



February 28, 2020

Delegate Dereck E. Davis  
Room 231  
House Office Building  
Annapolis, Maryland 21401

Re: Testimony in Support of HB 999, Member-Regulated Cooperatives- Establishment (Rural Broadband for the Eastern Shore Act of 2020)

Dear Delegate Davis:

There are many areas on the Eastern Shore of Maryland that lack broadband connectivity. In many of these areas there is no financial business model that would allow a provider to provide service to these homes without government grants, P3's, or utilizing existing infrastructure that is readily available from a utility company. We believe that in areas that are unserved, meaning no other provider has invested in infrastructure to provide internet services, Choptank should be allowed to utilize their existing resources.

Economic development is 100% tied to broadband. Without broadband there is no growth. Many of these areas are economically depressed and broadband would serve as a catalyst for growth. Students and telecommuters also suffer because they can't work from their primary or vacation homes.

ThinkBig Networks is an internet service provider that is currently providing services in rural areas of the Eastern Shore of Maryland. There are many areas that we can't serve because the cost to construct is to cost prohibited. We welcome the opportunity that Choptank offers, again as long as it is for unserved areas and not in competition with current providers.

ThinkBig Networks, LLC requests a favorable consideration for HB999.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mark Wagner", is written over a teal-colored curved graphic element at the bottom of the page.

Mark Wagner  
CEO  
ThinkBig Networks, LLC