Company	Evidence	Source
Lightower Fiber Networks	<p>"Lightower Fiber Networks...is expanding its collocation center...in Marlborough, MA...Lightower's Marlborough facility offers customers hybrid-class collocation space with amenities such as AC or DC power, generator or UPS backup power, state-of-the-art HVAC, a loading dock, 30 foot ceilings, and security... Collocation customers ... have access to a complete suite of Lightower networking services including Ethernet, dark fiber, wavelengths, Internet access, and SONET. Networking services can be custom designed for customers in bandwidths ranging from 10 Mbps all the way up to 40 Gbps. With Lightower's dense network in the Boston area, 34 St. Martin collocation customers can also easily connect to any of the other important regional facilities..."</p>	<p>Lightower Press Release, <i>Lightower Expanding Collocation Facility in Marlborough, MA</i> (December 14, 2009) at http://www.lightower.com/lightower-expanding-collocation-facility-in-marlborough-ma/ (visited February 2, 2010).</p>
Lightower Fiber Networks	<p>Lightower, "which was spun off from National Grid in 2007, owns a fiber optic cable network that extends from Boston to New York, including New York City and Albany." According to CEO Rob Shanahan, 'Every year we budget for expansion, so this year we have 5 expansion routes, which we'll be announcing in January. Those new routes will take us to completely new markets that will connect back to the core network.'"</p>	<p>Worcester Business Journal Online, <i>Shop Talk: Rob Shanahan, Lightower Fiber Networks</i> (December 7, 2009) at http://www.wbjournal.com/news45151.html (visited February 8, 2010)</p>

Company	Evidence	Source
Lightower Fiber Networks	<p>"Lightower Fiber Networks...is expanding its collocation facility at 60 Hudson Street in New York City...Lightower is developing an additional 1,600 square feet of carrier-class space. The new Lightower space offers racks, cabinets, and cages to collocation customers. Carrier-class amenities include raised floors, AC or DC power, state-of-the-art HVAC, backup power, and security. Collocation customers will also have access to a complete suite of Lightower fiber networking services including dark fiber, wavelengths, Ethernet, IP, SONET, and TDM. Lightower also offers collocation customers easy access to other carriers located within 60 Hudson Street, or any other carrier hotel or data center in the area. Lightower provides direct intra-facility connectivity services to over ten other major carriers at 60 Hudson, in addition to direct access to the facility meet me rooms. With Lightower's dense network in the New York metro area, 60 Hudson collocation customers can also directly connect to any of the other important regional facilities..."</p>	<p>Lightower Press Release, <i>Lightower Expanding Services at 60 Hudson in New York City</i> (December 1, 2009) at http://www.lightower.com/lightower-expanding-services-at-60-hudson-in-new-york-city/ (visited February 2, 2010).</p>
Lightower Fiber Networks	<p>"This latest Lightower network expansion increases capacity and dark fiber from New York City, Weehawken, Secaucus, and Carlstadt, through northern New Jersey, up to Mahwah, Sterling Forest, Wappinger Falls, Chappaqua, the Hudson Valley, and the rest of the Lightower footprint including Boston. Services include, among others: DWDM Wavelength services to 40G, Ethernet service from 10 Mbps to 10 Gbps, and [n]ew and increased dark fiber availability."</p>	<p>Lightower Press Release, <i>Lightower Expands All-Fiber Network in Northern New Jersey</i> (October 30, 2009) at http://www.lightower.com/lightower-expands-all-fiber-network-in-northern-new-jersey/ (visited Feb. 2, 2010).</p>
Lightower Fiber Networks	<p>According to Lightower CEO, Rob Shanahan, "Even in the darkest days we have been able to grow the business and grow it quite profitably. Our revenues have grown 21 percent."</p>	<p>Worcester Business Journal Online, <i>Shop Talk: Rob Shanahan, Lightower Fiber Networks</i> (December 7, 2009) at http://www.wbjournal.com/news45151.html (visited February 8, 2010)</p>

Company	Evidence	Source
24/7 Fiber Network	<p>“24/7 Fiber Network, Baltimore-Washington, D.C. metropolitan area's high capacity transport and dark fiber network provider, [January 12, 2010] announces the expansion of its footprint into underserved markets throughout the Delmarva Peninsula and into the metro Washington, D.C. area...The company is constructing a dark fiber footprint deep into the Delmarva Peninsula...This area, considered an underserved market, will soon be connected via 24/7's high fiber count dark fiber network 100 miles into the region's main business districts located in Salisbury, MD and Wilmington, DE. This network will then continue another 100 miles into the Baltimore metro area with connectivity to 24/7's extensive Baltimore City Central Business District network footprint. From there it will connect to 24/7's long-haul route directly into the Washington, D.C. market...The network will deliver a fully diverse, high capacity 432-strand fiber route...”</p>	<p>24/7 Fiber Network Press Release, <i>24/7 Fiber Expands Its Dark Fiber Network in the Washington, D.C. Metro Area</i> (January 12, 2010) at http://www.247fibernet.com/index-3.html (visited February 5, 2010).</p>
24/7 Fiber Network	<p>"Carriers, wireless operators, service providers and network operators throughout the region will be able to interconnect to 24/7's network from its main facility located in the carrier hotel at 111 Marketplace in Baltimore, MD. The 24/7 facility is a 5,000 square foot Central Office grade location providing fully-dedicated colocation, managed services and 24/7 support, while offering cross-connections to major Tier 1 and Tier 2 network providers connected to the building."</p>	<p>24/7 Fiber Network Press Release, <i>24/7 Fiber Expands Its Dark Fiber Network in the Washington, D.C. Metro Area</i> (January 12, 2010) at http://www.247fibernet.com/index-3.html (visited February 5, 2010).</p>
Alpheus	<p>"Alpheus Data Services, a network and data center services provider in Texas, [January 11, 2010] announced that it has successfully completed a SAS 70 audit on its Data Centers in Houston and Austin. The SAS 70 Type II certification confirms that Alpheus delivers fully secure, reliable, high quality operating standards in its data center operations."</p>	<p>Alpheus Press Release, <i>Alpheus Achieves SAS 70 TYPE II Certification</i> (January 11, 2010) at http://www.alpheuscommunications.com/Page6.aspx?pageID=91 (visited February 16, 2010).</p>

Company	Evidence	Source
Alpheus	Alpheus on December 15, 2009 "announced that it has published an online database of over 7,000 buildings that are immediately available for Ethernet circuits. Alpheus has provided Ethernet services over its Texas Metro footprint for years, and adding this list of pre-qualified addresses will allow customers to quickly confirm service availability...This database supplements Alpheus' 27,000 building database published earlier this fall for traditional broadband services...Alpheus is a provider of telecommunications and data center services for carriers and enterprises. As an optical network provider for backhaul, transport and outsourced fault management service, Alpheus is flexible, content neutral and responsive to customer needs. It delivers metro transport to end-user buildings, cell sites, carrier hotels, microwave relay points, and Wi-Fi hotspots."	Alpheus Press Release, <i>Alpheus Publishes Pre-Qualified Ethernet Building Database</i> (December 15, 2009) at http://www.alpheuscommunications.com/Page6.aspx?pageID=93 (visited February 16, 2010).
Alpheus	"Alpheus is pleased to announce [October 28, 2009] near-ubiquitous availability of 100mbps to 1gbps Ethernet across Texas...Lower bit rate Ethernet connections are also available, but Alpheus is addressing emerging demand with a well-priced high speed product."	Alpheus Press Release, <i>Alpheus Announces Availability of High-Bandwidth Ethernet Throughout its Footprint</i> (October 28, 2009) at http://www.alpheuscommunications.com/Page6.aspx?pageID=97 (visited February 16, 2010).
AboveNet	AboveNet's "[c]ash used for capital expenditures for 2009 is expected to be between \$110 million and \$120 million." [This compares to \$117 million in 2008 and \$91 million in 2007].	AboveNet Press Release, <i>AboveNet Reports Third Quarter 2009 Adjusted EBITDA of \$40.7 Million on Revenue of \$92.4 Million</i> (November 5, 2009) at http://phx.corporate-ir.net/phoenix.zhtml?c=147513&p=irol-newsArticle&ID=1352005&highlight= (visited February 22, 2010) and AboveNet Press Release, <i>AboveNet Reports Financial Results for the Fourth Quarter and Full [Year 2008]</i> (March 16, 2009) at http://phx.corporate-ir.net/phoenix.zhtml?c=147513&p=irol-newsArticle&ID=1281697&highlight= (visited February 22, 2010).

Company	Evidence	Source
AboveNet	AboveNet announced February 16, 2010 "that it has linked its network with the New York metropolitan area colocation facilities of Telx, a leading interconnection and colocation provider in key North American markets...AboveNet's fiber optic network connects Telx's four primary New York metro area data centers at 111 8th Avenue, 60 Hudson Street in New York, 300 Boulevard East in Weehawken, N.J., and Telx's newest facility at 100 Delawanna Avenue in Clifton, N.J., using diverse fiber routes with two separate Hudson River crossings."	AboveNet Press Release, <i>AboveNet Connects With Telx To Offer New York Businesses New Options In Low Latency, High Bandwidth Connectivity Solutions</i> (February 16, 2010) at http://www.above.net/newsandevents/pressreleases/pr100216.php (visited February 22, 2010).
AboveNet	TELEHOUSE America, a leading U.S. provider of dedicated data centers, international Internet exchanges and managed IT services, announced January 19, 2010, that AboveNet "has extended its low-latency fiber optic network in TELEHOUSE America's New York facilities, providing interconnectivity between its 25 Broadway and 7 Teleport data centers in Manhattan and Staten Island, respectively. In addition to connectivity within TELEHOUSE's New York City facilities, AboveNet's network provides low-latency connectivity solutions, critical for financial markets and media content delivery in major data center and colocation facilities in the tri-state area."	AboveNet Press Release, <i>AboveNet Expands Its Low-Latency Fiber Optic Network Into TELEHOUSE America's New York Data Centers</i> (January 19, 2010) http://www.above.net/newsandevents/pressreleases/pr100119.php (visited February 22, 2010).
AboveNet	AboveNet "[r]evenue in the third quarter of 2009 was \$92.4 million, an increase of \$10.3 million, or 12.5%, compared to the third quarter of 2008. Domestic metro services revenue grew 40.9% to \$24.8 million in the third quarter of 2009 from \$17.6 million for the third quarter of 2008; domestic WAN services revenue increased 34.6% to \$17.1 million in the third quarter of 2009 from \$12.7 million for the third quarter of 2008...Based on the Company's year-to-date financial performance, management raised its outlook for revenue for 2009 to a range of \$355 million to \$360 million."	AboveNet Press Release, <i>AboveNet Reports Third Quarter 2009 Adjusted EBITDA of \$40.7 Million on Revenue of \$92.4 Million</i> (November 5, 2009) at http://phx.corporate-ir.net/phoenix.zhtml?c=147513&p=irol-newsArticle&ID=1352005&highlight= (visited February 22, 2010).

Company	Evidence	Source
AboveNet	AboveNet Chief Executive Officer William LaPerch said in an interview with Reuters, "Over the course of this coming year [2010], I'm confident that you'll see us announce our expansion into additional markets, both in the United States and on a global basis."	S. John Tilak, Reuters India, <i>AboveNet eyes geographical expansion in 2010</i> (January 15, 2010) at http://in.reuters.com/article/innovationNews/idINTRE60D5EF20100114 (visited February 22, 2010).
AboveNet	Equinix, Inc., a provider of global data center services, and AboveNet January 20, 2010 "announced that AboveNet has deployed operations to the Equinix New York-1 (NY1) International Business Exchange™ (IBX®) data center, marking the company's deployment to all 20 of Equinix's IBX centers in the U.S."	AboveNet Press Release, <i>With Expansion in New York Market, AboveNet Now Offering Connectivity Services in All 20 Of Equinix's U.S. Data Centers</i> (January 20, 2010) at http://www.above.net/newsandevents/pressreleases/pr100120.php (visited February 22, 2010).
AboveNet	AboveNet "has implemented dedicated, diverse routing over two physically separate paths between Latisys' data center in Irvine, California and AboveNet's Los Angeles backbone network...This capability adds to the high performance, low latency connectivity AboveNet delivers between Latisys' Oakbrook, Illinois data center and 350 Cermak in downtown Chicago, Illinois...Latisys is a leading provider of co-location, managed hosting, managed services and disaster recovery solutions to all small and medium-sized businesses and enterprise customers."	AboveNet Press Release, <i>AboveNet Provides Diverse Fiber Routes To Fast Growth Latisys Data Centers</i> (December 17, 2009) at http://www.above.net/newsandevents/pressreleases/pr091217.php (visited February 22, 2010).

Company	Evidence	Source
<p>One Communications</p>	<p>One Communications September 24, 2009 "announced the availability of its new OneSolutions Ethernet Dedicated Internet Access (EDIA) solution...the solution provides small and mid-sized businesses with improved flexibility, scalability and cost efficiency in meeting their growing bandwidth demands...'With OneSolutions EDIA, businesses can quickly scale their solution as their demand for bandwidth grows,' said Alex Faria, product manager at One Communications...OneSolutions EDIA is the first offer available within a suite of Ethernet-based solutions planned for introduction by One Communications. Initially, the offer is available in 10 of the 18 states in which the company operates, including IL, IN, MA, ME, MI, NY, OH, PA, RI and WI...the company serves approximately 160,000 small and mid-sized business customers in 18 states across the Northeast, Mid-Atlantic and Upper Midwest, plus the District of Columbia."</p>	<p>One Communications Press Release, <i>One Communications Delivers Flexible, Affordable, Scalable Bandwidth to Small and Mid-Sized Businesses with New Ethernet Dedicated Internet Access Offer</i> (September 24, 2009) at http://www.onecommunications.com/subpage.aspx?id=4665 (visited February 22, 2010).</p>
<p>One Communications</p>	<p>One Communications October 27, 2009 "announced the availability of its new OneSolutions Hosted IP PBX solution. A network-based offering, OneSolutions Hosted IP PBX allows small and mid-sized businesses to replace their premise-based Key or PBX systems, or upgrade their hosted legacy Centrex systems, while also integrating voice and data services in one convenient package..."</p>	<p>One Communications Press Release, <i>One Communications Announces New Hosted IP PBX Solution</i> (October 27, 2009) at http://www.onecommunications.com/subpage.aspx?id=4703 (visited February 22, 2010).</p>

Company	Evidence	Source
One Communications	<p>One Communications August 19, 2009 "announced several enhancements to its Wholesale Integrated T1 Solution. In addition to more competitive market rates, the service enhancements give One Communications Wholesale customers more flexible and scalable T1 solutions across a broader footprint...[the] Wholesale Integrated T1 Solution provides a dedicated DS1 circuit from an end-user's premise to the One Communications network...new service enhancements are made available by a service migration to the company's IP-based next generation network utilizing MetaSwitch VoIP technology, and include...[the] addition of 173 new Central Office (CO) collocations; service is now available in over 700 CO collocations."</p>	<p>One Communications Press Release, <i>One Communications Announces Enhancements to Its Wholesale Integrated T1 Solution</i> (August 19, 2009) at http://www.onecommunications.com/subpage.aspx?id=4610 (visited February 22, 2010).</p>
ITC^Deltacom	<p>ITC^Deltacom October 12, 2009 "announced the extension of its digital optical network into several metro markets. The Company has deployed Infinera's ATN metro edge platform to expand its Metro reach and provide additional high capacity services...Deltacom will now provide GigE, 2.5Gbps and 10Gbps wavelength services in a number of metro markets. The new metro services complement...collocation, metro SONET and longhaul services, delivering a comprehensive portfolio of high-speed services to its wholesale customers." ITC^DeltaCom "...provides...integrated telecommunications and technology services to businesses and other communications providers in the southeastern United States. ITC^DeltaCom has a fiber optic network spanning approximately 15,965 route miles, including more than 12,020 route miles of owned fiber, and offers a comprehensive suite of voice and data communications services..."</p>	<p>ITC^Deltacom Press Release, <i>Deltacom Extends GigE, 2.5Gbps and 10Gbps Wavelength Services to its Metro Markets</i> (October 12, 2009) at http://www.itcdeltacom.com/press/MetroOpticalBuild_Deltacom_PR_101209_final.pdf (visited February 22, 2010).</p>

Company	Evidence	Source
ITC^Deltacom	"[F]or the third quarter of 2009, ITC^DeltaCom:...ended the quarter with approximately 423,200 retail voice lines in service, of which 87.4% were provided on our own network, which represented an increase from 84.8% provided on our own network at the end of the third quarter of 2008."	ITC^Deltacom Press Release, <i>ITC^Deltacom Announces Third Quarter 2009 Results</i> (November 9, 2009) at http://www.itcdeltacom.com/press/ITC%5EDeltacomEarningsRelease3Q09Final.pdf (visited February 22, 2010).
ITC^Deltacom	ITC^DeltaCom September 28, 2009 "announced the availability of Ethernet Access (E-Access) as an additional access option for its Multiprotocol Label Switching (MPLS) service...E -Access to Deltacom's MPLS service is offered in bandwidth increments ranging from 2Mbps to 1Gbps. Native Ethernet access to MPLS service is currently available in fifteen markets, and the Company plans to continue service expansion across its footprint."	ITC^Deltacom Press Release, <i>Deltacom Introduces Ethernet Access for MPLS to Serve Business Customers in the Southeast</i> (September 28, 2009) at http://www.itcdeltacom.com/press/EMPLS_Deltacom_PR_092809_final.pdf (visited February 22, 2010).
Integra	Integra Telecom February 17, 2010 announced it "has released a new online data storage product intended to help growing businesses accommodate for increasing data storage needs."	Integra Telecom Press Release, <i>Integra Telecom Unveils Online Data Storage for Businesses</i> (February 17, 2010) at http://www.integratelecom.com/about/news/press_release_articles/Online%20Data%20Storage_FINAL_website.pdf (visited February 23, 2010).
Integra	Integra Telecom... [serves] more than 130,000 businesses in 11 primarily Western states...including: Arizona, California, Colorado, Idaho, Minnesota, Montana, Nevada, North Dakota, Oregon, Utah and Washington. The company owns and operates a best-in-class fiber-optic network comprising metropolitan access networks, a nationally acclaimed Internet and data network, and a 4,700-mile high-speed long haul network."	Integra Telecom Press Release, <i>Integra Telecom Invests More Than \$3 Million in Colorado Service Area</i> (November 3, 2009) at http://www.integratelecom.com/about/news/press_release_articles/Colorado%20Investment%20Release_FINAL.pdf (visited February 23, 2010).

Company	Evidence	Source
Integra	<p>Integra Telecom November 3, 2009 announced it "has invested an additional \$3 million in its Colorado telecom network...Integra has expanded its service area and added product offerings to include [VPN, private network transport, and symmetric metro Ethernet services from 5 to 30 megabits per second]...Through its recent investments, Integra Telecom expanded its Colorado service area to include: Loveland, Pikeview, Aberdeen, and Montbello. With these additions, Integra's new services, as well as its full suite of business telecommunications solutions, are available to businesses in 30 communities throughout the Boulder, Colorado Springs, Denver and Fort Collins, Colo. areas."</p>	<p>Integra Telecom Press Release, <i>Integra Telecom Invests More Than \$3 Million in Colorado Service Area</i> (November 3, 2009) at http://www.integratelecom.com/about/news/press_release_articles/Colorado%20Investment%20Release_FINAL.pdf (visited February 23, 2010).</p>
Integra	<p>Integra Telecom September 18, 2009 announced that it "has invested more than \$1 million in its Nevada telecom infrastructure and network...Integra Telecom has enhanced its network reliability and product offerings to better serve business customers throughout Reno, Nev. [with] two popular business services: Broadband Internet and Novus T-1...Integra's Broadband Internet offers enterprise-level Internet access at rates that fit the small- and medium-sized business budget. The service combines the bandwidth potential of Integra's metropolitan network infrastructure with two phone-grade copper lines to deliver download speeds of 5, 15 and 25 Mbps and upload speeds of up to 2 Mbps...Many businesses that do not have direct connections to other land-based technologies, such as fiber or cable, will find the availability of this service appealing in the Reno, Nev., metropolitan areas of Reno, Sparks and Carson City...The [Novus T-1] service combines local voice, long distance, and dynamically allocated Internet access on a single dedicated circuit."</p>	<p>Integra Telecom Press Release, <i>Integra Telecom Invests \$1 Million in Reno Service Area</i> (September 18, 2009) at http://www.integratelecom.com/about/news/press_release_articles/Integra_Reno_Investment_2009.pdf (visited February 23, 2010).</p>

Company	Evidence	Source
Integra	Integra Telecom August 24, 2009 announced that it "expanded its best-in-class fiber-optic network to four new Central Arizona communities, including Paradise Valley, areas of northern Phoenix, Scottsdale and Chandler. Integra's latest expansion, combined with its recent Broadband Internet launch, increases the company's reach to include nearly 30,000 new businesses and represents a \$5 million investment in the company's Arizona telecom infrastructure."	Integra Telecom Press Release, <i>Integra Telecom Invests \$5 Million in Phoenix Service Area</i> (August 24, 2009) at http://www.integratelecom.com/about/news/press_release_articles/Summer%2009_Arizona%20Expansion_FINAL.pdf (visited February 23, 2010).
American Fiber Systems	American Fiber Systems (AFS) announced February 1, 2010 "that it has completed its fiber optic network expansion into Carson City, Nev.,...The new AFS metro network offers a full array of managed services, including Ethernet speeds from 10Mb to 10GB...The AFS Carson City network, comprised of 5,600 fiber miles, interconnects Carson City to AFS's 7,300 fiber mile metro network in Reno. Via its Reno facilities, AFS also offers Carson City access to AFS's long haul intercity network between Las Vegas and Reno, Nev.; Boise, Id.; and Salt Lake City, Utah."	American Fiber Systems Press Release, <i>American Fiber Systems Gives Carson City Long-Awaited High Bandwidth Connectivity Choice</i> (February 1, 2010) at http://www.americanfibersystems.com/news/American-Fiber-Systems-Gives-Carson-City-Long-Awaited-High-Bandwidth-Connectivity-Choice (visited February 23, 2010).
American Fiber Systems	American Fiber Systems (AFS), "[w]ith the recent on-net extension to eight high-profile casino and gaming business locations...has become the most ubiquitous competitive access provider in Las Vegas. AFS's optical fiber network provides connectivity for the gaming industry, large municipalities, and businesses with high bandwidth needs...AFS's Las Vegas network is also the preferred local access provider for those looking to connect to all major long haul carriers, and for those who require access to all carrier hotels such as Switch's highly sought-after, ultra-secure SuperNAP."	American Fiber Systems Press Release, <i>American Fiber Systems Becomes the Most Connected Competitive Access Network in Las Vegas</i> (November 23, 2009) at http://www.americanfibersystems.com/news/American-Fiber-Systems-Becomes-the-Most-Connected-Competitive-Access-Network-in-Las-Vegas (visited February 23, 2010).

Company	Evidence	Source
Fibertech	"In total, Fibertech currently [February 2010] has networks operational in 24 metro markets including Syracuse, Rochester, Buffalo, Binghamton, White Plains and Albany, NY; Wilmington, DE; Indianapolis, IN; Columbus, OH; Hartford, Danbury, Stamford, Bridgeport, New London, and New Haven, CT; Philadelphia and Pittsburgh, PA; Providence, RI; Montgomery County, MD; Concord and Newark, NJ; Concord, NH; and Worcester and Springfield, MA."	Fibertech Press Release, <i>Fibertech Networks President John Purcell to Speak at Metro Connect USA 2010</i> (January 5, 2010) at http://www.fibertech.com/news-events/press-archive/pressArchive.cfm?y=2010&ID=199 (visited February 23, 2010).
Fibertech	Fibertech "has focused on US Tier 2 markets east of the Mississippi and north of the Carolinas...Fibertech advocates a "near-net" model, meaning that it builds fibre networks out to those economically viable customers within half a mile of its backbone."	Matthew Whalley, Capacity Magazine, <i>Close to Home: Fibertech's Conservative Approach to Expansion in Its Tier 2 North Easter US Markets Is Serving the Company Well</i> (December 2009) at http://www.fibertech.com/data/documents/fibertech_company_profile_capacitymag.pdf (visited February 23, 2010).
Fibertech	Fibertech has "5,000 [fiber] route miles in service and over 4,000 buildings on-net...In 2009, Fibertech completed builds in Maryland, New Jersey and White Plains, New York. In any given year the company expects to expand into one or two additional markets while building 500 to 700-route miles of lateral extensions from its existing network to serve customers. 'We will keep getting more and more traction within our markets and connected to more buildings and as we continue to extend out to more buildings our network will get closer to other entities that maybe weren't viable before,' says [VP Sales and Marketing Mike] Hurley."	Matthew Whalley, Capacity Magazine, <i>Close to Home: Fibertech's Conservative Approach to Expansion in Its Tier 2 North Easter US Markets Is Serving the Company Well</i> (December 2009) at http://www.fibertech.com/data/documents/fibertech_company_profile_capacitymag.pdf (visited February 23, 2010).

Company	Evidence	Source
Fibertech	"Fibertech is doubling its Rochester-area network to add 650 route miles and is adding route miles in Syracuse, Buffalo and Albany as well. The company also is in New England, Pennsylvania, Ohio, Indiana and Delaware."	Will Astor, Rochester Business Journal, <i>Fibertech logs strong growth: Brighton company adds staff, expands headquarters as annual revenues surge</i> (Vol. 25, No. 32, November 20, 2009) at http://www.fibertech.com/data/documents/Fibertech_11_06_09.pdf (visited February 23, 2010).
Fibertech	"When Fibertech lined up a \$75 million credit facility in October [2009], a five-bank syndicate led by M&T advanced \$30 million for a term loan and agreed to give Fibertech a \$45 million revolver."	Will Astor, Rochester Business Journal, <i>Fibertech logs strong growth: Brighton company adds staff, expands headquarters as annual revenues surge</i> (Vol. 25, No. 32, November 20, 2009) at http://www.fibertech.com/data/documents/Fibertech_11_06_09.pdf (visited February 23, 2010).
Fibertech	Fibertech "expects to book \$66.2 million in revenue this year [2009], up 26 percent from \$52.5 million in 2008 and up 73 percent from \$38.3 million in 2007."	Will Astor, Rochester Business Journal, <i>Fibertech logs strong growth: Brighton company adds staff, expands headquarters as annual revenues surge</i> (Vol. 25, No. 32, November 20, 2009) at http://www.fibertech.com/data/documents/Fibertech_11_06_09.pdf (visited February 23, 2010).
Fibertech	Fibertech's "business is split evenly, with 50% of its revenue coming from its carrier business and 50% coming from enterprise customers."	Matthew Whalley, Capacity Magazine, <i>Close to Home: Fibertech's Conservative Approach to Expansion in Its Tier 2 North Easter US Markets Is Serving the Company Well</i> (December 2009) at http://www.fibertech.com/data/documents/fibertech_company_profile_capacitymag.pdf (visited February 23, 2010).

Company	Evidence	Source
Fibertech	<p>"Fibertech's revenue comes in as regular payments on long-term contracts with terms ranging from four to 20 years and averaging 10 years." Fibertech, "[a]fter inking \$220 million in new contracts through October, [CEO John] Purcell said, the company is nearly certain of at least several years of continued double-digit growth. He expects to end the year with \$230 million in new contracts...The company's previous record for new contracts—achieved in 2007—was \$103.6 million. In 2008, Fibertech closed deals for contracts totaling \$101.5 million."</p>	<p>Will Astor, Rochester Business Journal, <i>Fibertech logs strong growth: Brighton company adds staff, expands headquarters as annual revenues surge</i> (Vol. 25, No. 32, November 20, 2009) at http://www.fibertech.com/data/documents/Fibertech_11_06_09.pdf (visited February 23, 2010).</p>
Cavalier	<p>Cavalier Telecom January 25, 2010 announced that it "has acquired the assets of NET Telcos, a Richmond, Virginia-based provider of colocation and managed services. NET Telcos' SAS 70-certified data center provides more than 4,000 square feet of colocation space and managed services which include server virtualization, data backups, firewalls and e-mail hosting. 'As we grow our mid-market commercial customer base, we see significant demand from corporate IT departments to reduce operating expenses and avoid large capital investments. At the same time, customers face significant requirements for uninterruptable [sic] service availability, backup and archiving. We will address these needs by combining a managed services product set from NET Telcos with affordable, reliable connectivity using our extensive fiber network,' said Danny Bottoms, president and CEO of Cavalier."</p>	<p>Cavalier Press Release, <i>Cavalier Acquires Colocation and Managed Services Provider</i> (January 25, 2010) at http://www.cavtel.com/press/cavalier-acquires-colocation-and-managed-services-provider/ (visited February 23, 2010).</p>

Company	Evidence	Source
AGL Networks	AGL Networks announced November 12, 2009 "the completion of a fiber expansion into Phoenix NAP, a new data center and network access point in Phoenix, AZ...This addition brings AGL Networks on-net building list to over 70 sites. Today in Phoenix, AGL's fiber footprint encompasses 255 route miles...AGL Networks [] owns, constructs and operates dark fiber optic networks and provides last mile connectivity between telecommunications service providers and business customers in the United States with large metro fiber footprints in Atlanta, Phoenix and Charlotte with specific turnkey fiber solutions in Kansas City, St Louis, Richmond and Nashville."	AGL Networks Press Release, <i>AGL Networks continues steady growth in Phoenix</i> (November 12, 2009) at http://www.aglnetworks.com/OurCompany/Press-Releases_111209.aspx (visited February 23, 2010).
AGL Networks	AGL Networks announced August 20, 2009 "the company's entry into Charlotte, North Carolina...The initial 92-mile, high fiber count network in Charlotte will touch carrier POPs and telco-neutral hotels and serve the Central Business District, University Research Park, Ballantyne, South Park, Charlotte/Douglas Airport, and the Coliseum areas...This addition, when complete, will give AGL Networks 767 route miles of fiber backbone in 3 principal markets, Atlanta, Phoenix and now Charlotte with over 255 on-net locations."	AGL Networks Press Release, <i>AGL Networks brings new dark fiber network to Charlotte</i> (August 20, 2009) at http://www.aglnetworks.com/OurCompany/Press-Releases_082009.aspx (visited February 23, 2010).
AGL Networks	AGL Networks announced July 21, 2009 "the completion of a backbone fiber expansion into the new NationalNet facility at 1130 Powers Ferry Place, Marietta. NationalNet is a full service colocation, dedicated server and managed services provider serving customers throughout the world from Metro Atlanta...'Data center connectivity is the heart of AGL's fiber footprint. This is the 16th on-net data center in Atlanta and further differentiates us from everyone else,' said Jim Gillis, president, AGL Networks. 'Data center options in today's enterprise market are critical. Our customers need the best collocation deal for their business.'"	AGL Networks Press Release, <i>AGL Networks continues fiber expansion in Atlanta</i> (July 21, 2009) at http://www.aglnetworks.com/OurCompany/Press-Releases_072109.aspx (visited February 23, 2010).

Company	Evidence	Source
FPL FiberNet	FPL FiberNet October 12, 2009 announced "that they are extending their footprint into a premier data center and interconnection hub located at 56 Marietta Street in Atlanta. FPL FiberNet will offer traditional SONET and SDH transport, as well as Ethernet and Dedicated Internet Access service to Atlanta, GA via its long haul network. FPL FiberNet provides broadband services to telecommunication providers, wireless carriers, ISPs, enterprise and government agencies. The robust network...covers the state of Florida with approximately 4,000 route miles of high quality, high count fiber."	FPL FiberNet Press Release, <i>FPL FiberNet Extends Their Network to Atlanta</i> (October 12, 2009) at http://www.fplfibernet.com/pdf/georgia.pdf (visited February 23, 2010).
US Signal	US Signal September 17, 2009 "announced that it is significantly expanding its long-haul fiber network throughout Ohio. This expansion will add 1,000 miles of long-haul fiber to the US Signal network, one of the largest in the Midwest. The announcement marks the Company's second expansion in Ohio in six months, following network growth in Toledo in March 2009...The addition of this long-haul fiber will be complemented with the lighting of metro rings in the major metropolitan areas of Ohio in 2010...US Signal said its future plans for the region include expansions into Akron, Canton, Lima and Springfield."	US Signal Press Release, <i>US Signal Announces Major Additional Expansion in Ohio</i> (September 17, 2009) at http://www.ussignalcom.com/us-signal-announces-major-additional-expansion-in-ohio (visited February 23, 2010).
US Signal	"US Signal's network now [September 2009] includes more than 6,000 route miles of long-haul fiber and more than 700 miles of fiber optic metro rings in 21 markets connecting markets in Michigan, Indiana, Illinois, Wisconsin and Ohio. The US Signal network provides on-off ramps comprised of major carrier hotel locations and incumbent telephone company central offices."	US Signal Press Release, <i>US Signal Announces Major Additional Expansion in Ohio</i> (September 17, 2009) at http://www.ussignalcom.com/us-signal-announces-major-additional-expansion-in-ohio (visited February 23, 2010).

Company	Evidence	Source
US Signal	US Signal September 10, 2009 "announced that it is expanding its long-haul fiber network points of presence (POP) in Midland, Mich., Three Rivers, Mich. and Lafayette, Ind."	US Signal Press Release, <i>US Signal Expands Fiber Network with New Locations in Michigan and Indiana</i> (September 10, 2009) at http://www.ussignalcom.com/us-signal-expands-fiber-network-with-new-locations-in-michigan-and-indiana (visited February 23, 2010).
Lexent Metro Connect	"Taking a quick look back, Lexent added extensively to our dark fiber network footprint throughout the New Jersey and New York metro areas. Some of the highlights include the addition of a new East River crossing via a new bore to Brooklyn, a second Hudson River crossing via the Amtrak tunnel, and adding the new Yankee Stadium to our on-net building list. In addition, we launched our New Jersey expansion initiative that focuses on extending our network to all of the major data center and collocation facilities between Manhattan and as far south as Piscataway...2009 was also a banner year in that we added our 100th commercial on-net building to our own dark fiber route. This is in addition to the dozens of carrier hotels also on-net."	Lexent Metro Connect, <i>The Connection Newsletter Issue # 4</i> (December 21, 2009) at http://jaymiescotto.com/clients/Lexent_Newsletter_Issue_4.html (visited February 23, 2010).
Lexent Metro Connect	"Looking ahead to 2010, the Lexent team will continue its aggressive focus on addressing network connectivity needs for the enterprise business and financial communities with diverse, short path, dark fiber builds. Lexent will also place additional emphasis on our growth in New Jersey including completing Phase 2 of the New Jersey Initiative with dark fiber builds to Carlstadt, Piscataway, Carteret, Nutley, Clifton, Jersey City and Parsippany."	Lexent Metro Connect, <i>The Connection Newsletter Issue # 4</i> (December 21, 2009) at http://jaymiescotto.com/clients/Lexent_Newsletter_Issue_4.html (visited February 23, 2010).

Company	Evidence	Source
USCarrier Telecom	USCarrier Telecom May 28, 2009 "announced the completion of their network in Birmingham, Alabama. USCarrier is a Southeastern wholesale provider of high-speed, long-haul, fiber optic transport connecting more than 40 cities throughout tier one, two and three markets. This network expansion extends from Atlanta to Birmingham and from Birmingham to Montgomery, Alabama."	USCarrier Telecom Press Release, <i>USCarrier Telecom Extends Fiber Optic Network to Metro Birmingham</i> . <i>Southeastern Network Expands From Atlanta to Birmingham</i> (May 28, 2009) at http://www.uscarrier.com/Newsroom18.html (visited February 23, 2010).
USCarrier Telecom	USCarrier Telecom October 5, 2009 announced that it "has completed a 386 route mile network overbuild of the top half of their main Georgia Ring. After extensive research and testing, the company selected Cyan Optics to supply the advanced equipment. USCarrier's 10G service between Atlanta, Athens, Hartwell, Augusta and Savannah, will support advanced SONET, Ethernet, IP and wavelength services. The upgrade to USCarrier's existing SONET network will sustain evolving network demands and position the company to offer new services."	USCarrier Telecom Press Release, <i>USCarrier Telecom, LLC® Completes Overbuild of Georgia Network</i> (October 5, 2009) at http://www.uscarrier.com/Newsroom20.html (visited February 23, 2010).
3.B. Traditional Fiber-Based Competitors Backhaul		
Multiple Fiber-Based Competitors	"Unlike voice service, which is relatively thrifty in bandwidth demand, streaming video and content rich applications can quickly fill the backhaul pipes leading from cell towers to Internet gateways. Whenever you talk about meeting bandwidth demand, the backhaul network of choice is always fiber. But Fiber to the Tower (FTTT) is a relatively new service offering...So how can tower owners meet [] exploding bandwidth demand? Fortunately, the local incumbent provider is no longer the only game in town. Many long haul providers are focusing on this market such as 360 Networks, XO Communications and Level 3 Communications. FiberTower and Allied Fiber are specifically targeting the FTTT market."	Gerson Lehrman Group, <i>It's All About Fiber to the Tower</i> (January 10, 2010) at http://www.glgroup.com/News/Its-All-About-Fiber-to-the-Tower-45842.html (visited February 5, 2010).

Company	Evidence	Source
Level 3	<p>Level 3 Communications, Inc. October 22, 2009 announced "the launch of Level 3 Tower Access – a new service that offers direct wireless tower connectivity to the Level 3 network. Tower Access provides wireless carriers with more efficient and cost-effective options for wireless backhaul in metropolitan and rural locations. The first phase of this initiative will target unserved and underserved markets focusing on areas with the greatest concentration of end-user demand...Level 3 has identified more than 300 tower-ready network sites...Level 3 Tower Access also offers shared infrastructure for wireless carriers to expand their wireless networks without the expense of costly fiber builds or dedicated tower access...'Level 3 has been a key enabler of the wireless ecosystem for over 10 years,' said Sureel Choksi, chief marketing officer for Level 3. 'Level 3 Tower Access offers the next evolution of our services to support wireless carriers as they keep pace with the growing consumer appetite for mobile connectivity.'"</p>	<p>Level 3 Press Release, Level 3 Launches Wireless Tower Access Service (October 22, 2009) at http://www.level3.com/index.cfm?pageID=491&PR=815 (visited February 7, 2010).</p>
Zayo Bandwidth	<p>"Zayo Bandwidth maintained its focus on fiber to the tower expansion, adding over 250 new cellular towers to its network. Total towers served by year end numbered approximately 850. Several additional fiber to the tower development or expansion agreements were signed throughout 2009, which will result in Zayo Bandwidth adding several hundred additional towers in 2010."</p>	<p>Zayo Press Release, <i>Zayo Bandwidth Recaps Exciting and Prosperous 2009</i> (January 12, 2010) at http://www.zayo.com/about/news/details/id/59/ (visited February 4, 2010).</p>
Zayo Bandwidth	<p>Zayo Bandwidth on December 18, 2009 announced "that it will deploy TDM and Ethernet services to 45 wireless tower sites in Spokane, Washington and Coeur d'Alene, Idaho...This expansion increases Zayo's national tower footprint to more than 1,300 locations."</p>	<p>Zayo Press Release, <i>Zayo Bandwidth Expands Fiber-to-Tower Wireless Network Offering in Spokane And Coeur D'Alene</i> (December 18, 2009) at http://www.zayo.com/about/news/details/id/58/ (visited February 8, 2010).</p>

Company	Evidence	Source
Zayo Bandwidth	Zayo Bandwidth on November 13, 2009 announced "that it will deploy TDM and Ethernet services to an additional 300 wireless tower sites in the Philadelphia and Lehigh Valley areas of Pennsylvania...Fulfillment of today's announcement will expand Zayo Bandwidth's wireless tower footprint across the country to more than 1,100 locations."	Zayo Press Release, <i>Zayo Bandwidth Expands Fiber-to-Tower Service Offerings in Philadelphia</i> (November 13, 2009) at http://www.zayo.com/about/news/details/id/55/ (visited February 8, 2010).
Zayo Bandwidth	Zayo Bandwidth announced July 22, 2009 "that it will be adding approximately eighty cell towers and commercial buildings to its network in the greater Indianapolis metropolitan area...Zayo's expansion into Indianapolis is their third large-scale Fiber-to-the-Tower (FTT) deployment. Partnering with leading wireless providers, Zayo continues to be at the forefront of the evolution and a market leader in FTT deployments. In addition to expanded cell tower and commercial building coverage, this deployment adds approximately sixty-three new route miles to the already expansive 2,752 route-mile Zayo network in the state of Indiana...'Zayo Bandwidth expanded its next generation FTT service to over 1000 cell sites nationwide...,' said Brad Cheadle, SVP Sales and Customer Solutions."	Zayo Press Release, <i>Zayo Bandwidth Expands Fiber-to-the-Tower Service Offerings in Indianapolis</i> (July 22, 2009) at http://www.zayo.com/files/en/user/custom/custom_News/file/34/Zayo_Expands_FTT_Service_Offerings_in_Indianapolis.pdf (visited February 23, 2010).
Lightower Fiber Networks	"[Lightower's] all-fiber network expansion also demonstrates [its] on-going commitment to providing flexible backhaul options for wireless carriers, stated Rob Shanahan, CEO, Lightower Fiber Networks. 'Our all fiber network allows wireless carriers to leverage dark fiber, wavelengths, Ethernet, and Ethernet-over-SONET for their increasing backhaul bandwidth demands. Lightower can provide one or more of these backhaul options in customized solutions for carriers, and the network can be designed in any topology the carrier needs.'"	Lightower News Release, <i>Lightower Announced New Hampshire Network Expansion</i> , January 10, 2009 at http://www.lightower.com/lightower-announces-new-hampshire-network-expansion/ (visited Feb. 2, 2010).

Company	Evidence	Source
24/7 Fiber Network	24/7 Fiber Network's "new, next-generation network will provide a fully protected, metro area ring capable of serving modern communications infrastructures as required by wireless 3G, 4G, tower backhaul providers and carriers."	24/7 Fiber Network Press Release, <i>24/7 Fiber Expands Its Dark Fiber Network in the Washington, D.C. Metro Area</i> (January 12, 2010) at http://www.247fibernet.com/index-3.html (visited February 5, 2010).
Fibertech	"Three [of Fibertech's 2009] contracts accounted for a major portion of the year's record new-contract sales. Two were deals with large wireless providers that hired Fibertech to connect their New York cell phone towers to Fibertech's existing fiber-optic networks."	Will Astor, Rochester Business Journal, <i>Fibertech logs strong growth: Brighton company adds staff, expands headquarters as annual revenues surge</i> (Vol. 25, No. 32, November 20, 2009) at http://www.fibertech.com/data/documents/Fibertech_11_06_09.pdf (visited February 23, 2010).
FPL FiberNet	FPL FiberNet announced June 10, 2009 that it "is deploying [Alcatel-Lucent's] packet optical transport solution for mobile backhaul to increase bandwidth for mobile broadband applications while reducing costs...'As the market moves from optical services to more packet-based services, FPL FiberNet is strategically investing in equipment that allows us to have a seamless transition to all-IP,' said Carmen Perez, President of FPL FiberNet."	FPL FiberNet Press Release, <i>FPL FiberNet deploys mobile backhaul solution from Alcatel-Lucent to enhance broadband service delivery and increase bandwidth</i> (June 10, 2009) at http://www.fplfibernet.com/pdf/Alcatel-Lucent.pdf (visited February 23, 2010).

Table 4: All Sectors – High-Capacity Generally and Backhaul

Company	Evidence	Source
Multiple companies	"Five to ten years from now, that T1 business will be gone completely. That business is split in half today between backhaul and enterprise services and the wireless operators are abandoning T1s today. The cost of that infrastructure to buy and upgrade and keep going is going to increase exponentially as that market starts to dwindle."	Light Reading Webinar, <i>The Future of Cable Business Services Keynote & Roundtable: A Capital Idea</i> (December 3, 2009) (statement of Ciena Solutions Marketing Director Taylor Salman at 21:46) at http://www.lightreading.com/webinar.asp?webinar_id=29274 (visited February 5, 2010).
Multiple companies	According to market researcher, Vertical Systems Group, "Nine providers attained a position on Vertical's 2009 U.S. Business Ethernet Leaderboard as follows (ranked in order): AT&T, Verizon, tw telecom, Cox, Qwest, XO, Time Warner Cable, Cogent and Level 3. Service providers cited on the Leaderboard each hold four percent or more of the U.S. market based on retail port installations as of year end 2009...More than 70 companies delivered Business Ethernet services in the U.S. during 2009, including Incumbent Carriers, Competitive Providers and Cable MSOs...During the second half of 2009, Competitive Providers and Cable MSOs gained share from Incumbent Carriers."	Vertical Systems Group Press Release, <i>2009 U.S. Business Ethernet LEADERBOARD U.S. market share results show heightened competition in response to expanding enterprise demand for higher speed Business Ethernet services</i> (January 29, 2010) at http://www.verticalsystems.com/prarticles/stat-flash-01-2010-Year-End2009_Leaderboard_prnews.html (visited February 9, 2010).
Multiple companies	"Mobile backhaul equipment investments jumped a healthy 19% in 2008 to \$4.6 billion worldwide, and revenue is set to explode over the next 5 years and beyond."	Infonetics Research Press Release, <i>Mobile backhaul equipment market growing fast, with no letup in sight</i> (May 27, 2009) at http://www.infonetics.com/pr/2009/1-mobile-backhaul-market-research-highlights.asp (visited February 3, 2010).
Multiple companies	"...T-Mobile started the process of upgrading its backhaul over two years ago. 'Once you start to move beyond 3G speeds, you've got to move on from copper and T1 lines.' For T-Mobile, this will mean working with 'independent providers' to get fiber or microwave radios in place. 'It's a mix,' Ray says. While copper is the preference for T-Mobile, pragmatism and availability come into play too."	Dan Jones, Light Reading Mobile, <i>MWC 2010: T-Mobile Boosts Backhaul</i> (February 16, 2010) (quoting T-Mobile USA's SVP of engineering operations Neville Ray) at http://www.lightreading.com/document.asp?doc_id=187990&f_src=lightreading_gnews (visited February 17, 2010).

Company	Evidence	Source
Multiple companies	"Carriers everywhere are increasing the bandwidth on their backhaul networks to handle this exploding IP data traffic, and the most efficient, cost-effective way to do that is to transition from TDM to packet IP/Ethernet..."	Infonetics Research Press Release, <i>Mobile backhaul equipment market growing fast, with no letup in sight</i> (May 27, 2009) at http://www.infonetics.com/pr/2009/1-mobile-backhaul-market-research-highlights.asp (visited February 3, 2010).