

WOW! TERRITORY + RECRUITING

TALENT ACCESS COMMAND BRIEF

TERRITORY SCALE + CHANNEL DEPLOYMENT

ADDRESSABLE FOOTPRINT

2,046,590

HOMES PASSED

MISSION ARRAY

ASSET	SCALE	COVERAGE	OPERATING USE
TERRITORY	19 MARKETS	6 STATES	SOW-DEFINED ACCESS
CAMPUS	153 ROUTES	111 SCHOOLS	LOCAL TALENT PIPELINES
PLATFORMS	10 CHANNELS	5 / 5 MIX	NATIONAL REACH

The campus count is market-specific; 153 routes resolve to 111 distinct institutions and URLs.

FOOTPRINT CONCENTRATION

49.9%

MICHIGAN MARKET + PINELLAS

1,021,739 homes passed

TOP-FIVE COVERAGE

66.8%

1,367,001 HOMES PASSED

MI | Pinellas | Huntsville | Montgomery | Panama City

TOP 5 LOWEST PENETRATION*

3.8%

77,757 HOMES PASSED

Central MI | Greenville | Auburn | Fort Gordon | Valley

*3.8% is the combined share of accessible footprint in the five smallest markets, used as a penetration-priority proxy. True penetration requires active subscriber counts.

COMMAND PRIORITY

- 01 LAYER NATIONAL + CAMPUS CHANNELS
- 02 CONVERT ACCESS INTO LOCAL PIPELINES

OPERATING CONTROLS

- CONFIRM 1099 POSTING ELIGIBILITY
- REVERIFY VENDOR PRICING
- SIZE STAFFING TO LIVE MARKET NEED

MISSION ARCHITECTURE

ASHBY MISSION LAUNCH

A fully attributed recruiting engine built for launch, calibration and disciplined scale.

NATIONAL SOURCES	COLLEGE ROUTES	WOW! MARKETS	SOURCE ATTRIBUTION
10	153	19	100%

MISSION OBJECTIVE

Build, instrument and launch the Ashby recruiting engine across commercial platforms, early-career channels and the DevCom college network - with every candidate traceable from first touch through 12-month retention.

LAUNCH READINESS STANDARD

- Configure all 10 national sources plus referrals, direct sourcing, social and each college route.
- Apply 153 route codes, 111 institution IDs and 19 market identifiers without duplication.
- Require 1099, commission-only, field-sales and territory acknowledgement before interview.
- Automate first contact, scheduling, follow-up, feedback reminders and archive reasons.
- QA dashboards for source, funnel, activity, speed, cost and retention before launch.

EXAMPLE OPERATING PIPELINE

- 01
- Candidate entered
- 02
- Structure qualified
- 03
- Command screen
- 04
- Command interview
- 05
- Qualifier invited
- 06
- Qualifier accepted
- 07
- Field activated
- 08
- Active at 30 days
- 09
- Productive at 90 days
- 10
- Retained at 12 months

OUTCOME DEFINITIONS

STRUCTURE QUALIFIED Candidate explicitly acknowledges 1099 status, commission-only compensation, field selling and assigned market.	90-DAY PRODUCTIVE Active on day 90 and sustaining at least 30 installs per month.	12-MONTH RETAINED Still active at one year and meeting the production standard.
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Use "Qualifier Activation" in operating reports. If post-activation work lives outside Ashby, sync cohort outcomes back weekly.

PLANNING STANDARD

RECRUITING YIELD STANDARD

A capacity-aware baseline for a rolling 30-seat Qualifier, separated from published market evidence.

WEEKLY TOUCHES	WEEKLY INTERVIEWS	WEEKLY ACTIVATIONS	90-DAY PRODUCTIVE
80	8	2.4	0.8

MATURED-COHORT OPERATING FUNNEL

CADENCE	TOUCHES	QUALIFIED	INTERVIEWS	ACTIVATIONS	ACTIVE 30D	PRODUCTIVE 90D	RETAINED 12M
Weekly	80	16	8	2.4	1.6	0.8	0.4
Monthly	347	69	35	10	7	3.5	1.7
Quarterly	1,040	208	104	31	21	10	5
Annual	4,160	832	416	125	83	42	21

Retention figures are matured-cohort equivalents, not same-period results. Actuals should replace assumptions as cohorts mature.

PUBLISHED BENCHMARK FOUNDATION

CAREERPLUG 2025

10M applications / 60K SMBs

6% click-to-apply; 3% applicant-to-interview; 27% interview-to-hire; approximately 180 applicants per hire.

ASHBY 2026

Initial screen quality

Referrals passed initial screen at 52% versus 35% overall in Ashby benchmark data.

LINKEDIN

Response optimization

InMails of 400 characters or fewer showed 22% higher response; personalized messages showed 15% lift versus templates.

CHANNEL REALITY

No universal commission-only benchmark

Public sources do not isolate 1099 commission-only field sales by recruiting platform. DevCom targets below are planning hypotheses.

Interpretation: published figures anchor expectations; the DevCom funnel is an operating target for launch and must be recalibrated by source after 30, 60 and 90 days.

SOURCE DEPLOYMENT

PLATFORM MISSION TARGETS

Weekly inputs and expected outcomes, with monthly, quarterly and annual rollups for command planning.

WEEKLY SOURCE ALLOCATION

SOURCE	TOUCHES	INTERVIEWS	ACTIVATIONS	90D PRODUCTIVE
Indeed	18	1.6	0.50	0.16
ZipRecruiter	10	1.0	0.30	0.10
LinkedIn	14	1.4	0.42	0.14
Glassdoor	2	0.2	0.06	0.02
Wellfound	3	0.3	0.09	0.03
Handshake	13	1.1	0.34	0.11
WayUp	5	0.3	0.10	0.03
College Recruiter	5	0.3	0.10	0.03
RippleMatch	5	1.3	0.40	0.13
CollegeGrad	5	0.3	0.10	0.03
TOTAL	80	8.0	2.40	0.80

CADENCE ROLLUP: TOUCHES / 90-DAY PRODUCTIVE

SOURCE	WEEKLY	MONTHLY	QUARTERLY	ANNUAL
Indeed	18 / .16	78 / .7	234 / 2.1	936 / 8.5
ZipRecruiter	10 / .10	43 / .4	130 / 1.3	520 / 5.2
LinkedIn	14 / .14	61 / .6	182 / 1.8	728 / 7.3
Glassdoor	2 / .02	9 / .1	26 / .3	104 / 1.0
Wellfound	3 / .03	13 / .1	39 / .4	156 / 1.6
Handshake	13 / .11	56 / .5	169 / 1.5	676 / 5.9
WayUp	5 / .03	22 / .1	65 / .4	260 / 1.7
College Recruiter	5 / .03	22 / .1	65 / .4	260 / 1.7
RippleMatch	5 / .13	22 / .6	65 / 1.7	260 / 6.9
CollegeGrad	5 / .03	22 / .1	65 / .4	260 / 1.7
TOTAL	80 / .8	347 / 3.5	1,040 / 10.4	4,160 / 41.6

RippleMatch projection uses the vendor claim that 1 in 2 matches reaches a first-round interview. Validate before increasing spend or volume.

LAUNCH GOVERNANCE

SPECIAL MISSION EDGE

Measure the mission message, protect candidate clarity and scale only after the engine proves yield.

MISSION CREATIVE VS. CONTROL	ASHBY LAUNCH-TEAM STANDARD
• Mission: exclusive WOW! Master Agency, defined territories, rank leadership and KPI culture. • Show real earnings and production math, field ownership, advancement and execution standards. • Control: conventional earnings, flexibility and opportunity language. • Both variants retain identical 1099 and commission-only disclosures.	• 100% source attribution and compensation acknowledgement. • 90% of new candidates contacted within 24 hours; qualified interviews within 48 hours. • 95% interview feedback within 24 hours; 100% archive reasons. • Unresolved duplicate rate below 2%; weekly field-activation reconciliation. • Report cost per qualified candidate, interview, activation, 90-day producer and 12-month retained.

A/B PROOF STANDARD

400 ATTRIBUTABLE TOUCHES	50 / 50 MISSION VS. CONTROL	15%+ QUALIFIED-RESPONSE LIFT	NO LOSS IN 90-DAY PRODUCTIVITY
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Compare qualified response, show rate, acceptance, 30-day activation and 90-day productivity. Advance the mission variant only if both gates hold.

CONTROLLED SURGE MODEL

WEEKLY TOUCHES 240	WEEKLY INTERVIEWS 24	WEEKLY ACTIVATIONS 7	QUARTERLY 90D PRODUCTIVE 31
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COMMAND DECISION

Baseline is the launch target. Surge requires validated source economics plus rolling admissions, faster seat turnover or capacity beyond 30 concurrent Qualifier seats.

EVIDENCE BASE

- CareerPlug recruiting benchmarks: <https://www.careerplug.com/recruiting-metrics-and-kpis/>
- Ashby source tracking: <https://docs.ashbyhq.com/tracking-the-source-of-an-application>
- Ashby reporting catalog: <https://docs.ashbyhq.com/report-catalog-essentials>
- Ashby recruiting operations benchmarks: <https://www.ashbyhq.com/talent-trends-report/reports/recruiting-operations-benchmarks-talent-trends>
- LinkedIn InMail length benchmark: <https://www.linkedin.com/business/talent/blog/talent-engagement/how-inmail-response-rates-compare-across-industries-and-functions>
- LinkedIn personalization benchmark: <https://www.linkedin.com/business/talent/blog/product-tips/new-linkedin-inmail-analytics-to-increase-response-rates>
- Handshake benchmark analytics: <https://support.joinhandshake.com/hc/en-us/articles/23556982910743-Talent-Analytics-Benchmarking>
- RippleMatch early-career OS: <https://ripplematch.com/employers-early-career-recruiting-os>
- Xactly sales turnover: <https://www.xactlycorp.com/blog/motivation/sales-turnover-statistics>
- Everstage commission-only planning: <https://www.everstage.com/sales-compensation/commission-only-sales-compensation-plan>

APPENDIX A

NATIONAL RECRUITING PLATFORMS

Commercial and early-career channels | Cost points captured September 3, 2026

TOTAL CHANNELS	COMMERCIAL	EARLY CAREER
10	5	5

CHANNEL DESIGN: Start with the free or low-cost platform layer, then add paid reach by market need. Custom and quote-based pricing must be reconfirmed before purchase.

COMMERCIAL RECRUITING

PLATFORM	COST	OFFICIAL LINK
Indeed	Free; Sponsored Jobs \$5/day or \$150/month	https://www.indeed.com/hire
ZipRecruiter	Variable / custom pricing	https://www.ziprecruiter.com/official
LinkedIn Talent Solutions	Recruiter Lite: \$1,680/year	https://business.linkedin.com/talent-solutions
Glassdoor for Employers	Free employer profile; custom-priced upgrades	https://www.glassdoor.com/employers/
Wellfound	\$0 job postings; Starter \$1,620/year; Growth \$2,388/year	https://wellfound.com/recruit/

COLLEGIATE / EARLY CAREER PLATFORMS

PLATFORM	COST	OFFICIAL LINK
Handshake	Basic: \$0/year; Pro: \$4,500/year	https://joinhandshake.com/employers/
WayUp	Custom pricing	https://www.wayup.com/employers/
College Recruiter	Quote-based pricing	https://www.collegerecruiter.com/
RippleMatch	Custom pricing	https://ripplematch.com/
CollegeGrad	\$99 / 30 days; \$199 / 90 days; nationwide \$199 / 30 days or \$399 / 90 days	https://collegegrad.com/

Pricing note: Published or quoted cost points are reproduced from the supplied September 3, 2026 source. Vendor pricing and plan availability can change. Individual colleges and universities are listed in Appendix B.

APPENDIX B

COLLEGE RECRUITING NETWORK

Official recruiting and career-services routes aligned to all 19 DevCom WOW! territory markets

MARKET ROUTES 153	DISTINCT SCHOOLS 111	MARKETS COVERED 19
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CAMPUS ACCESS: Every territory market has a prospective local recruiting route. Inclusion is a lead, not guaranteed posting approval; each institution may review DevCom's 1099 and commission-only structure.

MARKET COVERAGE INDEX

MARKET	ROUTES	MARKET	ROUTES
Auburn, AL	5	Huntsville, AL	6
Augusta, GA	6	Knoxville, TN	10
Orlando / Sanford, FL	9	Detroit Metro, MI	18
Brighton / Flint, MI	8	Lansing / Jackson / Albion, MI	10
Charleston, SC	5	Montgomery, AL	8
Columbus, GA	9	Newnan, GA	7
Dothan, AL	5	Panama City, FL	4
Fort Gordon / Grovetown, GA	6	St. Petersburg / Clearwater, FL	9
Greenville, SC	11	Valley / Lanett, AL and LaGrange / West Point, GA	11
Spring Hill / Hernando County, FL	6		

Georgia State University is intentionally excluded because its published guidelines prohibit 100% commission postings. Market labels translate the territory source into the nearest practical college recruiting geography.

APPENDIX B | MARKET ROUTES

LOCAL CAMPUS ROUTES | 01 OF 06

28 prospective institution routes across 4 territory recruiting geographies

AUBURN, AL | 5 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Auburn University	https://career.auburn.edu/recruit-a-tiger/
Southern Union State Community College	https://www.suscc.edu/students/career-services
Tuskegee University	https://www.tuskegee.edu/career-center/
Point University	https://point.edu/academics/academic-support/career-services/
Chattahoochee Valley Community College	https://www.cv.edu/student-resources/career-services-center/

AUGUSTA, GA | 6 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Augusta University	https://www.augusta.edu/careerservices/hire-students.php
Augusta Technical College	https://www.augustatech.edu/student-resources/serv-empl.cms
Paine College	https://paine.edu/student-success/student-support/career-services/
University of South Carolina Aiken	https://www.usca.edu/departments/career-services/handshake-hub/handshake-for-employers/
Aiken Technical College	https://www.atc.edu/student-life/student-services/career-services
Georgia Military College	https://alumni.gmc.edu/career-services/

ORLANDO / SANFORD, FL | 9 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
University of Central Florida	https://career.ucf.edu/recruit-at-ucf/
Seminole State College of Florida	https://www.seminolestate.edu/careers
Valencia College	https://valenciacollege.edu/students/internship/employers/index.php
Rollins College	https://www.rollins.edu/hire-rollins/
Full Sail University	https://www.fullsail.edu/for-you/industry-outreach
Stetson University	https://www.stetson.edu/administration/career/employers.php
Lake-Sumter State College	https://www.lssc.edu/cds/employer-postings/
Keiser University	https://www.collegecentral.com/keiser/AboutUs.cfm
ECPI University	https://www.ecpi.edu/career-services

BRIGHTON / FLINT, MI | 8 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
University of Michigan-Flint	https://www.umflint.edu/career-services/employers/
Kettering University	https://www.kettering.edu/co-op-experience/co-op-employer-partners
Mott Community College	https://www.mcc.edu/employment/employer-services.shtml
Cleary University	https://www.cleary.edu/employers-connecting-with-cleary-university-students/
Baker College	https://www.baker.edu/employers/employers-resources/career-services/
University of Michigan	https://careercenter.umich.edu/topic/employers
Washtenaw Community College	https://www.wccnet.edu/business/recruit/index.php
Eastern Michigan University	https://www.emich.edu/uacdc/forms-resources/employer-resources.php

APPENDIX B | MARKET ROUTES

LOCAL CAMPUS ROUTES | 02 OF 06

25 prospective institution routes across 4 territory recruiting geographies

CHARLESTON, SC | 5 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
College of Charleston	https://charleston.edu/career-center/employers/index.php
Charleston Southern University	https://www.charlestonsouthern.edu/student-life/student-support/career-center/employer-resources/
The Citadel	https://www.citadel.edu/career/for-recruiters/
Trident Technical College	https://www.tridenttech.edu/student/resources/career_services.html
ECPI University	https://www.ecpi.edu/career-services

COLUMBUS, GA | 9 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Columbus State University	https://careercenter.columbusstate.edu/channels/employer/
Columbus Technical College	https://www.columbusstate.edu/hire-ctc-students/
Chattahoochee Valley Community College	https://www.cv.edu/student-resources/career-services-center/
Georgia Military College	https://alumni.gmc.edu/career-services/
Point University	https://point.edu/academics/academic-support/career-services/
Auburn University	https://career.auburn.edu/recruit-a-tiger/
Tuskegee University	https://www.tuskegee.edu/career-center/
Fort Valley State University	https://www.fvsu.edu/students/employer-relations
Troy University	https://www.troy.edu/academics/academic-resources/center-student-success/career-services/employers.html

DOTHAN, AL | 5 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Wallace Community College	https://wallace.edu/campus-life-resources/career-services/
Troy University	https://www.troy.edu/academics/academic-resources/center-student-success/career-services/employers.html
Enterprise State Community College	https://esc.edu/admissions/career-coach/employer-relations/
Fortis College	https://www.fortis.edu/career-services/for-employers.html
Chipola College	https://www.chipola.edu/student-services/career-resource-center/

FORT GORDON / GROVETOWN, GA | 6 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Augusta University	https://www.augusta.edu/careerservices/hire-students.php
Augusta Technical College	https://www.augustatech.edu/student-resources/serv-empl.cms
Paine College	https://paine.edu/student-success/student-support/career-services/
University of South Carolina Aiken	https://www.usca.edu/departments/career-services/handshake-hub/handshake-for-employers/
Aiken Technical College	https://www.atc.edu/student-life/student-services/career-services
Georgia Military College	https://alumni.gmc.edu/career-services/

APPENDIX B | MARKET ROUTES

LOCAL CAMPUS ROUTES | 03 OF 06

23 prospective institution routes across 3 territory recruiting geographies

GREENVILLE, SC | 11 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Clemson University	https://career.clemson.edu/channels/employer/
Furman University	https://www.furman.edu/career-services/recruit-paladins/
Greenville Technical College	https://www.gvtec.edu/student_resources/career_services/career-services-employers.html
North Greenville University	https://www.ngu.edu/academics/undergraduate-study/career-launch/
Bob Jones University	https://careers.bju.edu/employers/
University of South Carolina Upstate	https://uscupstate.edu/academics/academic-centers-and-services/career-development/employer-resources/
Anderson University	https://andersonuniversity.edu/employers-recruit-at-au/
Wofford College	https://careercenter.wofford.edu/channels/employer/
Converse University	https://www.converse.edu/life-at-converse/recruit-a-converse-student/
Southern Wesleyan University	https://www.swu.edu/student-life/career-services/services-for-employers/
ECPI University	https://www.ecpi.edu/career-services

SPRING HILL / HERNANDO COUNTY, FL | 6 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Pasco-Hernando State College	https://career-services.phsc.edu/services/employer-services
Saint Leo University	https://www.saintleo.edu/academics/success-resources/career-services/employers
University of South Florida	https://careers.usf.edu/channels/employer/
College of Central Florida	https://www.cf.edu/student-life/student-services/career-services/
Rasmussen University	https://www.rasmussen.edu/about-rasmussen/careers/hire-a-grad/
Keiser University	https://www.collegecentral.com/keiser/AboutUs.cfm

HUNTSVILLE, AL | 6 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
University of Alabama in Huntsville	https://www.uah.edu/career-services/hire
Alabama A&M University	https://www.aamu.edu/campus-life/student-support/career-development/recruit/
Oakwood University	https://oakwood.edu/life-at-oakwood/career-services/
Drake State Community and Technical College	https://drakestate.edu/student-services/career-services/
Athens State University	https://www.athens.edu/resources/student-services/employer-resources/
Calhoun Community College	https://calhoun.edu/student-resources/career-services/employer-relations/

APPENDIX B | MARKET ROUTES

LOCAL CAMPUS ROUTES | 04 OF 06

28 prospective institution routes across 2 territory recruiting geographies

KNOXVILLE, TN 10 ROUTES	
INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
University of Tennessee, Knoxville	https://studentsuccess.utk.edu/career/employers/
Pellissippi State Community College	https://pstcc.edu/career-development/employers/
Maryville College	https://www.maryvillecollege.edu/academics/career-center/employers/
Carson-Newman University	https://www.cn.edu/alumni/hire-an-eagle/
South College	https://www.south.edu/student-resources/career-services/
Johnson University	https://johnsonu.edu/student-life/career-planning/
Roane State Community College	https://www.roanestate.edu/?6224-Placement=
Walters State Community College	https://ws.edu/student-services/counseling-testing/employment-resources/services/index.aspx
Tennessee Wesleyan University	https://www.twesleyan.edu/student-life/career-and-leadership-development/employers/
Lincoln Memorial University	https://www.lmunet.edu/career-services/

DETROIT METRO, MI 18 ROUTES	
INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Wayne State University	https://careerservices.wayne.edu/employers
University of Detroit Mercy	https://www.udmercy.edu/current-students/cec/employers.php
University of Michigan-Dearborn	https://umdearborn.edu/career-services/career-services-employers
Lawrence Technological University	https://ltu.edu/student-life/student-support/career-services/
Oakland University	https://www.oakland.edu/cldc/employers/
Henry Ford College	https://www.hfcc.edu/careers/employers
Macomb Community College	https://www.macomb.edu/business/career-services-employers.html
Schoolcraft College	https://www.schoolcraft.edu/career-services/businesses-and-employers/
Oakland Community College	https://www.oaklandcc.edu/career-services/
Wayne County Community College District	https://www.wcccd.edu/career-planning-and-placement
Madonna University	https://www.madonna.edu/resources/career-development/
Walsh College	https://walshcollege.edu/career-services/hire-walsh/
College for Creative Studies	https://www.ccsdetroit.edu/corporate-relationships/hire-our-students/
Rochester Christian University	https://rcu.edu/academics/center-for-advising-vocation-services/
Baker College	https://www.baker.edu/employers/employers-resources/career-services/
Davenport University	https://www.davenport.edu/career-services/employers
Eastern Michigan University	https://www.emich.edu/uacdc/forms-resources/employer-resources.php
University of Michigan	https://careercenter.umich.edu/topic/employers

APPENDIX B | MARKET ROUTES

LOCAL CAMPUS ROUTES | 05 OF 06

25 prospective institution routes across 3 territory recruiting geographies

LANSING / JACKSON / ALBION, MI | 10 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Michigan State University	https://careernetwork.msu.edu/channels/for-employers/
Lansing Community College	https://www.lcc.edu/services/ces/employers.html
Jackson College	https://www.jccmi.edu/services-support/career-services/online-job-board/
Albion College	https://www.albion.edu/offices/career-and-internship-center/information-for-employers/
The University of Olivet	https://www.uolivet.edu/employment/
Spring Arbor University	https://springarbor.edu/current-students/career-development.php
Baker College	https://www.baker.edu/employers/employers-resources/career-services/
Kellogg Community College	https://kellogg.edu/current-students/careerservices/
Cleary University	https://www.cleary.edu/employers-connecting-with-cleary-university-students/
Davenport University	https://www.davenport.edu/career-services/employers

MONTGOMERY, AL | 8 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Alabama State University	https://careerservices.alasu.edu/channels/employer/
Auburn University at Montgomery	https://www.aum.edu/career-development-center/cdc-employer-services/
Faulkner University	https://www.faulkner.edu/student-resources/career-services/
Huntingdon College	https://www.huntingdon.edu/alumni-friends/ccv/resources-for-employers/
Trenholm State Community College	https://www.trenholmstate.edu/student-resources/career-services/
Troy University	https://www.troy.edu/academics/academic-resources/center-student-success/career-services/employers.html
South University	https://careercenter.southuniversity.edu/channels/employer/
Fortis College	https://www.fortis.edu/career-services/for-employers.html

NEWNAN, GA | 7 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
University of West Georgia	https://www.westga.edu/student-services/careerservices/recruiters.php
West Georgia Technical College	https://www.westgatech.edu/jobweb/
Georgia Military College	https://alumni.gmc.edu/career-services/
Clayton State University	https://www.clayton.edu/career/employers/on-campus-recruiting-interviewing.php
Southern Crescent Technical College	https://www.sctech.edu/career-services/information-for-employers/
Point University	https://point.edu/academics/academic-support/career-services/
LaGrange College	https://www.lagrange.edu/campus-life/student-services/career-center/index.html

APPENDIX B | MARKET ROUTES

LOCAL CAMPUS ROUTES | 06 OF 06

24 prospective institution routes across 3 territory recruiting geographies

PANAMA CITY, FL | 4 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Gulf Coast State College	https://www.gulfcoast.edu/current-students/career-center/employers/index.html
Florida State University Panama City	https://pc.fsu.edu/students/career-services/internship-information-employers
Northwest Florida State College	https://www.nwfsc.edu/career-resource-center/
Chipola College	https://www.chipola.edu/student-services/career-resource-center/

ST. PETERSBURG / CLEARWATER, FL | 9 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
St. Petersburg College	https://www.spcollege.edu/current-students/student-affairs/student-support-resources/career-development-services/for-employers
University of South Florida	https://careers.usf.edu/channels/employer/
Eckerd College	https://www.eckerd.edu/recruiters/
University of Tampa	https://www.ut.edu/campus-life/career-services/employer-services
Hillsborough College	https://www.hcfl.edu/student-services/career-resource-centers/employment
Saint Leo University	https://www.saintleo.edu/academics/success-resources/career-services/employers
Pasco-Hernando State College	https://career-services.phsc.edu/services/employer-services
Rasmussen University	https://www.rasmussen.edu/about-rasmussen/careers/hire-a-grad/
Keiser University	https://www.collegecentral.com/keiser/AboutUs.cfm

VALLEY / LANETT, AL AND LAGRANGE / WEST POINT, GA | 11 ROUTES

INSTITUTION	OFFICIAL RECRUITING / CAREER ROUTE
Point University	https://point.edu/academics/academic-support/career-services/
LaGrange College	https://www.lagrange.edu/campus-life/student-services/career-center/index.html
West Georgia Technical College	https://www.westgatech.edu/jobweb/
Southern Union State Community College	https://www.suscc.edu/students/career-services
Auburn University	https://career.auburn.edu/recruit-a-tiger/
Tuskegee University	https://www.tuskegee.edu/career-center/
Chattahoochee Valley Community College	https://www.cv.edu/student-resources/career-services-center/
Columbus State University	https://careercenter.columbusstate.edu/channels/employer/
Columbus Technical College	https://www.columbustech.edu/hire-ctc-students/
Troy University	https://www.troy.edu/academics/academic-resources/center-student-success/career-services/employers.html
Georgia Military College	https://alumni.gmc.edu/career-services/

APPENDIX C

WOW! TERRITORY ACCESS

Agreed by the parties under SOW section 2.d. executed August 18, 2026 | Access excludes WOW!-only service areas

HOMES PASSED	MARKETS	ACCESS ROWS
2,046,590	19	356

FOOTPRINT SIGNAL: The Michigan market and Pinellas together represent 49.9% of all listed homes passed. The five largest markets represent 66.8%, making them the initial scale tier for recruiting deployment.

MARKET FOOTPRINT RANKING

RANK	MARKET	STATE	HOMES PASSED	SHARE
1	Michigan	MI	719,371	35.1%
2	Pinellas	FL	302,368	14.8%
3	Huntsville	AL	133,827	6.5%
4	Montgomery	AL	106,206	5.2%
5	Panama City	FL	105,229	5.1%
6	Charleston	SC	96,522	4.7%
7	Mid-Michigan	MI	93,519	4.6%
8	Columbus	GA	89,986	4.4%
9	Augusta	GA	79,399	3.9%
10	Knoxville	TN	55,909	2.7%
11	Central Florida	FL	53,611	2.6%
12	Hernando County	FL	50,147	2.5%
13	Newnan	GA	43,704	2.1%
14	Dothan	AL	39,035	1.9%
15	Valley	AL	18,103	0.9%
16	Fort Gordon	GA	18,061	0.9%
17	Auburn	AL	16,325	0.8%
18	Greenville	SC	14,617	0.7%
19	Central Michigan	MI	10,651	0.5%

STATE CONCENTRATION

STATE	HP	SHARE	STATE	HP	SHARE
MI	823,541	40.2%	GA	231,150	11.3%
FL	511,355	25.0%	SC	111,139	5.4%
AL	313,496	15.3%	TN	55,909	2.7%

All market totals reconcile to the supplied grand total of 2,046,590 homes passed. Rankings are footprint-based only; live staffing gaps, sales productivity, recruiting yield, and posting eligibility should determine final activation order.

APPENDIX C | SOURCE DETAIL

DETAILED FRANCHISE ACCESS

Complete market, franchise, and homes-passed schedule reproduced from the supplied August 2026 territory document

MARKET	ST	LAT	LONG	WOW MARKET	FRANCHISE NAME	#	HP
Grand Total						Total	2,046,590
Auburn	AL	32.6099	-85.4808	Auburn	Total	Total	16,325
Auburn	AL	32.6099	-85.4808		AUBN-AUBRN FIBER	607	189
Auburn	AL	32.6099	-85.4808		AUBN-AUBURN	603	15,395
Auburn	AL	32.6099	-85.4808		AUBN-OPELIKA	604	441
Auburn	AL	32.6099	-85.4808		AUBURN AL - OFFNET	200	2
Auburn	AL	32.6099	-85.4808		LEE COUNTY	602	3
Auburn	AL	32.6099	-85.4808		LEE COUNTY FIBER	606	291
Auburn	AL	32.6099	-85.4808		WAVERLY	601	2
Auburn	AL	32.6099	-85.4808			605	2
Augusta	GA	33.4735	-82.0105	Augusta	Total	Total	79,399
Augusta	GA	33.4735	-82.0105		AIKEN COUNTY	840	2
Augusta	GA	33.4735	-82.0105		AUG/RICH COUNTY	836	8,479
Augusta	GA	33.4735	-82.0105		AUGUSTA GA - OFFNET	200	4
Augusta	GA	33.4735	-82.0105		COLUMBIA COUNTY	831	14,147
Augusta	GA	33.4735	-82.0105			833	4,016
Augusta	GA	33.4735	-82.0105		FORT GORDON	837	113
Augusta	GA	33.4735	-82.0105		GRANITEVILLE	843	1
Augusta	GA	33.4735	-82.0105		GROVETOWN	832	676
Augusta	GA	33.4735	-82.0105		HARLEM	834	330
Augusta	GA	33.4735	-82.0105		HEPHZIBAH	839	9
Augusta	GA	33.4735	-82.0105		NORTH AUGUSTA	842	66
Augusta	GA	33.4735	-82.0105		RICHMOND COUNTY	838	51,555
Augusta	GA	33.4735	-82.0105		THOMSON	835	1
Central Florida	FL	28.5383	-81.3792	Central Florida	Total	Total	53,611
Central Florida	FL	28.5383	-81.3792		ALTAMONTE SPRINGS	320	15,853
Central Florida	FL	28.5383	-81.3792		CASSELBERRY	321	1,714
Central Florida	FL	28.5383	-81.3792		CENTRAL FLORIDA - OFFNET	200	5
Central Florida	FL	28.5383	-81.3792		CITY OF LAKE MARY	329	2,153
Central Florida	FL	28.5383	-81.3792		FOREST CITY	323	3,478
Central Florida	FL	28.5383	-81.3792		LONGWOOD	324	15,451
Central Florida	FL	28.5383	-81.3792		ORANGE COUNTY	331	2,973
Central Florida	FL	28.5383	-81.3792		SANFORD	330	1,014
Central Florida	FL	28.5383	-81.3792		SEMINOLE COUNTY	333	1,712
Central Florida	FL	28.5383	-81.3792		WEKIWA SPRINGS	322	126
Central Florida	FL	28.5383	-81.3792		WINTER SPRINGS	328	9,132
Central Michigan	MI	43.6128	-84.2472	Central Michigan	Total	Total	10,651
Central Michigan	MI	43.6128	-84.2472		BRIGHTON CITY	940	3,461
Central Michigan	MI	43.6128	-84.2472		BRIGHTON TOWNSHIP	945	708
Central Michigan	MI	43.6128	-84.2472		CITY OF FLINT	944	1,397
Central Michigan	MI	43.6128	-84.2472		FLINT TOWNSHIP	943	756
Central Michigan	MI	43.6128	-84.2472		GENOA TOWNSHIP	941	1,693
Central Michigan	MI	43.6128	-84.2472		GREEN OAK TOWNSHIP	942	1,025
Central Michigan	MI	43.6128	-84.2472		HAMBURG TOWNSHIP	946	30
Central Michigan	MI	43.6128	-84.2472		LYON TOWNSHIP	947	1,581
Charleston	SC	32.7765	-79.9311	Charleston	Total	Total	96,522
Charleston	SC	32.7765	-79.9311		BERKELEY COUNTY	701	886
Charleston	SC	32.7765	-79.9311		CHARLESTON CITY	708	26,562
Charleston	SC	32.7765	-79.9311		CHARLESTON COUNTY	707	12,636
Charleston	SC	32.7765	-79.9311		CHARLESTON SC - OFFNET	200	12
Charleston	SC	32.7765	-79.9311		COLLETON COUNTY	718	1
Charleston	SC	32.7765	-79.9311		DORCHESTER COUNTY	721	7,556
Charleston	SC	32.7765	-79.9311		GOOSE CREEK	704	76
Charleston	SC	32.7765	-79.9311		HANAHAN	705	2,840
Charleston	SC	32.7765	-79.9311		JAMES ISLAND	712	368
Charleston	SC	32.7765	-79.9311		LADSON	706	33
Charleston	SC	32.7765	-79.9311			713	927
Charleston	SC	32.7765	-79.9311		LINCOLNVILLE	716	310
Charleston	SC	32.7765	-79.9311		MOUNT PLEASANT	709	11,110
Charleston	SC	32.7765	-79.9311		NORTH CHARLESTON	703	21
Charleston	SC	32.7765	-79.9311			711	23,406
Charleston	SC	32.7765	-79.9311			723	2,627
Charleston	SC	32.7765	-79.9311		SUMMERVILLE	702	901
Charleston	SC	32.7765	-79.9311			710	266

MARKET	ST	LAT	LONG	WOW MARKET	FRANCHISE NAME	#	HP
Charleston	SC	32.7765	-79.9311			722	5,984
Columbus Ga	GA	32.4609	-84.9877	Columbus Ga	Total	Total	89,986
Columbus Ga	GA	32.4609	-84.9877		ATLANTA	905	1
Columbus Ga	GA	32.4609	-84.9877		COLUMBUS	907	88,498
Columbus Ga	GA	32.4609	-84.9877		COLUMBUS GA - OFFNET	200	4
Columbus Ga	GA	32.4609	-84.9877		MUSCOGEE COUNTY	906	1,480
Columbus Ga	GA	32.4609	-84.9877		NEWMAN	904	1
Columbus Ga	GA	32.4609	-84.9877		PHENIX CITY	902	2
Dothan	AL	31.2232	-85.3905	Dothan	Total	Total	39,035
Dothan	AL	31.2232	-85.3905		CITY OF ASHFORD	570	3,375
Dothan	AL	31.2232	-85.3905		CITY OF ASHFORD FIBER	586	116
Dothan	AL	31.2232	-85.3905		CITY OF COTTONWOOD	577	1,765
Dothan	AL	31.2232	-85.3905		CITY OF DOTHAN	573	25,785
Dothan	AL	31.2232	-85.3905		CITY OF DOTHAN FIBER	581	360
Dothan	AL	31.2232	-85.3905		CITY OF GORDON	578	791
Dothan	AL	31.2232	-85.3905		DOTHAN AL - OFFNET	200	10
Dothan	AL	31.2232	-85.3905		HEADLAND	580	2,719
Dothan	AL	31.2232	-85.3905		HENRY COUNTY	587	326
Dothan	AL	31.2232	-85.3905		HOUSTON COUNTY	574	309
Dothan	AL	31.2232	-85.3905		HOUSTON COUNTY FIBER	582	77
Dothan	AL	31.2232	-85.3905		TOWN OF AVON	571	45
Dothan	AL	31.2232	-85.3905		TOWN OF COLUMBIA	585	367
Dothan	AL	31.2232	-85.3905		TOWN OF COWARTS	572	912
Dothan	AL	31.2232	-85.3905		TOWN OF GORDON	583	219
Dothan	AL	31.2232	-85.3905		TOWN OF KINSEY	575	746
Dothan	AL	31.2232	-85.3905		TOWN OF PANSEY	584	169
Dothan	AL	31.2232	-85.3905		TOWN OF WEBB	576	944
Ft Gordon	GA	33.4301	-82.1398	Ft Gordon	Total	Total	18,061
Ft Gordon	GA	33.4301	-82.1398		COLUMBIA COUNTY	804	3,522
Ft Gordon	GA	33.4301	-82.1398		FT GORDON (US ARMY)	803	5,011
Ft Gordon	GA	33.4301	-82.1398		FT GORDON BULK	806	144
Ft Gordon	GA	33.4301	-82.1398		FT GORDON GA - OFFNET	200	4
Ft Gordon	GA	33.4301	-82.1398		GROVETOWN	801	7,640
Ft Gordon	GA	33.4301	-82.1398		HARLEM	802	1,596
Ft Gordon	GA	33.4301	-82.1398		RICHMOND COUNTY	805	144
Greenville	SC	34.8526	-82.394	Greenville	Total	Total	14,617
Greenville	SC	34.8526	-82.394		GREENVILLE - OFFNET	200	1
Greenville	SC	34.8526	-82.394		GREENVILLE COUNTY	553	6,176
Greenville	SC	34.8526	-82.394		MAULDIN	550	5,690
Greenville	SC	34.8526	-82.394		SIMPSONVILLE	552	2,750
Hernando County	FL	28.4842	-82.354	Hernando County	Total	Total	50,147
Hernando County	FL	28.4842	-82.354		HERNANDO BEACH	751	2,251
Hernando County	FL	28.4842	-82.354		HERNANDO COUNTY	752	5,730
Hernando County	FL	28.4842	-82.354		HERNANDO COUNTY - OFFNET	200	3
Hernando County	FL	28.4842	-82.354		NORTH WEEKI WACHEE	753	280
Hernando County	FL	28.4842	-82.354		SPRING HILL	750	41,883
Huntsville	AL	34.7304	-86.5861	Huntsville	Total	Total	133,827
Huntsville	AL	34.7304	-86.5861		ATHENS	203	8,778
Huntsville	AL	34.7304	-86.5861		DECATUR	204	6
Huntsville	AL	34.7304	-86.5861			216	9,663
Huntsville	AL	34.7304	-86.5861		HARVEST	212	461
Huntsville	AL	34.7304	-86.5861		HUNTSVILLE	210	62,977
Huntsville	AL	34.7304	-86.5861		HUNTSVILLE AL - OFFNET	200	7
Huntsville	AL	34.7304	-86.5861		LIMESTONE COUNTY	202	2,911
Huntsville	AL	34.7304	-86.5861		MADISON CITY	206	2,875
Huntsville	AL	34.7304	-86.5861			211	25,362
Huntsville	AL	34.7304	-86.5861		MADISON CITY FIBER	219	2,084
Huntsville	AL	34.7304	-86.5861		MADISON COUNTY	208	17,905
Huntsville	AL	34.7304	-86.5861		MADISON COUNTY FIBER	220	185
Huntsville	AL	34.7304	-86.5861		MORGAN COUNTY	215	253
Huntsville	AL	34.7304	-86.5861		REDSTONE ARSENAL	209	21
Huntsville	AL	34.7304	-86.5861		TANNER	207	160
Huntsville	AL	34.7304	-86.5861		TONEY	213	2
Huntsville	AL	34.7304	-86.5861		TRIANA	218	177
Knoxville	TN	35.9606	-83.9207	Knoxville	Total	Total	55,909
Knoxville	TN	35.9606	-83.9207		KNOX COUNTY	301	18,122
Knoxville	TN	35.9606	-83.9207		KNOXVILLE	302	35,688
Knoxville	TN	35.9606	-83.9207		KNOXVILLE TN - OFFNET	200	5
Knoxville	TN	35.9606	-83.9207		POWELL	303	2,094
Michigan	MI	44.3148	-85.6024	Michigan	Total	Total	719,371

MARKET	ST	LAT	LONG	WOW MARKET	FRANCHISE NAME	#	HP
Michigan	MI	44.3148	-85.6024		ALLEN PARK	719	12,245
Michigan	MI	44.3148	-85.6024		BERKLEY	725	7,207
Michigan	MI	44.3148	-85.6024		BEVERLY HILLS	745	4,075
Michigan	MI	44.3148	-85.6024		BIRMINGHAM	746	8,619
Michigan	MI	44.3148	-85.6024		CANTON TWP	701	27,457
Michigan	MI	44.3148	-85.6024		CENTER LINE	738	3,517
Michigan	MI	44.3148	-85.6024		CLAWSON	702	5,327
Michigan	MI	44.3148	-85.6024		CLINTON TWP	726	33,667
Michigan	MI	44.3148	-85.6024		DEARBORN	744	34,958
Michigan	MI	44.3148	-85.6024		DEARBORN HEIGHTS	743	22,711
Michigan	MI	44.3148	-85.6024		EASTPOINTE	734	14,341
Michigan	MI	44.3148	-85.6024		FARMINGTON	755	3,444
Michigan	MI	44.3148	-85.6024		FERNDAL	721	11,041
Michigan	MI	44.3148	-85.6024		FRASER	713	6,107
Michigan	MI	44.3148	-85.6024		GARDEN CITY	703	12,177
Michigan	MI	44.3148	-85.6024		GIBRALTAR	749	1,550
Michigan	MI	44.3148	-85.6024		GROSSE ILE TWP	742	4,218
Michigan	MI	44.3148	-85.6024		GROSSE POINTE SHORES	754	1,088
Michigan	MI	44.3148	-85.6024		GROSSE POINTE WOODS	747	6,973
Michigan	MI	44.3148	-85.6024		HARPER WOODS	748	5,785
Michigan	MI	44.3148	-85.6024		HARRISON TWP	739	9,380
Michigan	MI	44.3148	-85.6024		HAZEL PARK	724	7,591
Michigan	MI	44.3148	-85.6024		HIERARCHY	998	7
Michigan	MI	44.3148	-85.6024		HUNTINGTON WOODS	733	2,497
Michigan	MI	44.3148	-85.6024		LATHRUP VILLAGE	751	1,851
Michigan	MI	44.3148	-85.6024		LINCOLN PARK	704	16,824
Michigan	MI	44.3148	-85.6024		LIVONIA	705	37,488
Michigan	MI	44.3148	-85.6024		MADISON HEIGHTS	717	12,644
Michigan	MI	44.3148	-85.6024		MELVINDALE	730	4,292
Michigan	MI	44.3148	-85.6024		MOUNT CLEMENS	727	7,018
Michigan	MI	44.3148	-85.6024		NORTHVILLE	706	2,930
Michigan	MI	44.3148	-85.6024		NORTHVILLE TWP	715	9,789
Michigan	MI	44.3148	-85.6024		NOVI	720	1
Michigan	MI	44.3148	-85.6024		OAK PARK	753	1
Michigan	MI	44.3148	-85.6024		PLEASANT RIDGE	732	1,204
Michigan	MI	44.3148	-85.6024		PLYMOUTH	707	5,645
Michigan	MI	44.3148	-85.6024		PLYMOUTH TWP	712	9,650
Michigan	MI	44.3148	-85.6024		REDFORD TWP	750	21,065
Michigan	MI	44.3148	-85.6024		RIVERVIEW	735	4,229
Michigan	MI	44.3148	-85.6024		ROCHESTER	740	4,719
Michigan	MI	44.3148	-85.6024		ROCHESTER HILLS	737	22,645
Michigan	MI	44.3148	-85.6024		ROSEVILLE	723	19,746
Michigan	MI	44.3148	-85.6024		ROYAL OAK	718	27,553
Michigan	MI	44.3148	-85.6024		SE MICHIGAN - OFFNET	200	84
Michigan	MI	44.3148	-85.6024		SHELBY TWP	741	26,033
Michigan	MI	44.3148	-85.6024		SOUTHFIELD	752	3
Michigan	MI	44.3148	-85.6024		SOUTHGATE	708	11,777
Michigan	MI	44.3148	-85.6024		ST CLAIR SHORES	728	28,003
Michigan	MI	44.3148	-85.6024		STERLING HEIGHTS	714	43,129
Michigan	MI	44.3148	-85.6024		TAYLOR	709	22,840
Michigan	MI	44.3148	-85.6024		TRENTON	731	8,021
Michigan	MI	44.3148	-85.6024		TROY	710	28,942
Michigan	MI	44.3148	-85.6024		UTICA	729	1,948
Michigan	MI	44.3148	-85.6024		WARREN	722	52,620
Michigan	MI	44.3148	-85.6024		WAYNE	716	7,496
Michigan	MI	44.3148	-85.6024		WESTLAND	711	29,018
Michigan	MI	44.3148	-85.6024		WOODHAVEN	736	4,181
Midmichigan	MI	43.6	-84	Midmichigan	Total	Total	93,519
Midmichigan	MI	43.6	-84		ALAIEDON TWP	861	927
Midmichigan	MI	43.6	-84		ALBION	848	4,462
Midmichigan	MI	43.6	-84		ALBION TWP	855	88
Midmichigan	MI	43.6	-84		ATHENS	893	547
Midmichigan	MI	43.6	-84		ATHENS TWP	891	188
Midmichigan	MI	43.6	-84		AURELIUS TWP	860	1,341
Midmichigan	MI	43.6	-84		BATH TWP	800	4,420
Midmichigan	MI	43.6	-84		BELLEVUE	804	732
Midmichigan	MI	43.6	-84		BELLEVUE TWP	805	258
Midmichigan	MI	43.6	-84		BENTON TWP	884	994
Midmichigan	MI	43.6	-84		BERLIN TWP	827	24
Midmichigan	MI	43.6	-84		BOSTON TWP	824	1,359

MARKET	ST	LAT	LONG	WOW MARKET	FRANCHISE NAME	#	HP
Midmichigan	MI	43.6	-84		BURLINGTON TWP	890	83
Midmichigan	MI	43.6	-84		CAMPBELL TWP	823	125
Midmichigan	MI	43.6	-84		CARLTON TWP	829	671
Midmichigan	MI	43.6	-84		CARMEL TWP	810	446
Midmichigan	MI	43.6	-84		CHARLOTTE	809	4,642
Midmichigan	MI	43.6	-84		CHARLOTTE POTTERVILLE	887	200
Midmichigan	MI	43.6	-84		CLARKSVILLE	822	255
Midmichigan	MI	43.6	-84		CONCORD	812	678
Midmichigan	MI	43.6	-84		CONCORD TWP	817	154
Midmichigan	MI	43.6	-84		CONVIS TWP	808	80
Midmichigan	MI	43.6	-84		DANBY TWP	877	505
Midmichigan	MI	43.6	-84		DANSVILLE	856	251
Midmichigan	MI	43.6	-84		DELHI TWP	865	23
Midmichigan	MI	43.6	-84		DIMONDALE	881	701
Midmichigan	MI	43.6	-84		EAGLE	896	46
Midmichigan	MI	43.6	-84		EAGLE TWP EAGLE	898	636
Midmichigan	MI	43.6	-84		EAGLE TWP PORTLAND	879	8
Midmichigan	MI	43.6	-84		EATON RAPIDS TWP MASON	862	371
Midmichigan	MI	43.6	-84		EATON RAPIDS TWP POTTERVI	886	216
Midmichigan	MI	43.6	-84		EATON TWP CHARLOTTE	811	432
Midmichigan	MI	43.6	-84		EATON TWP POTTERVILLE	883	925
Midmichigan	MI	43.6	-84		ECKFORD TWP	853	143
Midmichigan	MI	43.6	-84		FOWLerville	902	1,672
Midmichigan	MI	43.6	-84		FREDONIA TWP	854	199
Midmichigan	MI	43.6	-84		FREEPORT	828	254
Midmichigan	MI	43.6	-84		GLDS CONVERSION	998	5
Midmichigan	MI	43.6	-84		GLDS FRANCHISE 280	112	36
Midmichigan	MI	43.6	-84		GRASS LAKE	819	1,036
Midmichigan	MI	43.6	-84		GRASS LAKE TWP	820	896
Midmichigan	MI	43.6	-84		GREEN OAK TWP	889	2,341
Midmichigan	MI	43.6	-84		HANDY TWP	903	1,727
Midmichigan	MI	43.6	-84		HANOVER	814	374
Midmichigan	MI	43.6	-84		HANOVER TWP	815	607
Midmichigan	MI	43.6	-84		HASTINGS	825	4,348
Midmichigan	MI	43.6	-84		HASTINGS TWP	826	561
Midmichigan	MI	43.6	-84		HENRIETTA TWP	839	1,350
Midmichigan	MI	43.6	-84			908	45
Midmichigan	MI	43.6	-84			909	180
Midmichigan	MI	43.6	-84		HOMER	843	880
Midmichigan	MI	43.6	-84		HOMER TWP	844	75
Midmichigan	MI	43.6	-84		HUBBARDSTON	873	161
Midmichigan	MI	43.6	-84		INGHAM TWP	857	355
Midmichigan	MI	43.6	-84		LAINGSBURG	801	806
Midmichigan	MI	43.6	-84		LAKE ODESSA	834	1,257
Midmichigan	MI	43.6	-84		LEBANON TWP	870	24
Midmichigan	MI	43.6	-84		LEROY TWP	904	327
Midmichigan	MI	43.6	-84		LESLIE	837	1,160
Midmichigan	MI	43.6	-84		LESLIE TWP	838	117
Midmichigan	MI	43.6	-84		LIBERTY TWP	818	312
Midmichigan	MI	43.6	-84		LYONS TWP	871	86
Midmichigan	MI	43.6	-84		MARENGO TWP	849	443
Midmichigan	MI	43.6	-84		MARSHALL	851	3,981
Midmichigan	MI	43.6	-84		MARSHALL TWP	852	580
Midmichigan	MI	43.6	-84		MASON	858	4,414
Midmichigan	MI	43.6	-84		MID-MICHIGAN - OFFNET	200	43
Midmichigan	MI	43.6	-84		MORRICE	866	498
Midmichigan	MI	43.6	-84		MULLIKEN	831	268
Midmichigan	MI	43.6	-84		NORTH PLAINS TWP	872	91
Midmichigan	MI	43.6	-84		ODESSA TWP	835	214
Midmichigan	MI	43.6	-84		OLIVET	806	782
Midmichigan	MI	43.6	-84		ONEIDA TWP POTTERVILLE	885	598
Midmichigan	MI	43.6	-84		ONEIDA TWP WACOUSTA	878	141
Midmichigan	MI	43.6	-84		ONONDAGA TWP MASON	864	91
Midmichigan	MI	43.6	-84		ONONDAGA TWP STOCKBRIDGE	841	67
Midmichigan	MI	43.6	-84		PARMA	845	402
Midmichigan	MI	43.6	-84		PARMA TWP	847	437
Midmichigan	MI	43.6	-84		PERRY	867	1,072
Midmichigan	MI	43.6	-84		PERRY TWP	868	979
Midmichigan	MI	43.6	-84		PEWAMO	874	277
Midmichigan	MI	43.6	-84		PORTLAND	875	2,281

MARKET	ST	LAT	LONG	WOW MARKET	FRANCHISE NAME	#	HP
Midmichigan	MI	43.6	-84		PORTLAND TWP	876	1,028
Midmichigan	MI	43.6	-84		POTTERVILLE	880	1,308
Midmichigan	MI	43.6	-84		PULASKI TWP	816	240
Midmichigan	MI	43.6	-84		ROXAND TWP	832	139
Midmichigan	MI	43.6	-84		RUTLAND TWP	917	457
Midmichigan	MI	43.6	-84		SANDSTONE TWP	846	73
Midmichigan	MI	43.6	-84		SARANAC	821	840
Midmichigan	MI	43.6	-84		SCIOTA TWP	803	375
Midmichigan	MI	43.6	-84		SHERIDAN TWP	850	423
Midmichigan	MI	43.6	-84		SHERWOOD TWP	894	632
Midmichigan	MI	43.6	-84		SOUTH LYON	888	5,911
Midmichigan	MI	43.6	-84		SPRING ARBOR TWP	813	45
Midmichigan	MI	43.6	-84		STOCKBRIDGE	840	934
Midmichigan	MI	43.6	-84		STOCKBRIDGE TWP	842	110
Midmichigan	MI	43.6	-84		SUNFIELD	830	307
Midmichigan	MI	43.6	-84		SUNFIELD TWP	833	151
Midmichigan	MI	43.6	-84		UNION CITY	892	965
Midmichigan	MI	43.6	-84		UNION TWP	895	313
Midmichigan	MI	43.6	-84		VEVAY TWP	859	1,166
Midmichigan	MI	43.6	-84		VICTOR TWP	802	757
Midmichigan	MI	43.6	-84		WALTON TWP	807	334
Midmichigan	MI	43.6	-84		WATERTOWN TWP	897	1,519
Midmichigan	MI	43.6	-84		WEBBERVILLE	905	676
Midmichigan	MI	43.6	-84		WESTPHALIA	899	389
Midmichigan	MI	43.6	-84		WESTPHALIA TWP	900	44
Midmichigan	MI	43.6	-84		WHEATFIELD TWP	906	262
Midmichigan	MI	43.6	-84		WILLIAMSTON	901	2,381
Midmichigan	MI	43.6	-84		WILLIAMSTOWN TWP	907	1,865
Midmichigan	MI	43.6	-84		WINDSOR TWP MASON	863	9
Midmichigan	MI	43.6	-84		WINDSOR TWP POTTERVILLE	882	2,554
Midmichigan	MI	43.6	-84		WOODHULL TWP	869	1,302
Midmichigan	MI	43.6	-84		WOODLAND TWP	836	229
Montgomery	AL	32.3668	-86.3	Montgomery	Total	Total	106,206
Montgomery	AL	32.3668	-86.3		AUTAUGA COUNTY	101	127
Montgomery	AL	32.3668	-86.3		MAXWELL AFB	105	844
Montgomery	AL	32.3668	-86.3		MILLBROOK	103	1
Montgomery	AL	32.3668	-86.3		MONTGOMERY AL - OFFNET	200	8
Montgomery	AL	32.3668	-86.3		MONTGOMERY CITY	106	88,737
Montgomery	AL	32.3668	-86.3		MONTGOMERY COUNTY	104	1,171
Montgomery	AL	32.3668	-86.3		PIKE ROAD	107	1,511
Montgomery	AL	32.3668	-86.3		PRATTVILLE	102	13,277
Montgomery	AL	32.3668	-86.3		PRATTVILLE FIBER	108	530
Newnan	GA	33.3807	-84.7997	Newnan	Total	Total	43,704
Newnan	GA	33.3807	-84.7997		CITY OF NEWNAN	471	18,942
Newnan	GA	33.3807	-84.7997		COWETA COUNTY	470	18,441
Newnan	GA	33.3807	-84.7997		NEWNAN GA - OFFNET	200	5
Newnan	GA	33.3807	-84.7997		PALMETTO	472	114
Newnan	GA	33.3807	-84.7997		PEACHTREE CITY	473	3,287
Newnan	GA	33.3807	-84.7997		TYRONE	474	2,915
Panama City	FL	30.1588	-85.6602	Panama City	Total	Total	105,229
Panama City	FL	30.1588	-85.6602		BAY COUNTY	1	22,694
Panama City	FL	30.1588	-85.6602		BAY COUNTY FIBER	12	891
Panama City	FL	30.1588	-85.6602		CALLAWAY	5	7,068
Panama City	FL	30.1588	-85.6602		LYNN HAVEN	2	7,552
Panama City	FL	30.1588	-85.6602		PANAMA CITY	3	28,907
Panama City	FL	30.1588	-85.6602		PANAMA CITY BEACH	6	23,888
Panama City	FL	30.1588	-85.6602		PANAMA CITY BEACH FIBER	9	5,059
Panama City	FL	30.1588	-85.6602		PANAMA CITY FIBER	13	286
Panama City	FL	30.1588	-85.6602		PANAMA CITY FL - OFFNET	200	5
Panama City	FL	30.1588	-85.6602		PARKER	4	2,083
Panama City	FL	30.1588	-85.6602		ROSEMARY BEACH	8	1,444
Panama City	FL	30.1588	-85.6602		ROSEMARY BEACH FIBER	11	425
Panama City	FL	30.1588	-85.6602		SPRINGFIELD FIBER	14	2,491
Panama City	FL	30.1588	-85.6602		WALTON COUNTY	7	1,990
Panama City	FL	30.1588	-85.6602		WALTON COUNTY FIBER	10	446
Pinellas	FL	27.8764	-82.7779	Pinellas	Total	Total	302,368
Pinellas	FL	27.8764	-82.7779		BELLEAIR	414	5
Pinellas	FL	27.8764	-82.7779		CLEARWATER	404	40,903
Pinellas	FL	27.8764	-82.7779		DUNEDIN	405	15,232
Pinellas	FL	27.8764	-82.7779		GULFPORT	406	5,070

MARKET	ST	LAT	LONG	WOW MARKET	FRANCHISE NAME	#	HP
Pinellas	FL	27.8764	-82.7779		LARGO	407	17,099
Pinellas	FL	27.8764	-82.7779		OLDSMAR	417	4,593
Pinellas	FL	27.8764	-82.7779		PALM HARBOR	416	666
Pinellas	FL	27.8764	-82.7779		PASCO COUNTY	402	1
Pinellas	FL	27.8764	-82.7779		PINELLAS COUNTY	403	96,377
Pinellas	FL	27.8764	-82.7779		PINELLAS FL - OFFNET	200	16
Pinellas	FL	27.8764	-82.7779		PINELLAS PARK	409	849
Pinellas	FL	27.8764	-82.7779		SAFETY HARBOR	415	6,933
Pinellas	FL	27.8764	-82.7779		SAINT PETE BEACH	411	2
Pinellas	FL	27.8764	-82.7779		SEMINOLE	413	4,446
Pinellas	FL	27.8764	-82.7779		SOUTH PASADENA	418	30
Pinellas	FL	27.8764	-82.7779		ST PETERSBURG	410	101,164
Pinellas	FL	27.8764	-82.7779		TAMPA	401	2
Pinellas	FL	27.8764	-82.7779		TARPON SPRINGS	412	8,980
Valley	AL	32.8187	-85.1783	Valley	Total	Total	18,103
Valley	AL	32.8187	-85.1783		CHAMBERS COUNTY	531	1,076
Valley	AL	32.8187	-85.1783			561	852
Valley	AL	32.8187	-85.1783		CITY OF VALLEY	535	24
Valley	AL	32.8187	-85.1783			564	929
Valley	AL	32.8187	-85.1783		CUSSETA	562	209
Valley	AL	32.8187	-85.1783		FIVE POINTS	533	18
Valley	AL	32.8187	-85.1783		HAMILTON	503	3
Valley	AL	32.8187	-85.1783		HARRIS COUNTY	501	150
Valley	AL	32.8187	-85.1783		LAGRANGE	505	185
Valley	AL	32.8187	-85.1783		LANETT	532	6,434
Valley	AL	32.8187	-85.1783		LEE COUNTY	565	40
Valley	AL	32.8187	-85.1783		TROUP	504	562
Valley	AL	32.8187	-85.1783		VALLEY	534	1,159
Valley	AL	32.8187	-85.1783			563	3,963
Valley	AL	32.8187	-85.1783		VALLEY AL - OFFNET	200	5
Valley	AL	32.8187	-85.1783		WEST POINT	502	573
Valley	AL	32.8187	-85.1783			506	1,921