

DOCKET No. UT-_____

Frontier Communications Petition for Competitive Classification

Exhibit 22

Competitive Offerings Sample by CLECs and Cable Companies in Washington

Sample of Residential Small Business Offers - September -October 2012

| Market Areas | Carrier | Offer Type | Term Length | Service Details | Total MRC: Core HSI, Video, And/Or Voice Services Excl. Equipment | Total One-Time Charges | Bundled MRC (Where Applicable) | Bundled One-Time Charges (Where Applicable) |
|---|-------------------------|----------------------------------|-------------|--|---|------------------------|---|---|
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast | HSI/1 Voice-Line 2P Bundle | 2-Yr. | Performance 20 Mbps/4 Mbps PowerBoost Cable HSI 1 Comcast Unlimited VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$39.99 in Month 1, \$105.90 in Month 13, \$105.90 Regular MRC | \$34.99 | 2-Yr.: \$39.99 Promo. MRC in Months 1-12 2-Yr.: \$59.99 Promo. MRC in Months 13-24 2-Yr.: \$105.90 Regular MRC | 2-Yr.: \$34.99 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast | HSI/Video/1 Voice-Line 3P Bundle | 2-Yr. | Performance 20 Mbps/4 Mbps PowerBoost Cable HSI Digital Starter Cable (QAM/CATV) With 80 Local Broadcast, Basic Cable, & Premium Movie Channels, 46 Music Choice Channels, SHOWTIME 1 Comcast Unlimited VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$89.00 in Month 1, \$159.94 in Month 13, \$159.94 Regular MRC | \$34.99 | 2-Yr.: \$89.00 Promo. MRC in Months 1-12 2-Yr.: \$119.99 Promo. MRC in Months 13-24 2-Yr.: \$139.95 Regular MRC | 2-Yr.: \$34.99 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast | Standalone Voice | MTM | 1 Comcast Unlimited VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$29.99 in Month 1, \$44.95 in Month 13, \$44.95 Regular MRC | \$34.99 | | |
| Wenatchee | Charter Communications | HSI/1 Voice-Line 2P Bundle | MTM | Internet Plus 30 Mbps/4 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$58.98 in Month 1, \$69.98 in Month 13, \$69.98 Regular MRC ↑ | \$19.99 | MTM: \$58.98 Promo. MRC in Months 1-12 MTM: \$69.98 Regular MRC Δ | MTM: \$19.99 Regular One-Time Charge |
| Wenatchee | Charter Communications | HSI/Video/1 Voice-Line 3P Bundle | MTM | Internet Plus 30 Mbps/4 Mbps Cable HSI TV in HD Cable (QAM/CATV) With 125 Local Broadcast & Expanded Cable Channels, 45 Music Choice Channels 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$89.97 in Month 1, \$129.97 in Month 13, \$129.97 Regular MRC | \$19.99 | MTM: \$89.97 Promo. MRC in Months 1-12 MTM: \$109.97 Promo. MRC in Months 13-24 MTM: \$129.97 Regular MRC | MTM: \$19.99 Regular One-Time Charge |
| Wenatchee | Charter Communications | Standalone Voice | MTM | 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$19.99 in Month 1, \$19.99 in Month 13, \$19.99 Regular MRC | \$0.00 | | |
| Wenatchee | LocalTel Communications | HSI/1 Voice-Line 2P Bundle | MTM | 25 Mbps/2 Mbps Fiber FTTP HSI 1 Life-Line VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$48.29 in Month 1, \$48.29 in Month 13, \$48.29 Regular MRC | \$69.00 | MTM: \$48.29 Regular MRC | MTM: \$69.00 Regular One-Time Charge |

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| Market Areas | Carrier | Offer Type | Term Length | Service Details | Total MRC: Core HSI, Video, And/Or Voice Services Excl. Equipment | Total One-Time Charges | Bundled MRC (Where Applicable) | Bundled One-Time Charges (Where Applicable) |
|---|-------------------------|----------------------------------|-------------|--|---|------------------------|--|---|
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast | HSI/1 Voice-Line 2P Bundle | 2-Yr. | Performance 20 Mbps/4 Mbps PowerBoost Cable HSI 1 Comcast Unlimited VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$39.99 in Month 1, \$105.90 in Month 13, \$105.90 Regular MRC | \$34.99 | 2-Yr.: \$39.99 Promo. MRC in Months 1-12 2-Yr.: \$59.99 Promo. MRC in Months 13-24 2-Yr.: \$105.90 Regular MRC | 2-Yr.: \$34.99 Regular One-Time Charge |
| Wenatchee | LocalTel Communications | HSI/Video/1 Voice-Line 3P Bundle | MTM | 25 Mbps/2 Mbps Fiber FTTP HSI Expanded Cable (QAM/CATV) With 117 Local Broadcast & Expanded Cable Channels, 55 Music Choice Channels 1 Life-Line VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$105.83 in Month 1, \$105.83 in Month 13, \$105.83 Regular MRC | \$99.00 | MTM: \$105.83 Regular MRC | MTM: \$99.00 Regular One-Time Charge |
| Wenatchee | LocalTel Communications | Standalone Voice | MTM | 1 Life-Line VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$33.17 in Month 1, \$33.17 in Month 13, \$33.17 Regular MRC | \$29.00 | | |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Wave Broadband | HSI/1 Voice-Line 2P Bundle | MTM | High Speed 10 10 Mbps/1 Mbps Cable HSI 1 Unlimited WavePhone VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$59.95 in Month 1, \$89.99 in Month 13, \$89.99 Regular MRC | \$0.00 | MTM: \$59.95 Promo. MRC in Months 1-12 MTM: \$89.99 Regular MRC | MTM: \$0.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Wave Broadband | HSI/Video/1 Voice-Line 3P Bundle | MTM | High Speed 10 10 Mbps/1 Mbps Cable HSI Enhanced Basic Cable (QAM/CATV) With 61 Local Broadcast & Basic Cable Channels, 47 Music Choice Channels 1 Unlimited WavePhone VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$89.00 in Month 1, \$129.00 in Month 13, \$129.00 Regular MRC | \$0.00 | MTM: \$89.00 Promo. MRC in Months 1-12 MTM: \$129.00 Regular MRC | MTM: \$0.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Wave Broadband | HSI/Video/1 Voice-Line 3P Bundle | MTM | High Speed 3 3 Mbps/512 kbps Cable HSI Enhanced Basic Cable (QAM/CATV) With 61 Local Broadcast & Basic Cable Channels, 47 Music Choice Channels 1 Regional WavePhone VoIP Wireline Dedicated Voice Line(s) With Unlimited Local In-State InterLATA Calling | \$109.00 in Month 1, \$109.00 in Month 13, \$109.00 Regular MRC | \$0.00 | MTM: \$109.00 Regular MRC | MTM: \$0.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Wave Broadband | Standalone Voice | MTM | 1 Unlimited WavePhone VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$29.95 in Month 1, \$44.95 in Month 13, \$44.95 Regular MRC | \$29.95 | | |

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| Market Areas | Carrier | Offer Type | Term Length | Service Details | Total MRC: Core HSI, Video, And/Or Voice Services Excl. Equipment | Total One-Time Charges | Bundled MRC (Where Applicable) | Bundled One-Time Charges (Where Applicable) |
|---|------------------------------|----------------------------------|-------------|--|---|------------------------|--|---|
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast | HSI/1 Voice-Line 2P Bundle | 2-Yr. | Performance 20 Mbps/4 Mbps PowerBoost Cable HSI 1 Comcast Unlimited VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$39.99 in Month 1, \$105.90 in Month 13, \$105.90 Regular MRC | \$34.99 | 2-Yr.: \$39.99 Promo. MRC in Months 1-12 2-Yr.: \$59.99 Promo. MRC in Months 13-24 2-Yr.: \$105.90 Regular MRC | 2-Yr.: \$34.99 Regular One-Time Charge |
| Bothell, Kirkland, Redmond | Wave Broadband (Broadstripe) | HSI/1 Voice-Line 2P Bundle | MTM | High Speed 10 10 Mbps/1 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$79.90 in Month 1, \$79.90 in Month 13, \$79.90 Regular MRC | \$0.00 | | |
| Bothell, Kirkland, Redmond | Wave Broadband (Broadstripe) | HSI/Video/1 Voice-Line 3P Bundle | MTM | High Speed 10 10 Mbps/1 Mbps Cable HSI Expanded Basic Digital Cable (QAM/CATV) With 124 Local Broadcast & Expanded Cable Channels, 46 Music Choice Channels 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$129.00 in Month 1, \$129.00 in Month 13, \$129.00 Regular MRC | \$0.00 | MTM: \$129.00 Regular MRC | MTM: \$0.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond | Wave Broadband (Broadstripe) | Standalone Voice | MTM | 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$44.95 in Month 1, \$44.95 in Month 13, \$44.95 Regular MRC | \$89.90 | | |

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|---|---------------------------|----------------------------------|-------------|---|---|------------------------|--|---|
| Wenatchee | Charter Business | HSI/1 Voice-Line 2P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$129.00 in Month 1, \$147.99 in Month 13, \$147.99 Regular MRC ↑ | \$148.00 | 1-Yr.: \$129.00 Promo. MRC in Months 1-12 1-Yr.: \$147.99 Regular MRC Δ | 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Wenatchee | Charter Business | HSI/2 Voice-Line 2P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$164.00 in Month 1, \$183.99 in Month 13, \$183.99 Regular MRC ↑ | \$49.00 | 1-Yr.: \$164.00 Promo. MRC in Months 1-12 1-Yr.: \$183.99 Regular MRC Δ | 1-Yr.: \$0.00 Promo. One-Time Charge 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Wenatchee | Charter Business | HSI/4 Voice-Line 2P Bundle | 1-Yr. | Essentials20 20 Mbps/3 Mbps Cable HSI ↓ 4 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$143.95 in Month 1, \$143.95 in Month 13, \$143.95 Regular MRC ↓ | \$199.00 | | |
| Wenatchee | Charter Business | HSI/Video/1 Voice-Line 3P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI Basic Private View Cable (QAM/CATV) With 2-21 Local Broadcast Channels 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$160.49 in Month 1, \$179.48 in Month 13, \$179.48 Regular MRC ↑ | \$148.00 | 1-Yr.: \$160.49 Promo. MRC in Months 1-12 1-Yr.: \$179.48 Regular MRC Δ | 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Wenatchee | Charter Business | HSI/Video/2 Voice-Line 3P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI Basic Private View Cable (QAM/CATV) With 2-21 Local Broadcast Channels 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$166.49 in Month 1, \$215.48 in Month 13, \$215.48 Regular MRC ↑ | \$49.00 | 1-Yr.: \$166.49 Promo. MRC in Months 1-12 1-Yr.: \$215.48 Regular MRC Δ | 1-Yr.: \$0.00 Promo. One-Time Charge 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Wenatchee | Charter Business | HSI/Video/4 Voice-Line 3P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI Basic Private View Cable (QAM/CATV) With 2-21 Local Broadcast Channels 4 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$261.40 in Month 1, \$261.40 in Month 13, \$261.40 Regular MRC ↓ | \$99.00 | | |
| Wenatchee | Charter Business | Standalone Voice | 1-Yr. | 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$39.96 in Month 1, \$39.96 in Month 13, \$39.96 Regular MRC ↑ | \$50.00 | | |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/1 Voice-Line 2P Bundle | 3-Yr. | Standard 12 Mbps/2 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$89.90 in Month 1, \$89.90 in Month 13, \$89.90 Regular MRC | \$24.95 | 1-Yr.: \$99.00 Regular MRC 2-Yr.: \$89.90 Regular MRC 3-Yr.: \$89.90 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/1 Voice-Line 2P Bundle | 3-Yr. | Basic Connect 1.5 Mbps/512 kbps Cable HSI ↓ 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$59.90 in Month 1, \$59.90 in Month 13, \$59.90 Regular MRC | \$24.95 | 1-Yr.: \$0.00 Regular MRC 2-Yr.: \$0.00 Regular MRC 3-Yr.: \$0.00 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |

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|---|---------------------------|-------------------------------|-------------|---|---|------------------------|---|---|
| Wenatchee | Charter Business | HSI/1 Voice-Line 2P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$129.00 in Month 1, \$147.99 in Month 13, \$147.99 Regular MRC ↑ | \$148.00 | 1-Yr.: \$129.00 Promo. MRC in Months 1-12 1-Yr.: \$147.99 Regular MRC Δ | 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/2 Voice-Line 2P Bundle | 3-Yr. | Premium 22 Mbps/5 Mbps Cable HSI 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$159.00 in Month 1, \$159.00 in Month 13, \$159.00 Regular MRC | \$49.90 | 1-Yr.: \$159.00 Regular MRC 2-Yr.: \$159.00 Regular MRC 3-Yr.: \$159.00 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/2 Voice-Line 2P Bundle | 3-Yr. | Starter 12 Mbps/2 Mbps Cable HSI 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$99.85 in Month 1, \$119.85 in Month 13, \$119.85 Regular MRC | \$49.90 | 1-Yr.: \$0.00 Regular MRC 2-Yr.: \$0.00 Regular MRC 3-Yr.: \$0.00 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/2 Voice-Line 2P Bundle | 3-Yr. | Deluxe 50 Mbps/10 Mbps Cable HSI 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$249.00 in Month 1, \$249.00 in Month 13, \$249.00 Regular MRC | \$49.90 | 1-Yr.: \$249.00 Regular MRC 2-Yr.: \$249.00 Regular MRC 3-Yr.: \$249.00 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/2 Voice-Line 2P Bundle | 3-Yr. | Deluxe 100 100 Mbps/10 Mbps Cable HSI 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$429.00 in Month 1, \$429.00 in Month 13, \$429.00 Regular MRC | \$49.90 | 1-Yr.: \$429.00 Regular MRC 2-Yr.: \$429.00 Regular MRC 3-Yr.: \$429.00 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | HSI/4 Voice-Line 2P Bundle | 3-Yr. | Standard 12 Mbps/2 Mbps Cable HSI 4 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$164.75 in Month 1, \$164.75 in Month 13, \$164.75 Regular MRC | \$99.80 | 1-Yr.: \$99.00 Regular MRC 2-Yr.: \$89.90 Regular MRC 3-Yr.: \$89.90 Regular MRC | 1-Yr.: \$199.00 Regular One-Time Charge 2-Yr.: \$0.00 Promo. One-Time Charge 2-Yr.: \$99.00 Regular One-Time Charge 3-Yr.: \$0.00 Promo. One-Time Charge 3-Yr.: \$49.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Comcast Business Class | Standalone Voice | 2-Yr. | 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$29.95 in Month 1, \$29.95 in Month 13, \$29.95 Regular MRC | \$24.95 | | |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Integra Telecom | HSI/1 Voice-Line 2P Bundle | 3-Yr. | 20 Mbps/2 Mbps DSL HSI 1 SIP Solutions VoIP Wireline Dedicated Voice Line(s) With Measured Local IntraLATA Calling | \$99.00 in Month 1, \$99.00 in Month 13, \$99.00 Regular MRC | \$99.00 | 3-Yr.: \$99.00 Regular MRC | 3-Yr.: \$99.00 Regular One-Time Charge |

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|---|-------------------------|----------------------------------|-------------|---|---|------------------------|--|---|
| Wenatchee | Charter Business | HSI/1 Voice-Line 2P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$129.00 in Month 1, \$147.99 in Month 13, \$147.99 Regular MRC ↑ | \$148.00 | 1-Yr.: \$129.00 Promo. MRC in Months 1-12 1-Yr.: \$147.99 Regular MRC Δ | 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Integra Telecom | HSI/1 Voice-Line 2P Bundle | 3-Yr. | Express 512 kbps/512 kbps DSL HSI 1 Basic Business Line VoIP Wireline Dedicated Voice Line(s) With Measured Local IntraLATA Calling | \$44.94 in Month 1, \$44.94 in Month 13, \$44.94 Regular MRC | \$144.00 | | |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Integra Telecom | HSI/2 Voice-Line 2P Bundle | 3-Yr. | 20 Mbps/2 Mbps DSL HSI 2 SIP Solutions VoIP Wireline Dedicated Voice Line(s) With Measured Local IntraLATA Calling | \$129.00 in Month 1, \$129.00 in Month 13, \$129.00 Regular MRC | \$99.00 | 3-Yr.: \$129.00 Regular MRC | 3-Yr.: \$99.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Integra Telecom | HSI/4 Voice-Line 2P Bundle | 3-Yr. | 1.5 Mbps/1.5 Mbps T1 DIA 4 SIP Solutions VoIP Wireline Dedicated Voice Line(s) With Measured Local IntraLATA Calling | \$299.00 in Month 1, \$299.00 in Month 13, \$299.00 Regular MRC | \$250.00 | 3-Yr.: \$299.00 Regular MRC | 3-Yr.: \$250.00 Regular One-Time Charge |
| Bothell, Kirkland, Redmond, Everett, Mt. Vernon | Integra Telecom | Standalone Voice | 3-Yr. | 1 Basic Business Line POTS Voice Line(s) With Measured Local IntraLATA Calling | \$19.99 in Month 1, \$19.99 in Month 13, \$19.99 Regular MRC ↑ | \$45.00 | | |
| Wenatchee | LocalTel Communications | HSI/1 Voice-Line 2P Bundle | MTM | A25 25 Mbps/2 Mbps Fiber FTTP HSI 1 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$57.90 in Month 1, \$57.90 in Month 13, \$57.90 Regular MRC | \$99.00 | | |
| Wenatchee | LocalTel Communications | HSI/2 Voice-Line 2P Bundle | MTM | A25 25 Mbps/2 Mbps Fiber FTTP HSI 2 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$77.85 in Month 1, \$77.85 in Month 13, \$77.85 Regular MRC | \$99.00 | | |
| Wenatchee | LocalTel Communications | HSI/4 Voice-Line 2P Bundle | MTM | A25 25 Mbps/2 Mbps Fiber FTTP HSI 4 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$117.75 in Month 1, \$117.75 in Month 13, \$117.75 Regular MRC | \$99.00 | | |
| Wenatchee | LocalTel Communications | HSI/Video/1 Voice-Line 3P Bundle | MTM | A25 25 Mbps/2 Mbps Fiber FTTP HSI Standard Cable (QAM/CATV) With 2-77 Local Broadcast & Basic Cable Channels 1 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$113.86 in Month 1, \$113.86 in Month 13, \$113.86 Regular MRC | \$99.00 | | |

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|------------------------|----------------------------|--------------------------------------|-------------|--|---|------------------------|--|---|
| Wenatchee | Charter Business | HSI/1 Voice-Line 2P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$129.00 in Month 1, \$147.99 in Month 13, \$147.99 Regular MRC ↑ | \$148.00 | 1-Yr.: \$129.00 Promo. MRC in Months 1-12 1-Yr.: \$147.99 Regular MRC Δ | 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Wenatchee | LocalTel Communications | HSI/Video/2 Voice- Line 3P Bundle | MTM | A25 25 Mbps/2 Mbps Fiber FTTP HSI Standard Cable (QAM/CATV) With 2-77 Local Broadcast & Basic Cable Channels 2 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$133.81 in Month 1, \$133.81 in Month 13, \$133.81 Regular MRC | \$99.00 | | |
| Wenatchee | LocalTel Communications | HSI/Video/4 Voice- Line 3P Bundle | MTM | A25 25 Mbps/2 Mbps Fiber FTTP HSI Standard Cable (QAM/CATV) With 2-77 Local Broadcast & Basic Cable Channels 4 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$173.71 in Month 1, \$173.71 in Month 13, \$173.71 Regular MRC | \$99.00 | | |
| Wenatchee | LocalTel Communications | Standalone Voice | MTM | 1 Fiber Voice VoIP Wireline Dedicated Voice Line(s) With Unlimited Local IntraLATA Calling | \$19.95 in Month 1, \$19.95 in Month 13, \$19.95 Regular MRC | \$99.00 | | |
| Everett, Mt. Vernon | Wave Broadband | HSI/1 Voice-Line 2P Bundle | MTM | High Speed 3 3 Mbps/768 kbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$84.90 in Month 1, \$84.90 in Month 13, \$84.90 Regular MRC | \$99.95 | MTM: \$0.00 Regular MRC | MTM: \$99.95 Regular One-Time Charge |
| Everett, Mt. Vernon | Wave Broadband | HSI/2 Voice-Line 2P Bundle | MTM | High Speed 3 3 Mbps/768 kbps Cable HSI 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$114.85 in Month 1, \$114.85 in Month 13, \$114.85 Regular MRC | \$99.95 | MTM: \$0.00 Regular MRC | MTM: \$99.95 Regular One-Time Charge |
| Everett, Mt. Vernon | Wave Broadband | HSI/4 Voice-Line 2P Bundle | MTM | High Speed 3 3 Mbps/768 kbps Cable HSI 4 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$174.75 in Month 1, \$174.75 in Month 13, \$174.75 Regular MRC | \$99.95 | MTM: \$0.00 Regular MRC | MTM: \$99.95 Regular One-Time Charge |
| Everett, Mt. Vernon | Wave Broadband | HSI/Video/1 Voice- Line 3P Bundle | MTM | High Speed 3 3 Mbps/768 kbps Cable HSI Cable (QAM/CATV) With 45 Local Broadcast & Basic Cable Channels 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$97.85 in Month 1, \$97.85 in Month 13, \$97.85 Regular MRC | \$99.95 | MTM: \$0.00 Regular MRC | MTM: \$99.95 Regular One-Time Charge |
| Everett, Mt. Vernon | Wave Broadband | HSI/Video/2 Voice- Line 3P Bundle | MTM | High Speed 3 3 Mbps/768 kbps Cable HSI Cable (QAM/CATV) With 45 Local Broadcast & Basic Cable Channels 2 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$127.80 in Month 1, \$127.80 in Month 13, \$127.80 Regular MRC | \$99.95 | MTM: \$0.00 Regular MRC | MTM: \$99.95 Regular One-Time Charge |
| Everett, Mt. Vernon | Wave Broadband | HSI/Video/4 Voice- Line 3P Bundle | MTM | High Speed 3 3 Mbps/768 kbps Cable HSI Cable (QAM/CATV) With 45 Local Broadcast & Basic Cable Channels 4 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$187.70 in Month 1, \$187.70 in Month 13, \$187.70 Regular MRC | \$99.95 | MTM: \$0.00 Regular MRC | MTM: \$99.95 Regular One-Time Charge |

Sample of Residential Small Business Offers - September -October 2012

| Market Areas | Carrier | Offer Type | Term Length | Service Details | Total MRC: Core HSI, Video, And/Or Voice Services Excl. Equipment | Total One-Time Charges | Bundled MRC (Where Applicable) | Bundled One-Time Charges (Where Applicable) |
|------------------------|------------------|----------------------------|-------------|--|---|------------------------|--|---|
| Wenatchee | Charter Business | HSI/1 Voice-Line 2P Bundle | 1-Yr. | Essentials30 30 Mbps/4 Mbps Cable HSI 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local & Nationwide LD Calling | \$129.00 in Month 1, \$147.99 in Month 13, \$147.99 Regular MRC ↑ | \$148.00 | 1-Yr.: \$129.00 Promo. MRC in Months 1-12 1-Yr.: \$147.99 Regular MRC Δ | 1-Yr.: \$99.00 Regular One-Time Charge Δ |
| Everett, Mt. Vernon | Wave Broadband | Standalone Voice | MTM | 1 VoIP Wireline Dedicated Voice Line(s) With Unlimited Local, Nationwide LD, & Limited International Calling | \$49.95 in Month 1, \$49.95 in Month 13, \$49.95 Regular MRC | \$59.95 | | |