

From: Soura, Christian <ChristianSoura@gov.sc.gov>
To: Erica Brown Erica.Brown@scdhhs.gov
CC: Supra, John supra@scdhhs.gov
Date: 8/15/2014 5:03:42 PM
Subject: Re: That Call

I was gonna say 67/33, but otherwise, same thoughts. :)

CLS

On Aug 15, 2014, at 4:38 PM, "Erica Brown" <Erica.Brown@scdhhs.gov> wrote:

Agreed. From my initial Excel spreadsheet, see below on what happens if we vary the 80/20 split. John, since you'll be away next week, let me know if you have immediate feedback on the following two items:

- 1.) Adjust the coverage target to 10% in year 1
- 2.) Move to 65/35 split

** Note that as Jeff mentioned, we still have power to design the incentives so that they have to really exceed the minimums to get success payments.

| | 80% from LIZCs / 20% from Non-LIZCs | 70% from LIZCs / 30% from Non-LIZCs | 65% from LIZCs / 35% from Non-LIZCs | 60% from LIZCs / 40% from Non-LIZCs |
|---|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Project Totals (for all 3 Cohorts) | | | | |
| FTMMs in LIZCs | 2136 | 2136 | 2136 | 2136 |
| FTMMs from non-LIZCs (i.e. the "freebies") | 534 | 915 | 1150 | 1424 |
| Total Served (Minimum Project Size for all 3 Cohorts) | 2670 | 3051 | 3286 | 3560 |

-----Original Message-----

From: John Supra
Sent: Friday, August 15, 2014 4:18 PM
To: Soura, Christian
Cc: Erica Brown
Subject: Re: That Call

I noted no objection to that. Really a big objection on the split and wanting a min size higher.

> On Aug 15, 2014, at 4:03 PM, "Soura, Christian" <ChristianSoura@gov.sc.gov> wrote:

>

> So I didn't want to point it out for them, but I didn't really hear a specific objection on our 20/25 split for the LIZCs. Did you feel that way too? Just a line or two about the maps being "interesting."

>

> CLS

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